










FY27 Board of Trustees Budget Workshop
April 15, 2026

FY27 Board Budget Workshop Agenda

The goal of the Budget Workshop is to provide GoTriangle's Board of Trustees with relevant information to make data-informed decisions GoTriangle's proposed FY27 budget.

WORKSHOP TOPICS & OBJECTIVES

|  Background & Context |  Highlights from FY26 Budget |  FY27 Headwinds & Opportunities |  FY27 Assumptions & Guidance |  Strategic Plan Alignment |  Capital Projects Highlights |  FY27 Proposed Budget |
|---|--|--|--|---|--|--|
| <i>Set the stage with a refresh of GoTriangle's mission, vision, and strategic pillars as well as funding mechanisms and responsibilities</i> | <i>Provide a summary of YTD budget-to-actuals to provide visibility into FY27 spend patterns</i> | <i>Level set regarding economic and financial headwinds affecting GoTriangle as well as opportunities to take advantage of</i> | <i>Review financial assumptions driving FY27 budget, focusing on largest drivers</i> | <i>Refresh on alignment of the FY27 proposed budget to GoTriangle's 2025-2028 Strategic Plan</i> | <i>Highlight major capital projects GoTriangle is leading in FY27</i> | <i>Review FY27 proposed budget, including forecasted revenues and proposed administrative, operating, and capital expenses</i> |

This year's workshop will focus exclusively on GoTriangle's budget as it did last year, rather than including the Transit Plan budgets as had been done in prior years. Since the Transit Plan budgets will be reviewed separately with the Board in the coming months, we will concentrate this discussion on GoTriangle's budget.

GoTriangle Mission, Vision, and Strategic Plan Pillars

GoTriangle's 2025-2028 Strategic Plan is the organization's north star to guide investment decisions and budgeting practices and monitor progress on key initiatives supporting identified success outcomes, allowing GoTriangle to provide the highest possible return on investment.

Our Mission

Connecting people and the region with high quality transit

Our Vision

To be our region's trusted mobility partner



Future Planning

By rebuilding a foundation of trust and transparency and by fostering a high-functioning collaborative spirit, GoTriangle will be well-positioned to help support the development of a broader unified regional transit vision that will support our region's growing population.

Customer Connectivity

GoTriangle will continue to focus on delivering high-quality regional and express service that connects our customers to life's opportunities across the region.

Financial Transparency

GoTriangle will continue to focus on building trust and greater transparency in its budgeting, financial forecasting and reporting processes and systems required to be a trusted mobility partner.

Transit Enhancements






GoTriangle will continue to focus on delivering transit enhancement projects that bring economic benefit to the region.

Employer of Choice

GoTriangle will continue to create a culture where employees are engaged and take ownership in helping GoTriangle achieve its mission and vision.

GoTriangle Revenue Sources

Below are GoTriangle's dedicated revenue sources. Due to the potential variability with several of the individual revenue sources, each one is critical to our ability to fully fund our budget each fiscal year.

| REVENUE SOURCES | DETAILS |
|--|---|
|  Bus & Paratransit Fares | Fare collection resumed in 2024 after being suspended in 2020 |
|  \$7 DMV Registration Tax | State Legislature approved increasing from \$5 to \$7 effective May 2025, first adjustment since approval in 1991 |
|  5% Vehicle Rental Tax | Tax proceeds may be used for any purpose for which the Authority is authorized to use funds; to supplement and not to supplant or replace existing funds or other resources for public transportation systems |
|  Federal and State Grants | Combination of discretionary and formula grants. Primary federal grantor is the Federal Transit Administration (FTA) |
|  Transit Plan Contributions | As specified in each Interlocal Agreement (ILA), Transit Plans provide predefined contributions |

GoTriangle does not have independent taxing authority. New taxes and rate increases must be pre-authorized by the state legislature

FY26 Budget Highlights

GoTriangle's Budget & Finance Department has been utilizing the recently developed Budget-to-Actuals Analysis Report to review YTD actual spend over the last six months to review spend patterns and inform the FY27 budget.

