

# Sonoma-Marin Area Rail Transit District

## General Manager's Report

December 17, 2025



# General Manager's Report

- Contracts/Procurements over \$100K
- Ridership Report
- Holiday Express
- 2025 Annual Report
- Questions



# Contracts/Procurement over \$100K

## AMENDMENTS / CHANGE ORDERS

CONTRACT # / PO #	COMPANY NAME	ACTION	DESCRIPTION	AMOUNT INCREASED	NEW CONTRACT AMOUNT
OP-SV-21-017	Hunt & Sons, Inc.	Executed Amendment No. 4	Supply and Delivery of Valvoline Premium Blue 15W40 Motor Oil  This Amendment extended the Agreement for one year through January 20, 2027 using the last option available in the Agreement and increased the Not-to-Exceed amount by \$28,000.00 for a new total Not-to-Exceed amount of \$102,200.00 to account for the additional year of services.	\$28,000.00	\$102,200.00

- Executed amendment #4 with Hunt & Sons to extend agreement one year
- Supply and delivery of Valvoline Premium Blue 15W40 Motor Oil
- Increased not to exceed amount by \$28,000
- New total not to exceed amount = \$102,200

# Contracts/Procurement over \$100K

AMENDMENTS / CHANGE ORDERS					
CONTRACT # / PO #	COMPANY NAME	ACTION	DESCRIPTION	AMOUNT INCREASED	NEW CONTRACT AMOUNT
OP-SV-25-001	Modern Railway Systems	Executed Amendment No. 1	<p>Monitor and Maintain SMART's Communications Network and TDX System</p> <p>This Amendment extended the Agreement for one year through December 31, 2026 using the last option available in the Agreement and increased the Not-to-Exceed amount by \$96,534.96 for a new Not-to-Exceed amount of \$189,357.00 to account for the additional year of services.</p>	\$96,534.96	\$189,357.00

- Executed amendment #1 with Modern Railway Systems to extend agreement one year
- Monitor and Maintain SMART's communication network and TDX System
- Increased not to exceed amount by \$96,534.96
- New total not to exceed amount = \$189,357

# Contracts/Procurement over \$100K

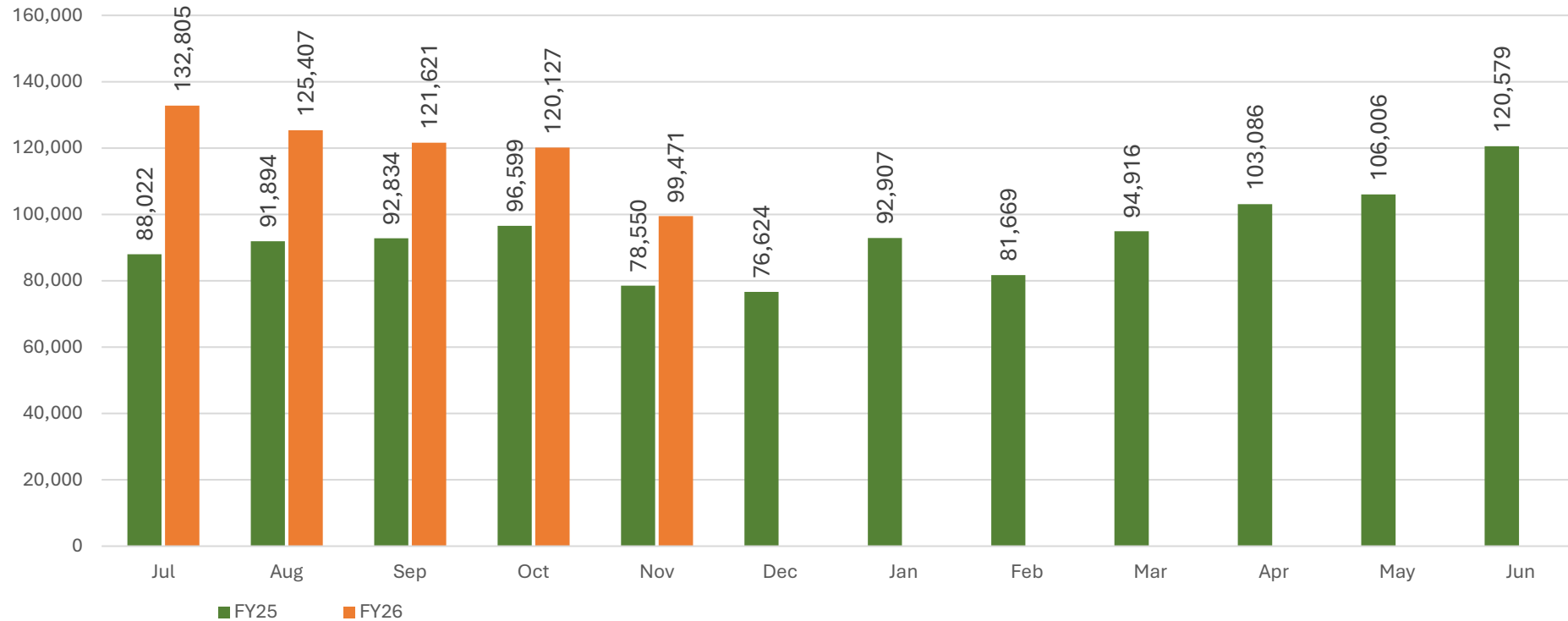
AMENDMENTS / CHANGE ORDERS					
CONTRACT # / PO #	COMPANY NAME	ACTION	DESCRIPTION	AMOUNT INCREASED	NEW CONTRACT AMOUNT
PL-PS-24-002	Fehr & Peers	Executed Amendment No. 2	<p>Perform Comprehensive Quality of Life and Economic Impact Assessment Study</p> <p>This Amendment increased the Not-to-Exceed amount by \$34,900.00 for a new total Not-to-Exceed amount of \$473,013.00 to incorporate an additional data analysis task and outreach material development activities.</p>	\$34,900.00	\$473,013.00

