



2023 Report on Bike Share Financial Data

5 February 2025

Pursuant to Administrative Code of the City of New York Section 19-194 enacted by Local Law 100 of 2015, the Department of Transportation compiled this annual report of financial data relating to the Program Agreement between the City of New York and the bike share operator regarding New York City's bike share program ("Citi Bike") for calendar year 2023. This report includes information on: revenues generated by the Citi Bike program, whether the program had a deficit or a profit and the amount of such deficit or profit, and the amount of revenue shared with the City.

2023 Financial Data Reporting

The Citi Bike program is managed as a public-private partnership under a Program Agreement between the private-sector owner-operator, Lyft, Inc., and the City of New York acting through its Department of Transportation (“DOT”). This annual report includes information on three areas of the Citi Bike program’s finances for calendar year 2023: revenues generated by the program; profit or deficit reported by program operator; and amount of revenue shared with the City.

Revenues generated by bike share program

For calendar year 2023, the bike share program generated approximately \$122.2M in ridership revenue as reported by Lyft, Inc. This revenue includes annual membership fees, monthly membership fees, casual membership fees (e.g., day passes and single-ride fares) overage fees, taxes, e-bike surcharges, and “LyftPink¹” revenues. The program collected an additional \$11.0M in other categories of revenue, including sponsorship agreements, in 2023. Total program revenue for 2023 was \$133.2M.

Lyft, Inc. provides monthly operating reports to DOT with monthly and year-to-date revenue figures broken out by revenue category, which are publicly available on the [Citi Bike NYC website](#). Note that these posted monthly reports are preliminary and not prepared in accordance with Generally Accepted Accounting Principles (“GAAP”) (as are the year-end financial reports provided to DOT by Lyft and used to prepare this report) and therefore total revenues in the monthly reports may not match the figures provided in the financial summary here.

Profit/(Deficit)

Based on information provided to DOT by bike share operator, Lyft Inc., the Citi Bike program had a profit of approximately \$1.8M for 2023. Total direct operating expenses for the program in 2023 were \$131.4M. Note that Lyft also reported an additional expense of \$25.7M in the category “R&D and Corporate Support,” allocated proportionally across their national bike share business. DOT omitted this expense from the calculations in this report to give a clearer picture of the on-the-ground, New York City-specific operating expenses of the Citi Bike program.

Revenue shared to the city

For calendar year 2023, approximately \$2.1M total revenue was shared with the City. Revenue share is divided into two categories:

1. the sum of (i) 5% of the excess of ridership revenue over \$30,000,000 and up to \$40,000,000; (ii) 4% of the excess of ridership revenue over \$40,000,000 and up to \$50,000,000; and (iii) 2% of the excess of ridership revenue over \$50,000,000.
2. 5% of the excess of all other revenue for each contract year over \$10,000,000.

Revenue share from category 1 was approximately \$2.1M. Lyft did not report revenue share for category 2.

¹LyftPink is a customer loyalty program that incentivizes users into the Lyft app environment by bundling a Citi Bike membership with discounts on Lyft ride hail and GrubHub food delivery and other incentives for a lower total price than a stand-alone Citi Bike membership.

Citi Bike Financial Summary (as provided by Lyft)

<i>P&L Summary (\$ in 000s)^{1,2}</i>	FY 2023
Ridership Revenue	\$ 122,223
Sponsorship Revenue	\$ 11,059
Other Revenue	\$ -
Total Revenue	\$ 133,281
Direct Operating Expenses	\$ (131,465)
Market Operating Income/(Loss)	\$ 1,817

Direct Operating Expense Summary

Field Operations ³	\$ (75,483)
Depreciation	\$ (20,804)
Spare Parts and Inventory	\$ (14,177)
Customer Support	\$ (6,335)
Insurance	\$ (6,255)
Ops Overhead	\$ (1,903)
Write-Offs	\$ (197)
Other	\$ (6,310)
Total Direct Operating Expenses	\$ (131,465)

Notes per Lyft:

1. Financial statements are prepared in accordance with GAAP
2. Financials include the impact of Jersey City/Hoboken system, which Lyft states are immaterial in the context of the total program financials
3. Includes maintenance, charging, redistribution, and facilities, among other things

NYC Bike Share, LLC

Statement of Ridership Revenue & All Other Revenue

Tenth Program Year - Amounts in USD

		Program Year 10 1/1/2023 thru 12/31/23
Ref	<u>Ridership Revenue & All Other Revenue</u>	
	For each Contract Year:	
	(i) 5% of the excess of Ridership Revenue over \$30,000,000 and up to \$40,000,000;	
	(ii) 4% of the excess of Ridership Revenue over \$40,000,000 and up to \$50,000,000; and	
(a)(revised)	(iii) 2% of the excess of Ridership Revenue over \$50,000,000.	\$ 2,122,933
(b)	5% of excess of All Other Revenue for the first Contract Year over an amount equal to the product of \$10,000,000 and the ratio of the number of days during such Contract Year to 365	\$ -
		\$ 2,122,933
	Total Revenue Share to City of New York for Calendar Year 2023	

Note: Revenue shares are calculated on a cash basis and do not reconcile with the Financial Summary figures on the preceding page, which are calculated on an accrual basis.