1

Slight Underburn vs. Target

- Six months into FY26, GoTriangle's YTD unaudited actuals are slightly below expected spend on a prorated basis
 - Target: 50%
 - Actual: 38%

2

Largest Spend Categories

- Wages and benefits are the largest drivers of GoTriangle's budget, accounting for 65% of GoTriangle's FY26 budget. Through December, these two spend categories are below spend targets, partially due to vacancies.

3

Revenue

- Most of GoTriangle's Revenue is collected on a quarterly basis, aside from fares and GoPass. The majority of revenue earned in Q2 will be received in Q3.
- Administrative Revenue is lagging due to the delay in the sale of property to NCDOT.

FY26 Headwinds and Opportunities

GoTriangle heads into Fiscal Year 2027 facing some economic headwinds, primarily due to shifting federal policy regarding public transit and federal funding. GoTriangle is focusing on what the organization can control and identifying opportunities to continue improving internal operations.

Headwinds



Potential shifting federal policy priorities away from public transit investment



Potential freeze or cancellation of previously approved federal funding for public transit



Continued increase in administrative and operating costs; tariffs continue to have the potential to drive costs even higher



The impact of rising fuel costs due to the war in Iran.

Opportunities



Continue identifying opportunities for increasing operational efficiency and efficacy through transformation efforts



Continue to strengthen core financial operations to support more accurate and impactful budget allocation



Use Strategic Plan success outcomes and priorities to drive budget decisions and programmatic work plans

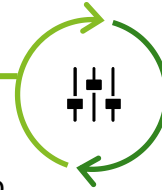


Continue building back trust through successful execution of capital projects and service expansion in FY27

FY27 Budget Assumptions & Guidance

GoTriangle departmental budget owners developed their budgets with the below assumptions and guidance in mind.

BUDGET ASSUMPTIONS



BUDGET GUIDANCE

Slight Decrease in FY27 Revenue

GoTriangle budgeted revenue is projected to decrease in FY27 vs. FY26 due to removing the potential sale of land to NCDOT.

Service Expansion Revenue & Costs

Service expansion revenue will offset associated cost increases.

Wage Increases & Benefits Cost Increase

Average operator wages will increase in FY27 in an effort to increase retention. Overall benefits costs expected to increase by 8% for FY27.

Workforce Training Increases

GoTriangle Leadership has prioritized increasing departmental budgets for training, conferences, and professional development.

Filling Critical Vacancies

Prioritizing filling critical vacancies across departments will contribute to increased wages and benefits budget line items.

FTA Repayment

GoTriangle is required to remit \$4M repayment to the FTA in FY27.

Business Modernization

Prioritize allocation of resources to improve overall business modernization.

Workforce Implications

Identify mission-critical roles that need to be filled for FY27 and fill priority vacancies.

Business Modernization

Identify new or modernized business functions to meet the needs of the organization

- Support and empower GoTriangle's workforce by modernizing business functions such as IT infrastructure and services; policies, processes, and associated procedures.

Program Spend Level Evaluation

Ensure budget requests across spend categories are accurate and in-line with FY27 needs.

- Evaluate previous years' budget requests and actual dollars spent while being intentional and realistic about current business needs to help ensure accuracy for FY27 budget request.

Training & Development

Highlight critical training and development needs across the organization

- Identify training and development opportunities to enhance employees' knowledge, skills, and abilities and foster career development.

FY27 Budget Alignment to 2025-2028 Strategic Plan

Alignment with 2025-2028 Strategic Plan pillars

Customer Connectivity

- Expanded transit ambassador program
- Expansion service, focused on 15-minute frequent network

Transit Enhancements

- Continued progress on other enhancement projects including the Triangle Mobility Hub and Bus Stop Improvements
- Continuation of the BOMF Modernization and Expansion

Financial Responsibility

- Continued progress on Deloitte transformation recommendations

Employer of Choice

- Next steps from employee engagement baseline

Future Planning

- Continuation of the Bus Blueprint study



Significant Service Expansion Plans

FY27 will build on significant service expansion implemented in FY26



August 2026

- Route 311 – hourly service connecting Holly Springs, Apex, West Cary, and RTP
- Route 305 – all trips to Holly Springs, realignment to better serve NC State Centennial Campus