- Executed amendment #2 with Fehr & Peers for additional data analysis and outreach materials
- Perform comprehensive Quality of Live and Economic Impact Assessment Study
- Increased not to exceed amount by \$34,900
- New total not to exceed amount = \$473,013

# SMART Ridership (Monthly)

November ridership = 99,471

- 27% higher than Nov 2024
- 53% higher than Nov 2019 (pre-COVID)



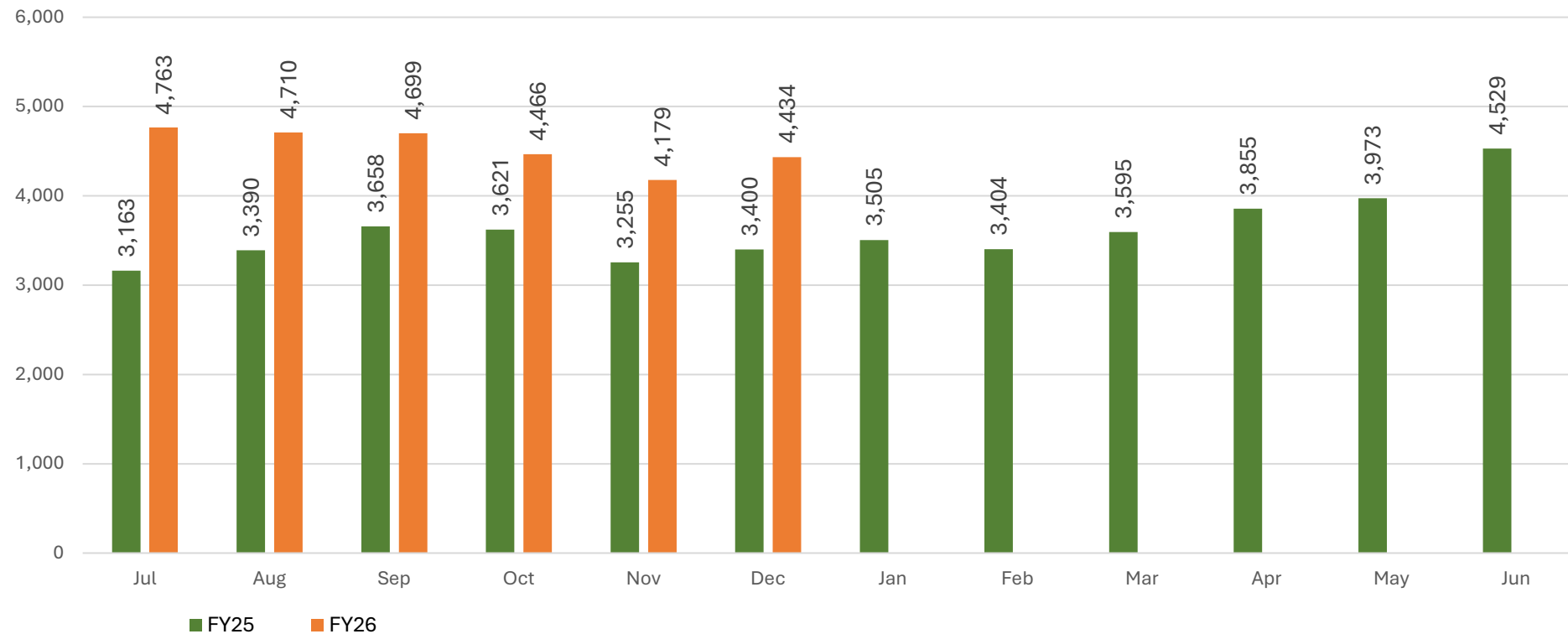
