



Casco Bay Lines

Company Meeting

August 4, 2012



Casco BayLines

TREASURER'S REPORT

- FY 2013 Q1 Review
- FY 2012 Review
- Cost Allocation Plan Update



FY 2013 Q1 Operational P&L
 57% better than budget
 53% better than FY 2012

	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
■ FY2012	(\$118,252)	(\$174,013)	(\$181,546)	\$232,878	\$560,970	\$654,554	\$563,931	\$307,768	\$136,062	(\$91,892)	(\$342,475)	(\$688,245)
▲ FY2013	(\$67,223)	(\$217,191)	(\$85,146)									
% Diff 13 vs 12	43.2%	-24.8%	53.1%					1000.0%				
▲ Budget	(\$124,434)	(\$277,625)	(\$197,735)	\$268,353	\$581,941	\$643,853	\$489,019	\$291,668	\$101,114	(\$205,559)	(\$564,746)	(\$710,003)
◆ % Diff 13 vs Bud	46.0%	21.8%	56.9%									

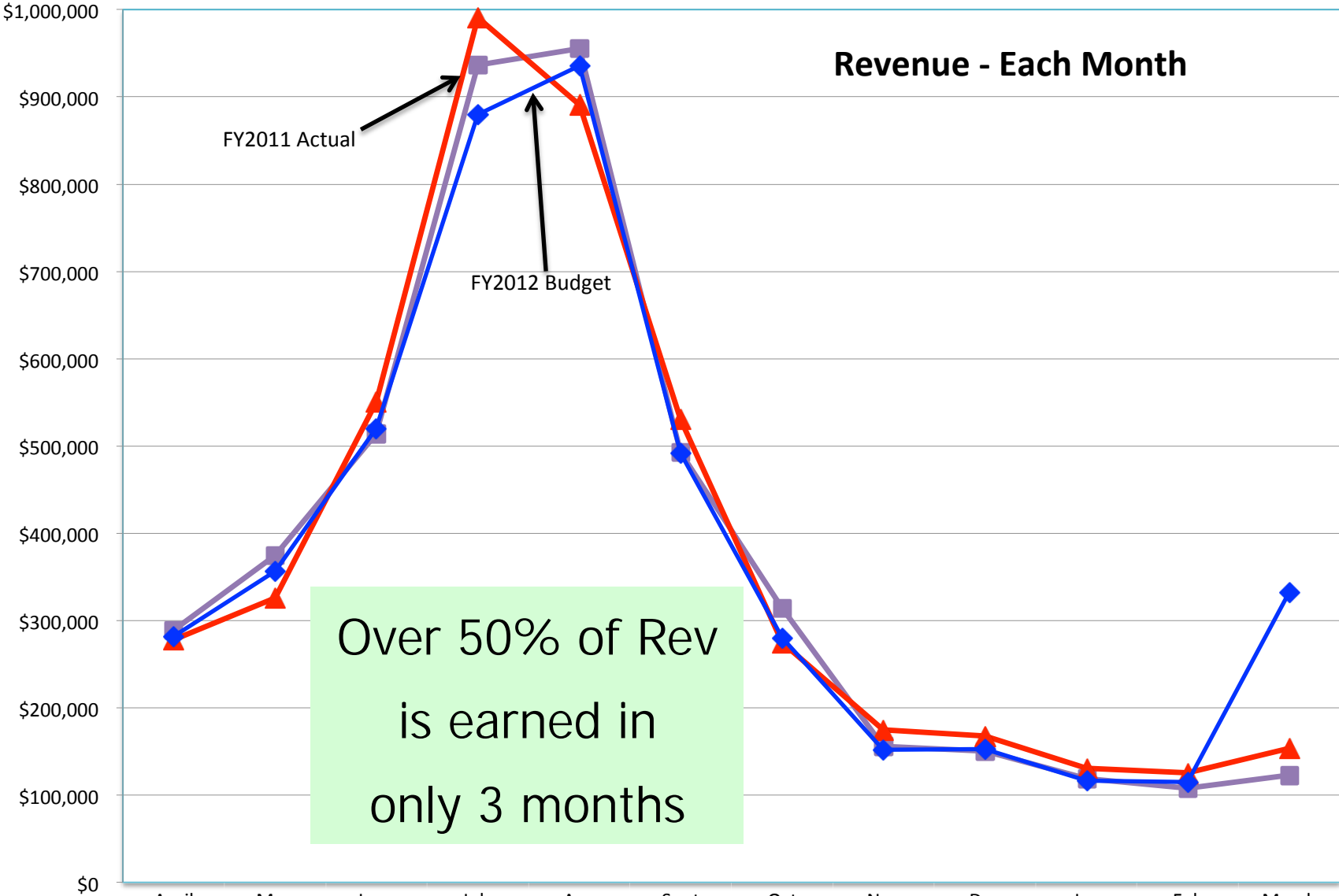


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Revenue - Each Month



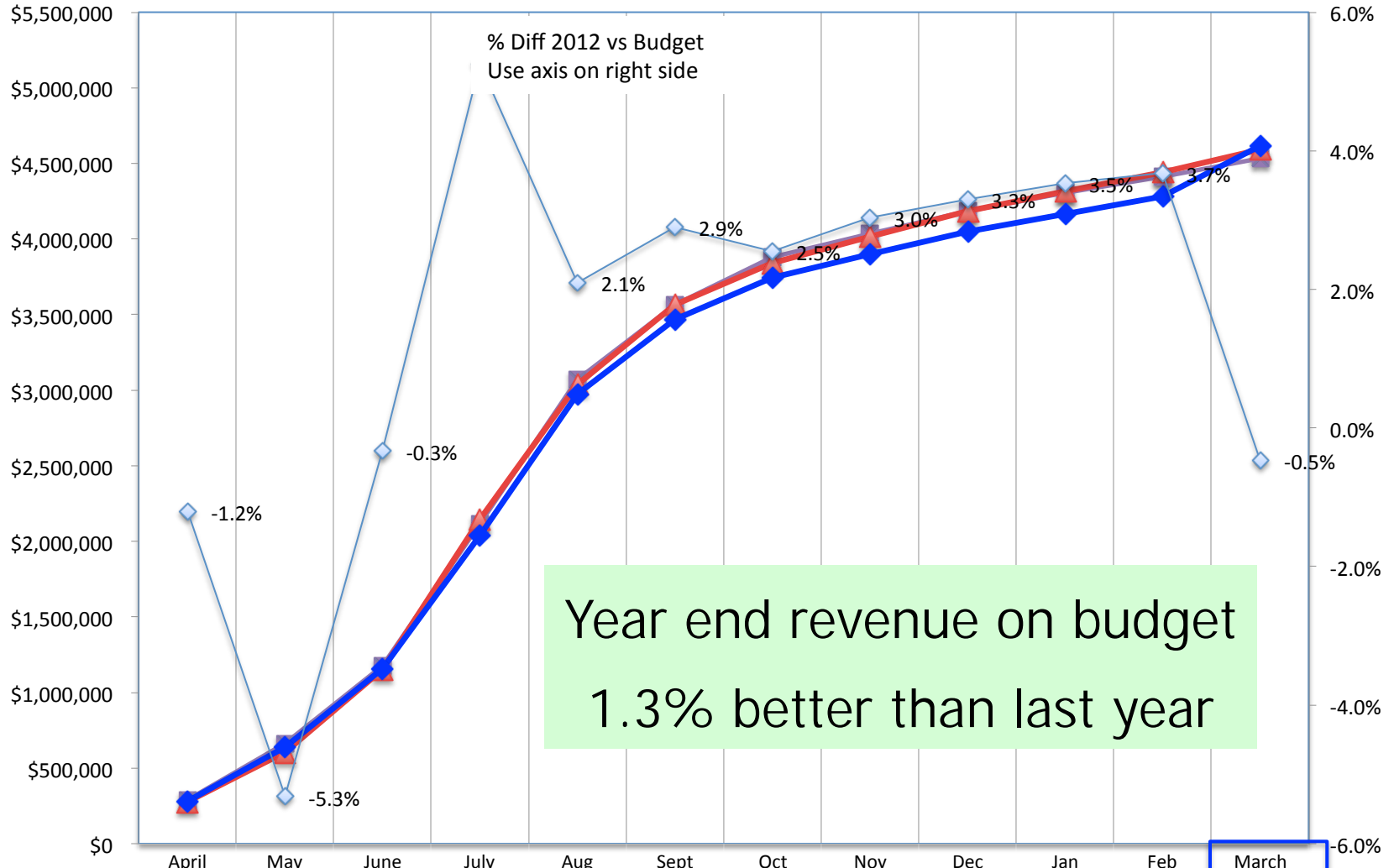
FY2011 Actual

FY2012 Budget

Over 50% of Rev
is earned in
only 3 months

	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
FY2011	\$289,309	\$374,644	\$514,377	\$936,851	\$955,500	\$493,043	\$313,822	\$156,290	\$150,666	\$119,199	\$107,723	\$122,534
FY2012	\$278,128	\$326,113	\$550,005	\$990,561	\$891,182	\$530,211	\$275,069	\$174,936	\$167,984	\$130,443	\$125,606	\$153,732
% Diff 12 vs 11	-3.9%	-13.0%	6.9%	5.7%	-6.7%	7.5%	-12.3%	11.9%	11.5%	9.4%	16.6%	25.5%
FY12 Budget	\$281,524	\$356,637	\$519,898	\$879,667	\$935,821	\$492,177	\$280,042	\$151,960	\$152,867	\$116,923	\$115,070	\$332,557
%12 vs Budget	-1.2%	-8.6%	5.8%	12.6%	-4.8%	7.7%	-1.8%	15.1%	9.9%	11.6%	9.2%	-53.8%