February 2027**

- Durham-Raleigh Express – improved midday frequency (30 minutes)
- Route 100 – connection from downtown Raleigh to RDU Airport on all trips

**Requires approval from Durham BOCC and CAMPO Board

Continued Progress on Key Capital Projects

- Bus Stop Improvement Program – ongoing development and delivery
- Raleigh Union Station Bus Facility – opened August 2025
- BOMF Modernization and Expansion
- Triangle Mobility Hub



FY27 Proposed Budget: Overview

Below is a summary of all GoTriangle revenues and expenses for FY27

| | FY27 GoTriangle Proposed Budget | FY2026 GoTriangle Actual Budget | FY27 vs. FY26 |
|--|------------------------------------|------------------------------------|----------------|
| Total General Fund Revenues | \$43,381,439 | \$53,672,198 | \$(10,290,759) |
| Total General Fund Expenditures | \$43,371,566 | \$50,244,435 | \$(6,872,869) |
| Total Operating Revenues | \$46,176,643 | \$41,676,747 | \$4,499,896 |
| Total Operating Expenditures | \$46,176,643 | \$41,676,747 | \$4,499,896 |
| Total Capital Revenues | \$45,870,620 | \$83,311,950 | \$(37,411,330) |
| Total Capital Expenditures | \$45,870,620 | \$83,311,950 | \$(37,411,330) |
| Capital Reserve | \$9,873 | 3,427,763 | \$(3,417,890) |

| | FY27 GoTriangle Proposed Budget | FY2026 GoTriangle Adopted Budget | FY27 vs. FY26 |
|------------------------------|------------------------------------|-------------------------------------|----------------|
| GRAND TOTAL REVENUES | \$135,428,702 | \$178,660,895 | \$(43,232,193) |
| GRAND TOTAL EXPENSES | \$135,428,702 | \$178,660,895 | \$(43,232,193) |
| NET (DEFICIT) SURPLUS | \$0 | \$0 | \$0 |

FY27 Proposed Budget: General Fund and Operating by Department



FY27 Budget by Department

All Spend Categories ▼ Select All or a Specific Spend Category

| Department | FY27 Budget | | FY26 Budget | | FY27 Budget vs. FY26 Budget |
|------------------------------|-------------|---------------------|-------------|---------------------|-----------------------------|
| Board | 0.4% | \$260,351 | 0.4% | \$252,009 | 3.3% |
| Budget & Finance | 3.0% | \$1,970,806 | 3.9% | \$2,398,724 | -17.8% |
| Bus Maintenance | 12.4% | \$8,190,141 | 12.0% | \$7,362,023 | 11.2% |
| Bus Operations | 31.7% | \$20,960,000 | 30.8% | \$18,924,305 | 10.8% |
| Bus Supervision | 6.8% | \$4,511,921 | 5.7% | \$3,498,744 | 29.0% |
| Capital Development | 3.6% | \$2,409,898 | 3.6% | \$2,182,767 | 10.4% |
| Comms & Public Relations | 3.4% | \$2,227,959 | 2.8% | \$1,736,350 | 28.3% |
| Compliance | 1.3% | \$844,872 | 0.7% | \$454,163 | 85.0% |
| Executive Office | 1.9% | \$1,282,475 | 3.9% | \$2,415,054 | -46.9% |
| Facilities | 1.8% | \$1,195,255 | 2.0% | \$1,216,697 | -1.8% |
| Human Resources | 2.3% | \$1,525,824 | 2.5% | \$1,509,422 | 1.1% |
| Information Technology | 4.0% | \$2,612,992 | 4.3% | \$2,670,473 | -2.2% |
| Legal | 2.9% | \$1,905,240 | 2.9% | \$1,811,698 | 5.2% |
| Paratransit | 8.8% | \$5,812,437 | 7.8% | \$4,761,265 | 22.1% |
| Plaza | 1.0% | \$664,965 | 1.0% | \$602,400 | 10.4% |
| Procurement | 1.3% | \$859,785 | 0.9% | \$576,390 | 49.2% |
| Regional Information Center | 2.2% | \$1,466,122 | 2.6% | \$1,583,905 | -7.4% |
| Regional Services - Planning | 3.5% | \$2,315,251 | 4.7% | \$2,893,830 | -20.0% |
| RUS BUS | 1.2% | \$810,998 | 1.1% | \$662,500 | 22.4% |
| Safety and Security | 2.8% | \$1,878,890 | 2.7% | \$1,681,500 | 11.7% |
| Sustainable Travel Services | 1.0% | \$655,153 | 1.2% | \$763,736 | -14.2% |
| Tax District Administration | 2.0% | \$1,311,599 | 1.7% | \$1,044,641 | 25.6% |
| Vanpool | 0.6% | \$386,726 | 0.7% | \$418,558 | -7.6% |
| Grand Total | | \$66,059,660 | | \$61,421,154 | 7.6% |