# Average Weekday Ridership

November Average Weekday ridership: 4,179

- 28% over Nov 2024

December Average Weekday ridership to date: 4,434

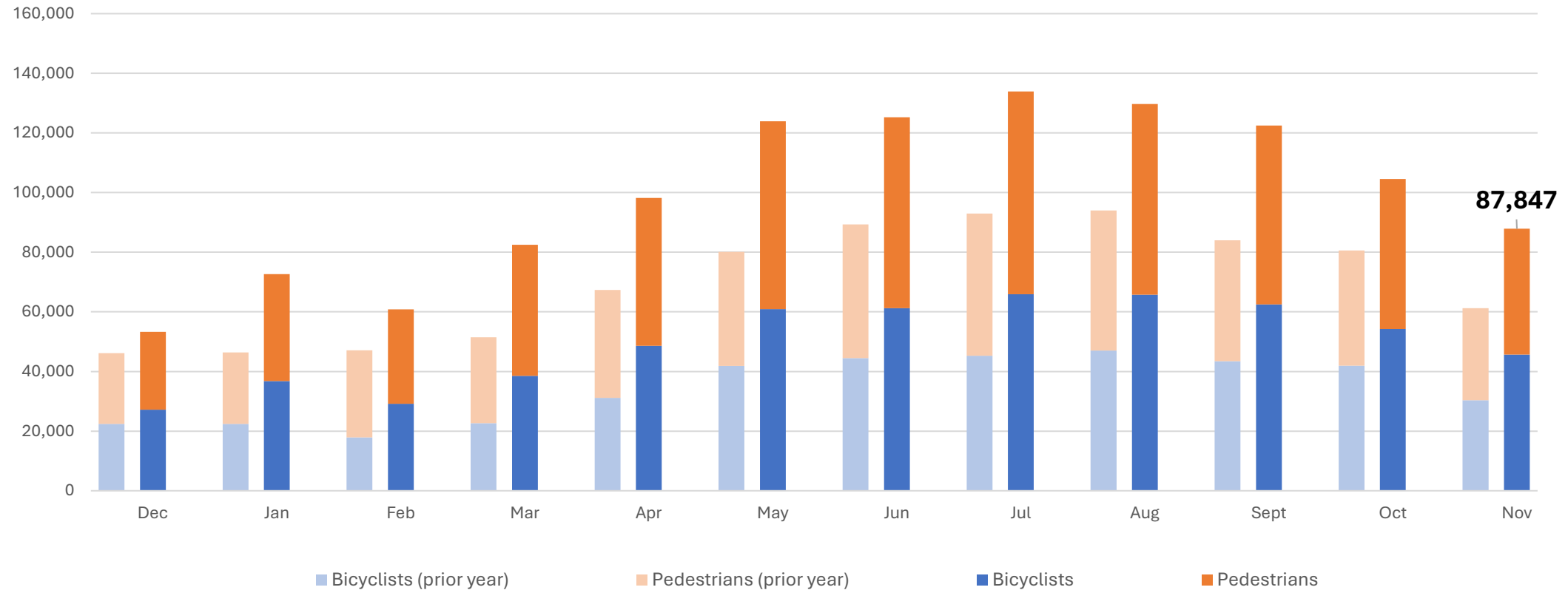
- 30% over December 2024



# SMART Pathway Counts

December 2023 Pathway Trips = 87,847

- 43% over Nov 2024



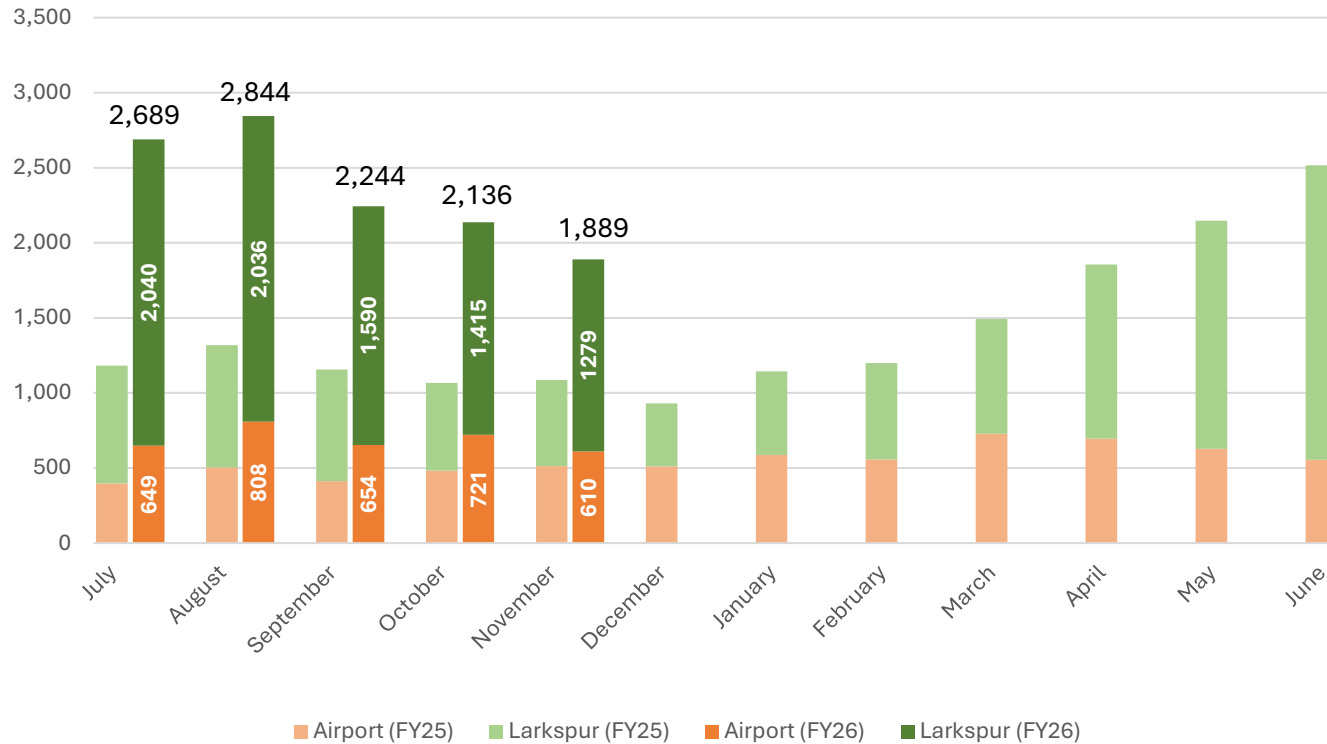
# SMART Connect Ridership

November Connect Ridership: 1,889

- 74% above Nov 2024



SMART Connect Ridership (FY25-FY26)