Revenue - Cumulative

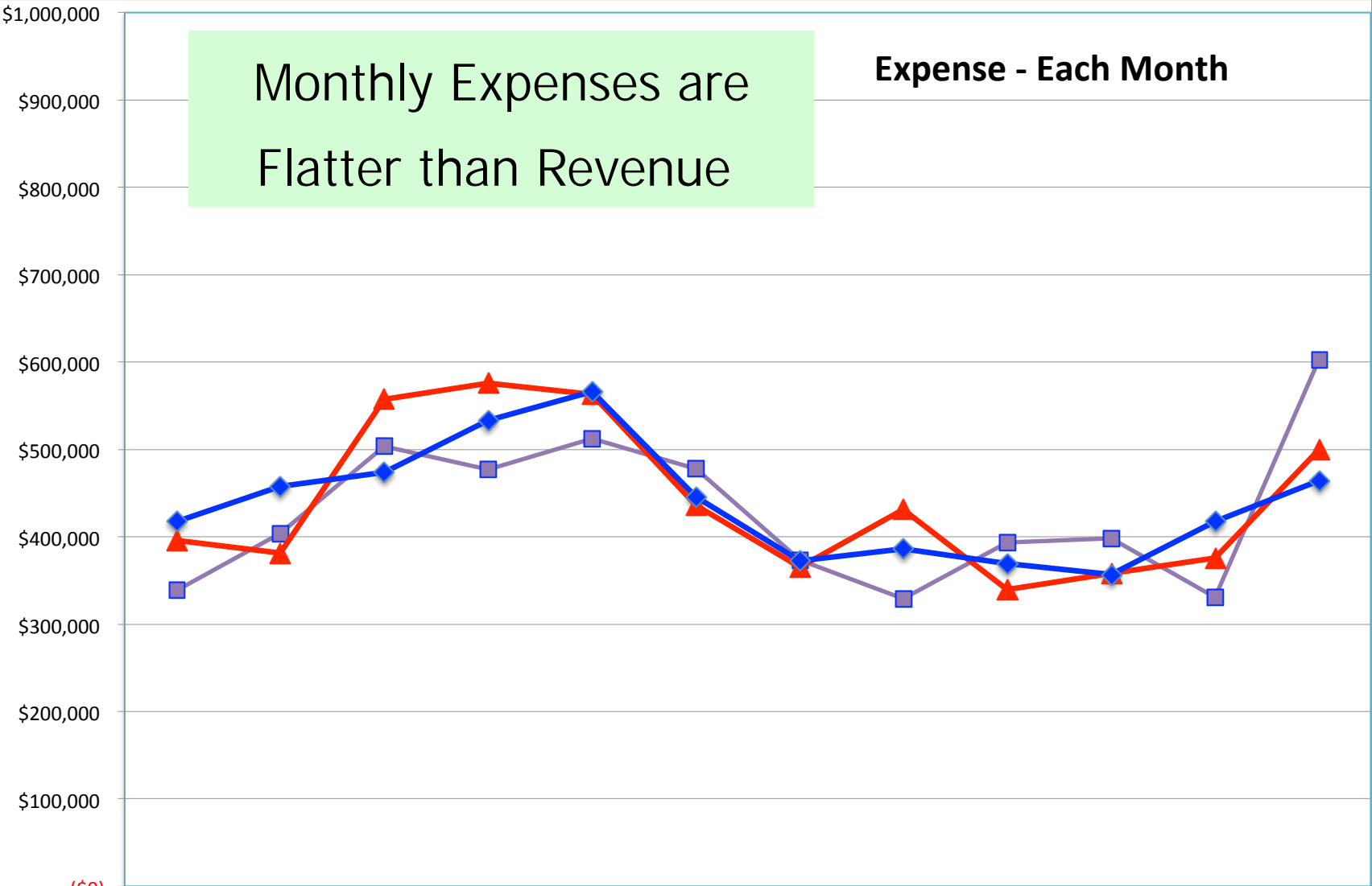


Year end revenue on budget
1.3% better than last year

FY2011	\$289,309	\$663,953	\$1,178,330	\$2,115,181	\$3,070,681	\$3,563,724	\$3,877,546	\$4,033,836	\$4,184,502	\$4,303,701	\$4,411,424	\$4,533,958
FY2012	\$278,128	\$604,241	\$1,154,246	\$2,144,807	\$3,035,989	\$3,566,200	\$3,841,269	\$4,016,205	\$4,184,189	\$4,314,632	\$4,440,238	\$4,593,970
% Diff 12 vs 11	-3.9%	-9.0%	-2.0%	1.4%	-1.1%	0.1%	-0.9%	-0.4%	0.0%	0.3%	0.7%	1.3%
Budget	\$281,524	\$638,160	\$1,158,058	\$2,037,725	\$2,973,546	\$3,465,723	\$3,745,765	\$3,897,724	\$4,050,591	\$4,167,514	\$4,282,584	\$4,615,141
% Diff 12 vs Bud	-1.2%	-5.3%	-0.3%	5.3%	2.1%	2.9%	2.5%	3.0%	3.3%	3.5%	3.7%	-0.5%

