

**FY 2012 financial notes**  
**For the month of October 2011**

Synopsis:

- *Month:*
  - Revenue was a little lower than budget but expenses were lower so the resulting surplus/loss was better than budget.
- *Year to date (YTD):*
  - Revenue was 2.5% better than budget
  - Expenses were very close (0.4% over) to budget even with the \$74.4K overrun in vessel cost (fuel and repairs earlier in the year)
  - Application of grant revenues was 13.2% down but should catch up by the end of the fiscal year
  - The result is a surplus/loss 3.2% better than budget

Revenue:

- *Month:* 1.8% less than the budget
- *YTD:* 2.5% better than budget
- Scheduled service was below budget for the month but remains ahead for YTD
- Tours and charters were better than budget for the month; YTD Tours are 6.2% better than budget, charters 2.7% below budget and catering continues to be below budget by more than 15%
- Fall Bailey Island cruises were not included in the budget but were run again this year and contributed more than \$4,000 to revenue.

Expense:

- *Month:* 2% better than budget
- *YTD:* effectively on budget
- Overall the past three months expenses have been below budget getting us back to the year to date budget even with the significant overruns in vessel fuel and repairs.
- Personnel expenses were slightly over the budget for the month but are on budget for YTD
- Vessel expenses were below budget for the month but are significantly over budget YTD due the unforeseen repair costs, the increase in fuel usage earlier and the early price increase which our fuel supplier continues to look into.
  - The Aucocisco is now being used for the early morning down bay run
  - We are no longer topping off the fuel tanks which shifts some of the expense to a later time but helps improving the overrun a little (there is still plenty of fuel for operations)
- Operations and Terminal expenses were over budget this month but continue to run below budget YTD
  - We had unexpected barge costs due to the Machigonne being out of service
  - Included is the purchase of new PO forms modified for federal procurement clauses
  - Legal expenses were up for the month but remain below budget YTD
  - *Maintenance:* There were unexpected gate 4 repair and diving costs
- Sales expenses continue to run better than budget
- Other expense items of interest:

- *Debt service: Interest Line of Credit:* Adjusting entry to correct an entry made in September.

#### Operating Surplus/Loss

- *Month:* Better than budget by 2%
- *YTD:* 17% above budget

#### Grants:

- *Month:* On budget
- *YTD:* 3% below but should catch up

#### Surplus/loss

- *Month:* 3.2% better than budget
- *YTD:* 3.7% better than budget even with the additional vessel cost

#### Line of Credit

- Balance was paid down in August. We used less over this past year than we did the year before. Working on getting a new line in place for the off peak season.

#### Other

- Will transfer the balance from the "Reserve" checking account to the "Revenue Fund" account to better protect the District's assets.
- Effective December 1, 2001 the United States Coast Guard changed the passenger weight for vessel stability calculations from 145 lbs to 180 lbs which reduces the maximum passenger limit if a new analysis is not performed. We plan to hire Naval Architectures to do the analysis on 2-3 boats this fiscal year and the remainder next fiscal year. This was not budgeted for and we expect the impact to be around \$11,000 this fiscal year.