FY27 Proposed Budget: General Fund and Operating by Expense Category

For the Twelve Months Ending June 30, 2027



FY27 Budget by Category

GoTriangle Total

Select GoTriangle Total or a Specific Department

| Category | | FY27 Budget | | FY26 Budget | | FY27 Budget vs. FY26 Budget |
|------------------------------|-------|---------------------|--|-------------|---------------------|-----------------------------|
| Benefits | 18.1% | \$11,942,072 | | 17.0% | \$10,425,517 | 14.5% |
| Contracted Services- Transit | 0.1% | \$50,630 | | 0.5% | \$294,442 | -82.8% |
| Facilities | 1.8% | \$1,194,472 | | 2.3% | \$1,402,344 | -14.8% |
| Fleet | 4.6% | \$3,032,902 | | 4.5% | \$2,742,900 | 10.6% |
| Fuels & Lubricants | 5.6% | \$3,710,000 | | 6.0% | \$3,710,000 | 0.0% |
| Insurance | 5.2% | \$3,415,051 | | 4.5% | \$2,774,901 | 23.1% |
| IT | 3.6% | \$2,373,526 | | 3.8% | \$2,306,720 | 2.9% |
| Office | 0.5% | \$301,810 | | 0.8% | \$514,392 | -41.3% |
| Other | 4.8% | \$3,174,369 | | 3.4% | \$2,077,907 | 52.8% |
| Overtime | 0.7% | \$467,000 | | 0.8% | \$517,307 | -9.7% |
| Professional Services | 6.7% | \$4,428,984 | | 8.1% | \$4,952,397 | -10.6% |
| Travel & Training | 0.8% | \$525,216 | | 0.8% | \$493,224 | 6.5% |
| Utilities | 0.7% | \$449,160 | | 0.5% | \$320,070 | 40.3% |
| Wages | 46.9% | \$30,994,468 | | 47.0% | \$28,889,033 | 7.3% |
| Grand Total | | \$66,059,660 | | | \$61,421,154 | 7.6% |

FY27 Proposed Budget: Capital Expenses Overview

For the Twelve Months Ending June 30, 2027

| CAPITAL REVENUES | FY27 GoTriangle Proposed Budget | FY2026 GoTriangle Actual Budget | FY27 vs. FY26 |
|--|--|--|-----------------------|
| Federal Grant Revenues | \$9,595,087 | \$17,100,391 | \$(7,505,304) |
| State Grant Revenues | \$120,000 | \$120,000 | \$0 |
| Transit Plan - Capital Expense Reimbursement | \$28,447,859 | \$52,014,847 | \$(23,566,988) |
| Operating Transfer from General Fund | \$7,707,674 | \$14,076,712 | \$(6,369,038) |
| Total Capital Revenues | \$45,870,620 | \$83,311,950 | \$(37,441,330) |