Monthly Expenses are Flatter than Revenue

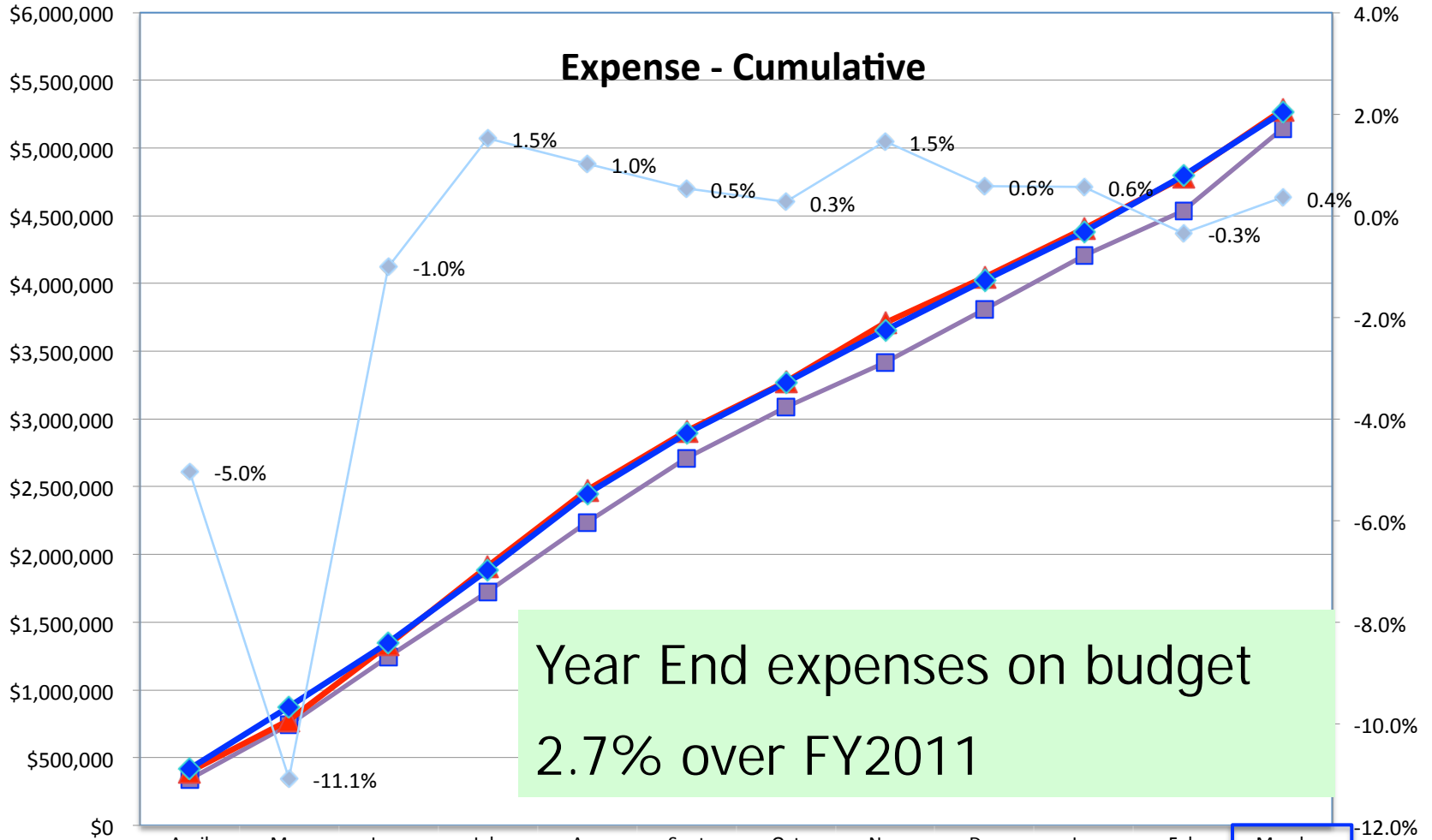
Expense - Each Month



(\$0)