# Holiday Express & Toy Drive

- This year's event was held on Saturday, December 6
- Santa and his elves greeted passengers, served hot chocolate and cookies, took festive photos, and collected toy donations
- Over 200 toys were collected for Toys for Tots
- The Holiday Express train will continue to rotate through train trips throughout the month of December



# 2025 Annual Report

- **FY25 Ridership**

- 1,123,686 (**All-Time Record**)
  - 32% over FY24
  - Ridership equated to 23.4M passenger miles
- 17,097 SMART Connect Riders (**All-Time Record**)
  - 113% above FY24
  - On pace for 26,000 in FY26 (+52% increase vs FY25)

- **FY26 Ridership Goal**

- 1,400,000 Riders (29M passenger miles)
- +25% vs. FY25
- Setting ridership records monthly in FY26 (Jul/Aug/Sep/Oct/Nov)

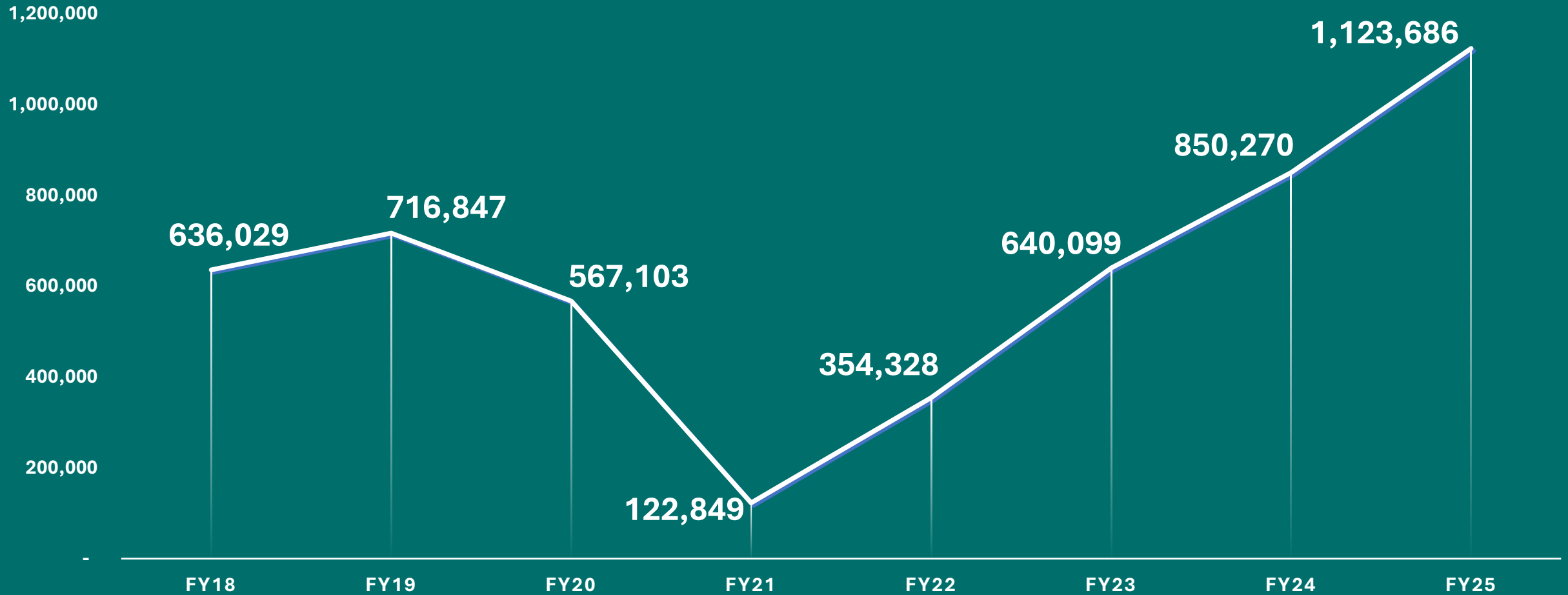
- **Pathway Usage**

- 1,029,421 trips in FY25 (**All-Time Record**)
- 39% above FY24
- FY26 goal = 1.2M (+17% vs FY25)
- Setting pathway trip records monthly in FY26 (Jul/Aug/Sep/Oct/Nov)