| CAPITAL EXPENDITURES | FY27 GoTriangle Proposed Budget | FY2026 GoTriangle Actual Budget | FY27 vs. FY26 |
|-----------------------------------|--|--|-----------------------|
| Acquisition-Land | \$4,000,000 | 12,000,000 | \$(8,000,000) |
| Regional Capital Projects | \$41,870,620 | \$71,311,950 | \$(29,441,330) |
| Total Capital Expenditures | \$45,870,620 | \$83,311,950 | \$(37,441,330) |

| | FY27 GoTriangle Proposed Budget | FY2026 GoTriangle Actual Budget | FY27 vs. FY26 |
|-----------------------------------|------------------------------------|------------------------------------|----------------|
| TOTAL CAPITAL REVENUES | \$45,870,620 | \$83,311,950 | \$(37,441,330) |
| TOTAL CAPITAL EXPENDITURES | \$45,870,620 | \$83,311,950 | \$(37,441,330) |
| NET (DEFICIT) SURPLUS | \$0 | \$0 | \$0 |

FY27 Proposed Budget: Capital Expenses

Below is a summary of FY27 requested funding and FY26 carryover

| Project Name | Project Totals | | |
|---|------------------------------|--------------------|---------------------------|
| | Total FY26 Funding Carryover | Total FY27 Funding | Total FY27 Project Budget |
| Agency Wide Technology Disaster Recovery | \$ - | \$ 120,000.00 | \$ 120,000.00 |
| Badge Access Control | \$ - | \$ 157,500.00 | \$ 157,500.00 |
| BOMF 2.0 (prev. RFFS Implementation - BOMF Expansion) | \$ 2,500,000.00 | \$ - | \$ 2,500,000.00 |
| BOMF Bay 1 Lift Replacement | \$ - | \$ 75,000.00 | \$ 75,000.00 |
| BOMF HVAC Replacement | \$ - | \$ 65,000.00 | \$ 65,000.00 |
| BOMF Safety and Security Upgrades | \$ 65,000.00 | \$ - | \$ 65,000.00 |
| CapDev Inspections Vehicle | \$ - | \$ 50,000.00 | \$ 50,000.00 |
| D365 Assessment | \$ - | \$ 415,000.00 | \$ 415,000.00 |
| District Drive Park and Ride (prev. Wake Long Term I-440 Park and Ride) | \$ 981,416.00 | \$ - | \$ 981,416.00 |
| Downtown Apex Transfer Point | \$ 236,148.00 | \$ - | \$ 236,148.00 |
| Durham Bus Stop Improvement Program | \$ 4,700,000.00 | \$ - | \$ 4,700,000.00 |
| Durham Priority Transit Access and Safety Improvements | \$ 188,565.00 | \$ - | \$ 188,565.00 |
| EAM Upgrade | \$ - | \$ 75,000.00 | \$ 75,000.00 |
| Electric Support Vehicles | \$ - | \$ 1,250,000.00 | \$ 1,250,000.00 |
| Fordham Blvd Transit Access Improvements | \$ 400,000.00 | \$ - | \$ 400,000.00 |
| Fuel Master | \$ - | \$ 125,550.00 | \$ 125,550.00 |