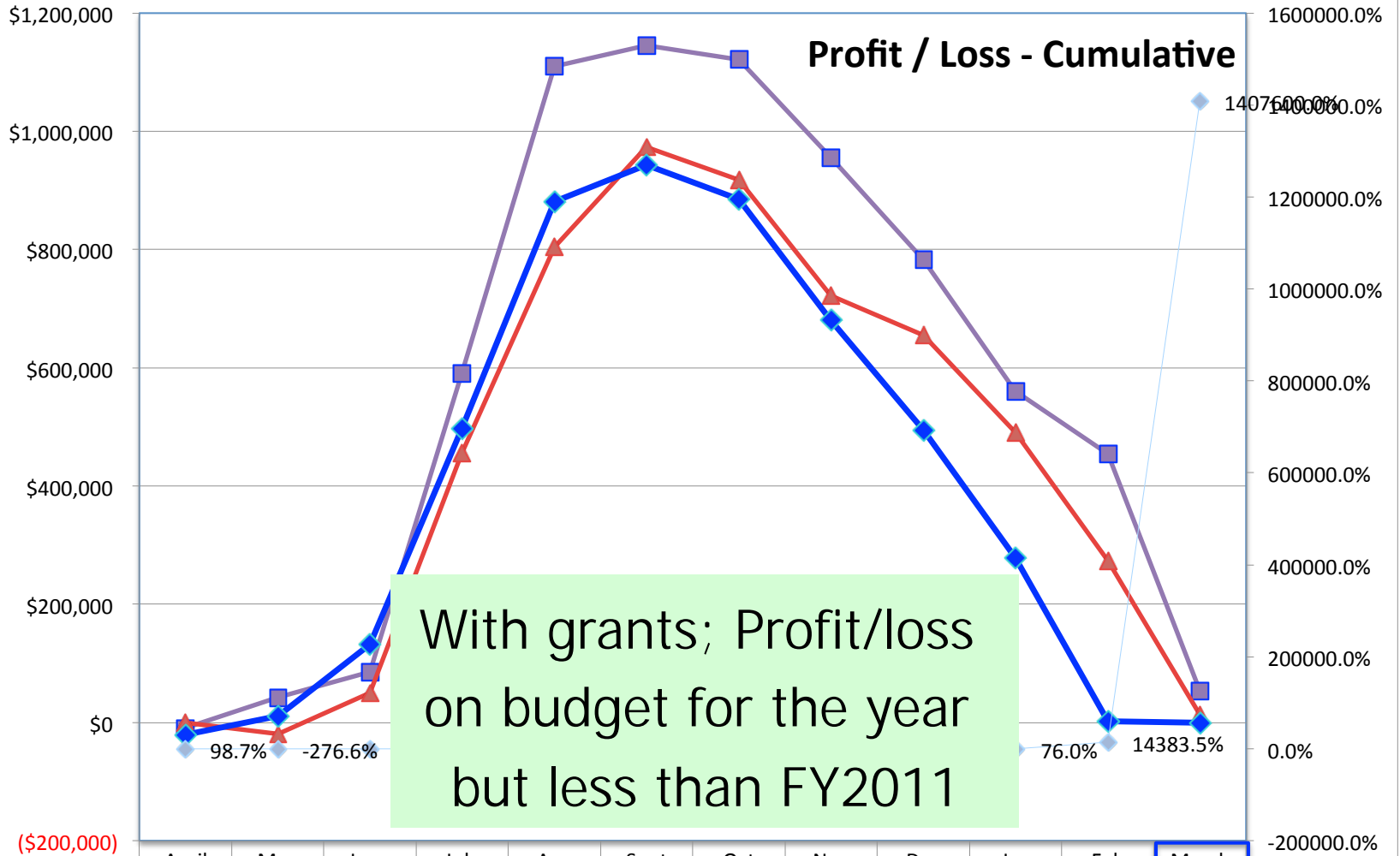
	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
FY2011	\$338,991	\$403,855	\$504,123	\$476,875	\$512,540	\$477,662	\$373,550	\$329,030	\$393,391	\$398,531	\$330,681	\$602,398
FY2012	\$396,380	\$381,874	\$557,538	\$576,137	\$563,090	\$436,627	\$365,692	\$431,099	\$339,690	\$358,397	\$376,189	\$499,502
% Diff 12 vs 11	16.9%	-5.4%	10.6%	20.8%	9.9%	-8.6%	-2.1%	31.0%	-13.7%	-10.1%	13.8%	-17.1%
FY12 Budget	\$417,371	\$457,863	\$474,075	\$533,766	\$566,641	\$446,169	\$372,501	\$386,362	\$369,633	\$357,093	\$417,400	\$464,444
%12 vs Budget	-5.0%	-16.6%	17.6%	7.9%	-0.6%	-2.1%	-1.8%	11.6%	-8.1%	0.4%	-9.9%	7.5%