# ANNUAL RIDERSHIP

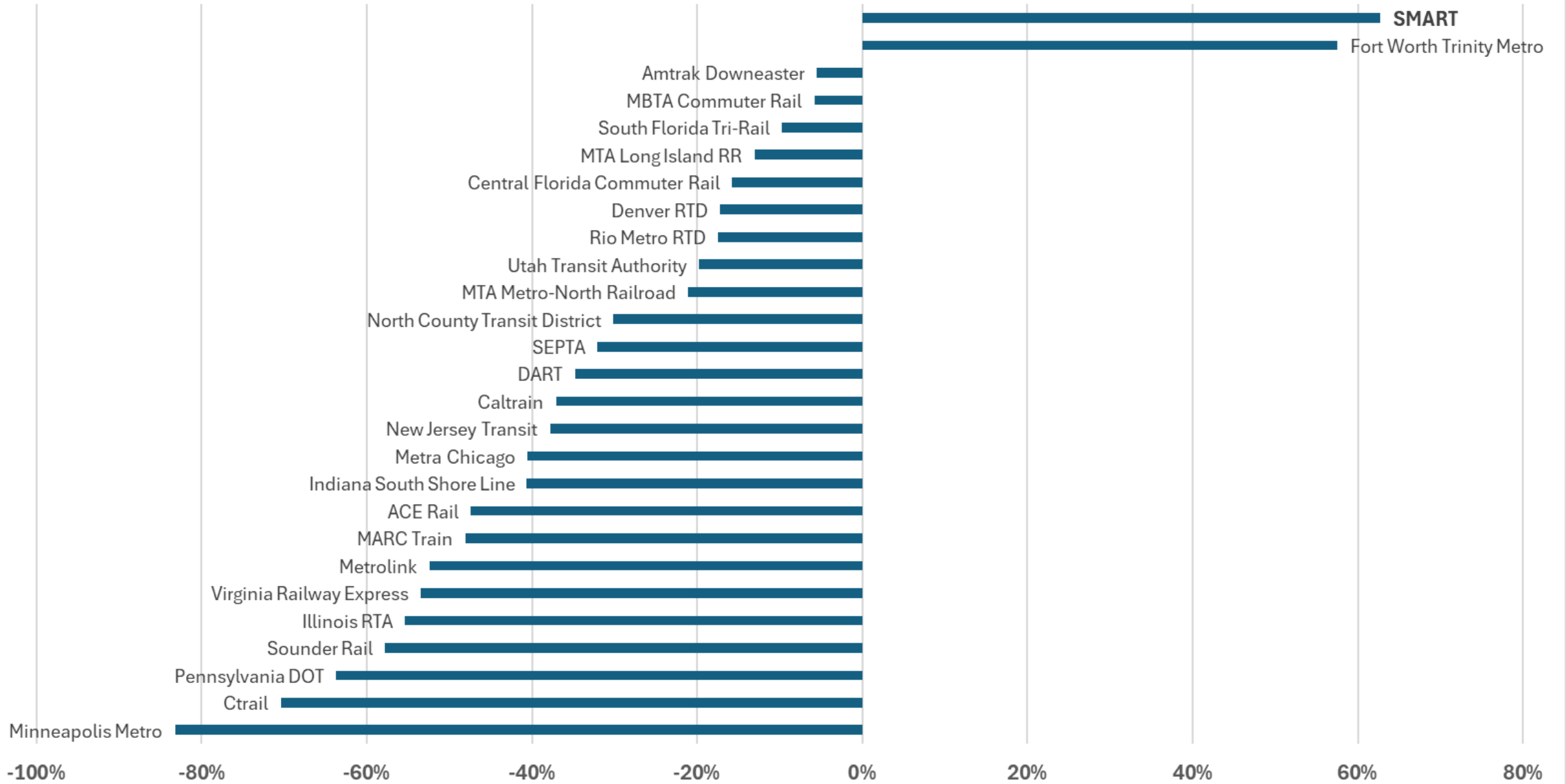


## Your Top Transit Agencies by Ridership Increase

*(U.S. agencies with under 3 million annual trips)*

-  **1** **Virginia Railway Express, Alexandria, VA**  
**42%**
-  **2** **Sonoma-Marín Area Rail Transit,**  
San Rafael, CA  
**36%**
-  **3** **Delaware County Transit, Delaware, OH**  
**35%**
-  **4** **High Valley Transit, Park City, UT**  
**28%**
-  **5** **Billings MET Transit, Billings, MT**  
**28%**

# Ridership Recovery (Past 12-Months vs. 2019)



# 2025 Annual Report

## • Service Changes

- Expanded Larkspur Shuttle to 7 days per week
- Participated in MASCOTS Study (19% service increase coming Apr 26)
- Facilitated Redwood Bike Share at SMART Stations
- Marin County Fair Service (6,700 trips)
- Windsor Kaboom Service (1,300 trips)

## • Fares

- Continued Field trip program(69 trips/2,784 students/663 chaperones)
- Continued free fares for senior and youth
- Increased FY25 fare revenue 5% vs FY24 and 28% vs FY23
  - On pace in FY26 for 10% increase vs FY25

## • Freight

- Delivered 754 carloads to date (5% above 2024)
- Replaced 370 ties and repaired flood damage
- Rebuilt four crossings (Hwy 121/12, Grandview, and a private crossing)
- Automated inventory and rail car tracking in SharePoint
- Implemented and standardized customer service procedures
- Renovated Depot Building (Locker room, shelving, and signage)