FY27 Proposed Budget: Capital Expenses – Continued

Below is a summary of FY27 requested funding and FY26 carryover

| Project Name | Project Totals | | |
|--|------------------------------|------------------------|---------------------------|
| | Total FY26 Funding Carryover | Total FY27 Funding | Total FY27 Project Budget |
| Gillig Diesel Fifteen Bus Purchase | \$ 11,025,000.00 | | \$ 11,025,000.00 |
| GoDurham Bus Stop Improvements on Route 2 in Brier Creek | \$ 447,098.00 | \$ - | \$ 447,098.00 |
| GoTriangle 805 Corridor Accessibility Stop Improvements | \$ 653,966.00 | \$ - | \$ 653,966.00 |
| GoTriangle Hillsborough Accessibility Stop Improvements | \$ - | \$ 260,000.00 | \$ 260,000.00 |
| GoTriangle Regional Bus Blueprint (prev. GoTriangle Regional Rapid Bus and BRT Plan) | \$ 230,000.00 | \$ - | \$ 230,000.00 |
| Hillsborough Park and Ride | \$ 1,720,000.00 | \$ - | \$ 1,720,000.00 |
| Maintenance Service Trucks | \$ - | \$ 95,152.00 | \$ 95,152.00 |
| Operator Barrier | \$ - | \$ 550,500.00 | \$ 550,500.00 |
| Orange Bus Stop Improvement Program (prev. GoTriangle Orange Bus Stop Improvements) | \$ 23,129.00 | \$ 134,177.00 | \$ 157,306.00 |
| Orange Priority Transit Access Improvements | \$ 70,600.00 | \$ - | \$ 70,600.00 |
| Patterson Place | \$ 368,549.00 | \$ 24,351.00 | \$ 392,900.00 |
| RUSBUS Electrification | \$ 865,000.00 | \$ - | \$ 865,000.00 |
| Staff and RUSBUS Handheld Radios | \$ - | \$ 135,000.00 | \$ 135,000.00 |
| Staff and Support Vehicles | \$ - | \$ 358,326.00 | \$ 358,326.00 |
| Surveillance Upgrade | \$ - | \$ 80,000.00 | \$ 80,000.00 |
| Training Equipment Trailer | \$ - | \$ 20,000.00 | \$ 20,000.00 |
| Triangle Mobility Hub | \$ 6,718,332.00 | \$ 2,026,833.00 | \$ 8,745,165.00 |
| Triangle Mobility Hub - GoTriangle Administrative Office | \$ - | \$ 1,505,428.00 | \$ 1,505,428.00 |
| Wake Bus Stop Improvement Program | \$ 1,671,114.00 | \$ 1,483,886.00 | \$ 3,155,000.00 |
| Total Capital Expenses | \$ 32,863,917.00 | \$ 9,006,703.00 | \$ 41,870,620.00 |

↓ Requested amount for FY27

FY27 Headcount Summary

Below is a summary of GoTriangle's headcount in FY27

| ADMINISTRATIVE HEADCOUNT | TOTAL FY27 | TOTAL FY26 | FY27 vs. FY26 |
|-----------------------------|------------|------------|---------------|
| Comm. & Public Affairs | 15 | 8 | 7 |
| Executive Office | 3 | 4 | -1 |
| Information Technology | 9 | 9 | 0 |
| Human Resources | 7 | 7 | 0 |
| Capital Development | 12 | 10 | 2 |
| Legal | 6 | 7 | -1 |
| Real Estate & Facilities | 5 | 6 | -1 |
| Compliance | 4 | 3 | 1 |
| Budget and Finance | 11 | 11 | 0 |
| Procurement | 5 | 5 | 0 |
| Tax District Administration | 5 | 5 | 0 |
| Planning | 10 | 12 | -2 |
| Regional Information Center | 10 | 10 | 0 |
| RUS BUS | 2 | 2 | 0 |
| Sustainable Travel Services | 5 | 5 | 0 |
| Total Administrative | 109 | 104 | 5 |

| OPERATIONS HEADCOUNT | TOTAL FY27 | TOTAL FY26 | FY27 vs. FY26 |
|--------------------------------------|------------|------------|---------------|
| Transit Administration & Supervision | 31 | 25 | 6 |
| Safety and Security | 10 | 12 | -2 |
| Transit Operations | 159 | 139 | 20 |
| Fleet Maintenance | 42 | 34 | 8 |
| Paratransit | 42 | 32 | 10 |
| Vanpool | 1 | 1 | 0 |
| Total Transit Operations | 285 | 243 | 42 |

| | TOTAL FY27 | TOTAL FY26 | FY27 vs. FY26 |
|--|------------|------------|---------------|
| Total Administrative and Operations | 394 | 347 | 47 |

Glossary of Terms

Below are acronyms used frequently throughout the GoTriangle budget cycle.

| Acronym | Definition |
|----------------|--------------------------------------|
| CIP | Capital Improvement Plan |
| DMV | Department of Motor Vehicles |
| ELT | Executive Leadership Team |
| FY | Fiscal Year |
| SMAP | State Maintenance Assistance Program |
| TDM | Transportation Demand Management |
| TAM | Transit Asset Management Plan |