

GREATER LYNCHBURG TRANSIT COMPANY

Board Retreat 2026

Annual Strategy & Budget Session · 9:00 AM – 2:00 PM

MARCH 19, 2026

Today's Challenge → Outcomes → Implementation

PURPOSE

Define the 'why' — who we serve and why it matters.

PROCESS

Map end-to-end process so everyone knows timelines.

PAYOFF

Quantify efficiency gains and transformation outcomes.

Time Reserved

10 – 15 Minutes

01. Welcome, Call to Order & Value Story

Introductions, housekeeping, retreat objectives, and GLTC's foundational value proposition.

- Roll call of board members and overview of ground rules
- 68% working customers + PTS riders — who we serve and why it matters
- Modes served: micro-transit, fixed route, paratransit · Founded 1880

Presenter: Board Chair / General Manager

30 Minutes

02. Today's Challenges

Core pain points, regulatory timelines, and the cost of inaction.

- Funding constraints vs. rising operational costs
- Regulatory compliance timelines for service changes
- Peer agency context — what other transit agencies are experiencing

Presenter: Finance & Operations Team

45 Minutes

03. FY26 Budget Review — Revenue & Expenses

Proposed FY27 vs. Budgeted FY26 comparison across all categories.

- Revenue: FTA \$3.8M → \$4.7M · City contribution \$1.9M → \$3.3M · DRPT, fares & CVCC
- Expenses: Payroll \$4.76M → \$5.20M · Fringes \$2.15M → \$3.11M
- Key risk areas: health insurance, fuel, materials & cumulative inflation pressure

Presenter: Finance Manager

60 Minutes

04. Funding Strategy & Scenario Analysis

How local match drives federal draw — and what happens if DRPT grants fall short.

- City → State → Federal → Other: importance of local match on federal draw
- α FY27 Proposed — \$10.9M revenues, fully balanced
- β Without Full DRPT Grants — \$8.9M revenue, -\$2.0M gap
- c No DRPT Grants — \$7.1M revenue, -\$3.8M shortfall

Presenter: Finance Manager / General Manager

60 Minutes

05. Service Options — A, B & C

Three service levels tied to funding availability — board discussion.

- Option A — Full Funding (100%): Maximum service across all routes & modes
- Option B — Median Funding (~82%): Core services with selective route optimization
- Option C — Level Funding (~65%): Current budget with operational efficiency focus

Presenter: Operations Team

30 Minutes

06. Optimize & Recommend — Find Savings · Improve Service · Drive Efficiency

Three lenses for driving sustainable value at GLTC.

- Find Savings: identify inefficiencies, cost leakages, and untapped opportunities
- Improve Service: route optimization and additional funding pathways
- Drive Efficiency: long-term transformation and operational improvement

Presenter: General Manager

30 Minutes

07. Public Comment

08. Board Discussion, Alignment & Adjourn

Build consensus on FY27 direction; confirm next steps and owners.

- Board priorities, feedback, and preferred funding scenario
- Action item assignments and follow-up schedule
- Communication with City Council

Presenter: Board Chair / General Manager

Notes

Times are approximate and subject to adjustment depending on revised order.