# 2025 Annual Report

## • Extensions

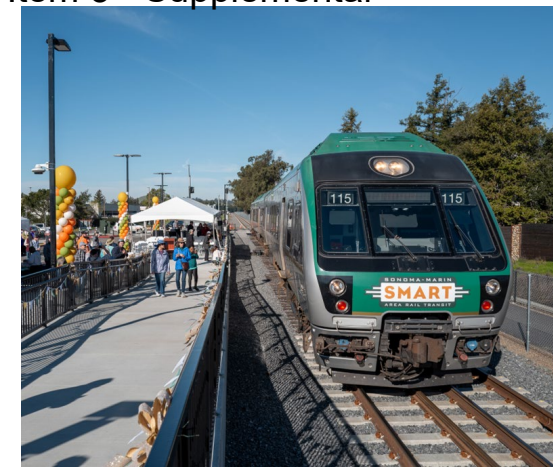
- Completed Petaluma North Station (Jan 2025)
- Completed Windsor Extension (May 2025)
- Amended Cloverdale into Plan Bay Area 2050+
- Cloverdale Extension identified in State Rail Plan
- Mobilized on Healdsburg Extension (September 2025)

## • Bikes

- Carried 146,898 bikes (**All-Time Record**)
  - 28% increase vs FY24
  - Working to increase bike capacity (service bar area)

## • Customer Experience

- Partnered with MTC on Regional Mapping & Wayfinding prototype at Santa Rosa Downtown
- Installed Real-Time Transit Connection Information for bus & ferry
- Completed pathway wayfinding project; installed over 400 signs



# 2025 Annual Report



## • Pathway Projects Completed

- McInnis to Smith Ranch
- Southpoint Blvd to Main Street
- Golf Course to Bellevue Ave.
- Airport to Windsor



## • New Discretionary Grants (\$99M in in 2025)

- LPP Competitive (Statewide)
  - \$25M (Healdsburg Extension)
- Solutions for Congested Corridors (Statewide)
  - \$56M (Healdsburg Extension)
  - \$6M (Zero-emission switcher locomotive)
- California VW Mitigation Fund
  - \$3.25M (Tier 4 Freight Switcher Locomotives)
- California Appropriations
  - \$4M (Freight operations and capital)
  - \$3M (North Sonoma County rail/pathway planning and development)
- Sonoma County Measure M
  - \$2M (Healdsburg Extension)

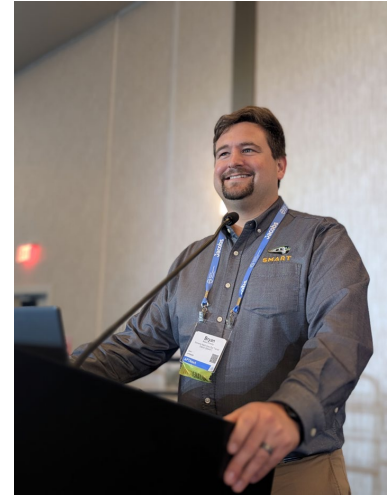


Bridge Tolls RM3 \$40 M	TIRCP Cycle 6 \$34.8 M	Federal Appropriation, & Measure M \$ 3.8M
TIRCP Cycle 7 \$81 M	SCCP/LPP \$81 M	CRISI \$28.1 M

# 2025 Annual Report

## • Employee Recognition

- Recognized nine Employees of the Quarter
- Awarded Achievement of Excellence in Procurement by the National Procurement Institute (NPI).
- Bryan Crowley accepted into San Rafael Leadership Institute
- Awarded Bike Infrastructure Project of the Year by SCBC
- Bryan Crowley appointed Chair of APTA IT Subcommittee
- SMART's Engineering Team received ASCE's 2025 Outstanding Transportation Project Award for the Windsor Extension
- Received Excellence In Construction Award for the SMART Windsor Extension from North Bay Business Journal.



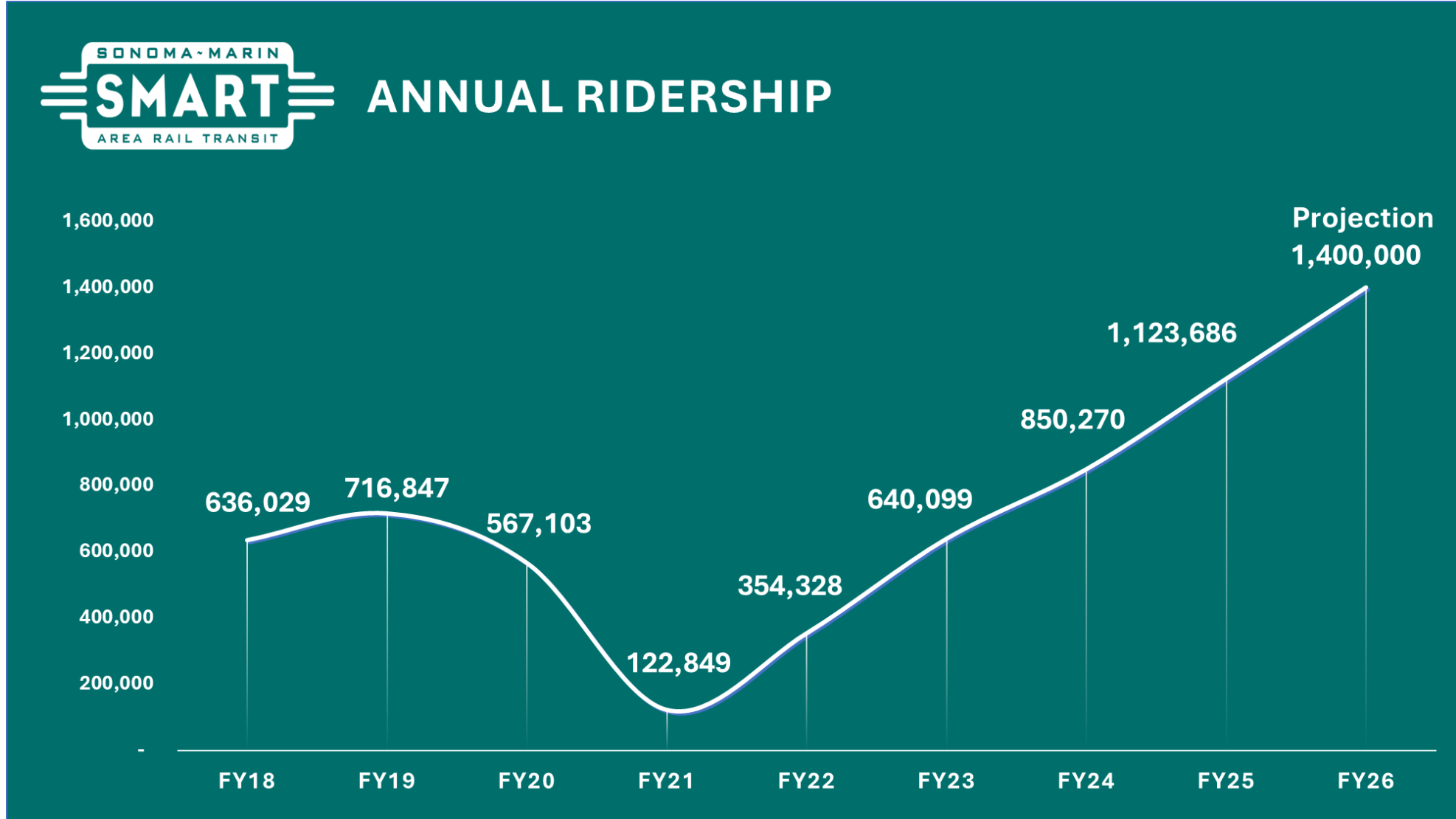
SMART Windsor Extension  
2025 Outstanding Transportation Project

**ASCE**  
SAN FRANCISCO SECTION

ANNUAL MEETING  
& AWARDS DINNER  
October 3, 2025

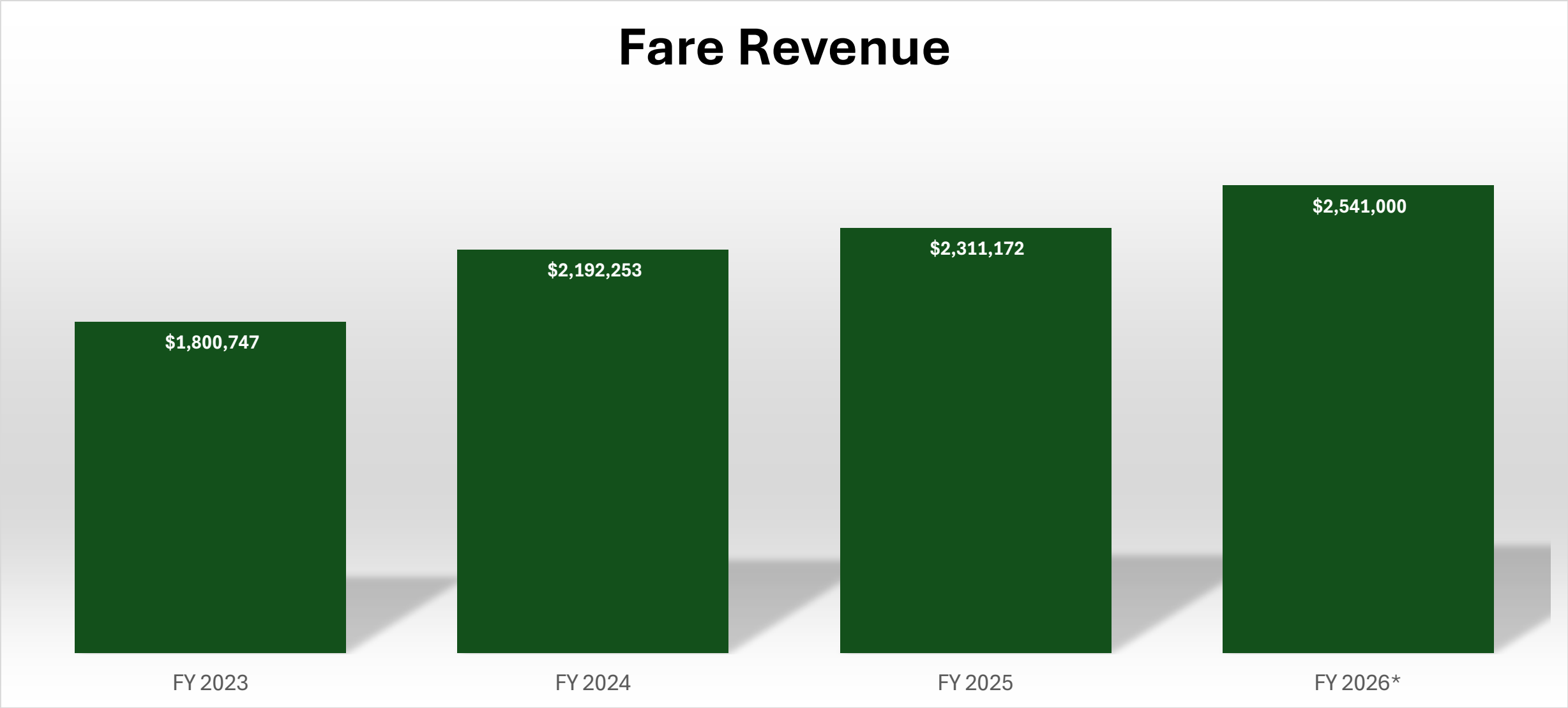


# 2025 Annual Report



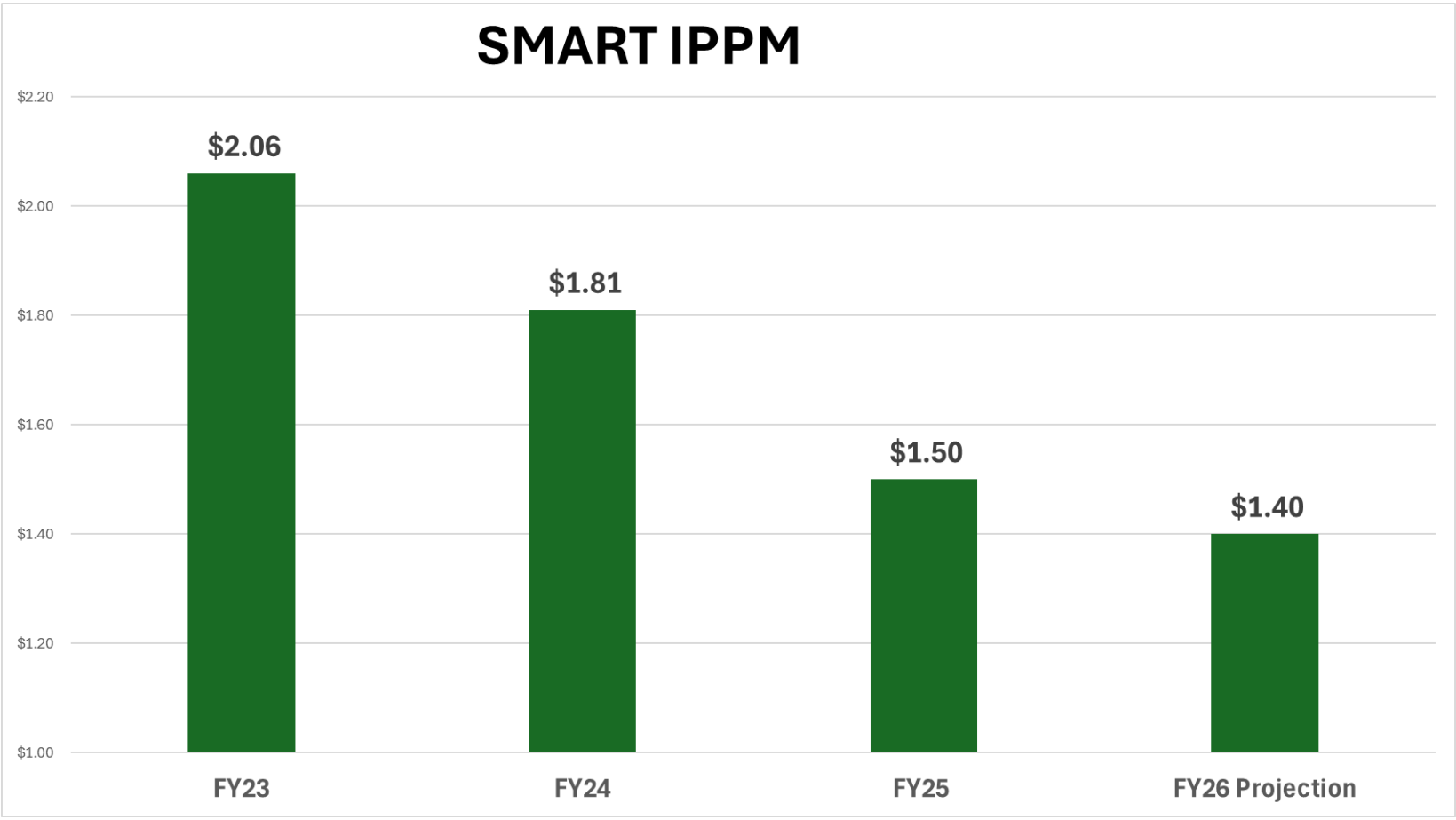
# 2025 Annual Report

## Fare Revenue



# 2025 Annual Report

**Investment per Passenger Mile (IPPM)**  
Operating Cost – Fare Revenue / Passenger Miles



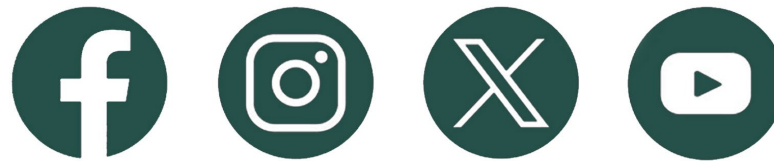
- **Decreased IPPM 27% (FY25 vs FY23)**



# Questions?



[www.sonomamarintrain.org](http://www.sonomamarintrain.org)



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