Expense - Cumulative



Year End expenses on budget
2.7% over FY2011

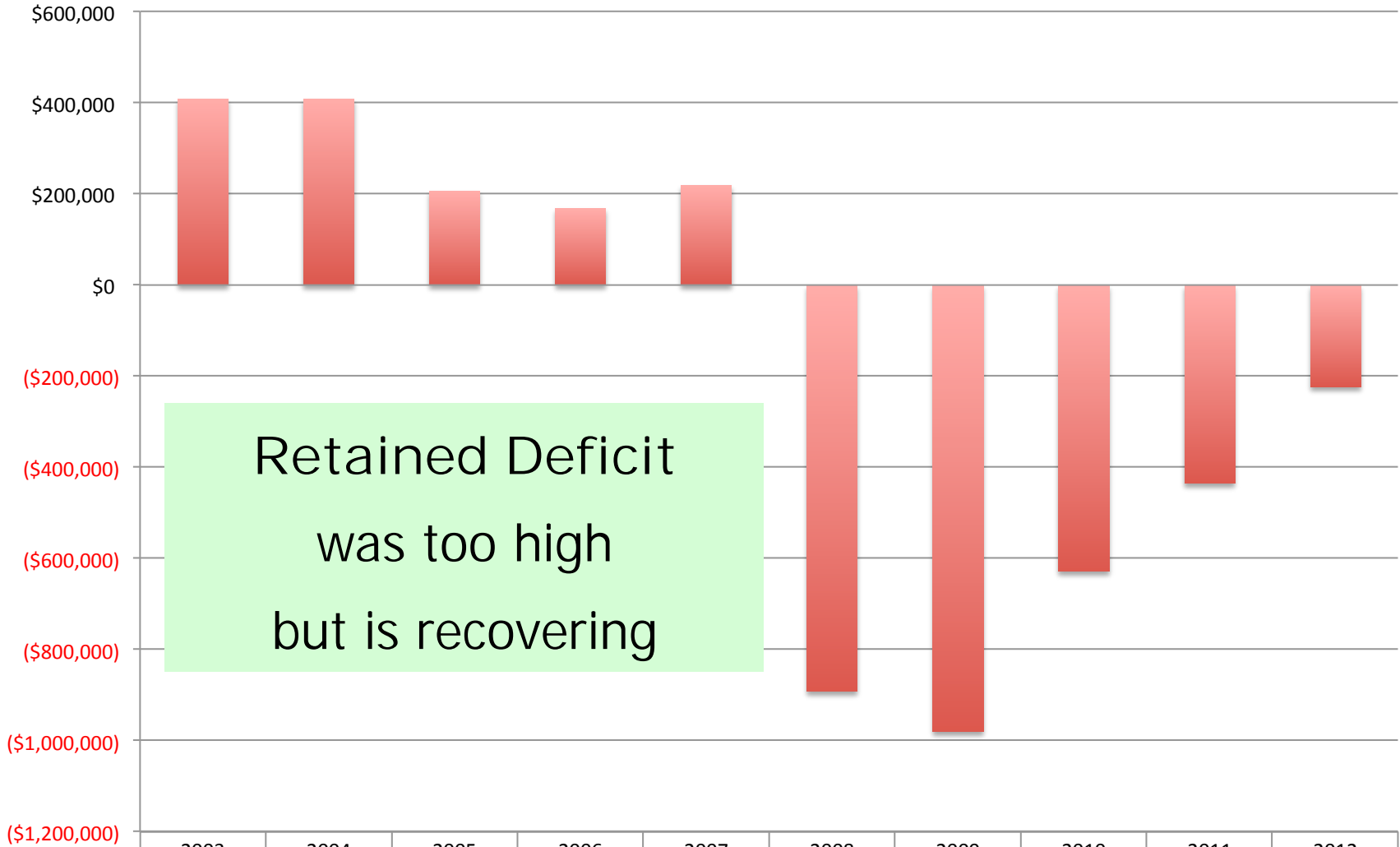
	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
■ FY2011	\$338,991	\$742,846	\$1,246,969	\$1,723,844	\$2,236,384	\$2,714,046	\$3,087,596	\$3,416,626	\$3,810,017	\$4,208,548	\$4,539,229	\$5,141,627
▲ FY2012	\$396,380	\$778,254	\$1,335,792	\$1,911,929	\$2,475,019	\$2,911,646	\$3,277,338	\$3,708,437	\$4,048,127	\$4,406,524	\$4,782,713	\$5,282,215
× % Diff 12 vs 11	16.9%	4.8%	7.1%	10.9%	10.7%	7.3%	6.1%	8.5%	6.2%	4.7%	5.4%	2.7%
◆ Budget	\$417,371	\$875,234	\$1,349,309	\$1,883,075	\$2,449,716	\$2,895,885	\$3,268,386	\$3,654,748	\$4,024,381	\$4,381,474	\$4,798,874	\$5,263,318
◇ % Diff 12 vs Bud	-5.0%	-11.1%	-1.0%	1.5%	1.0%	0.5%	0.3%	1.5%	0.6%	0.6%	-0.3%	0.4%



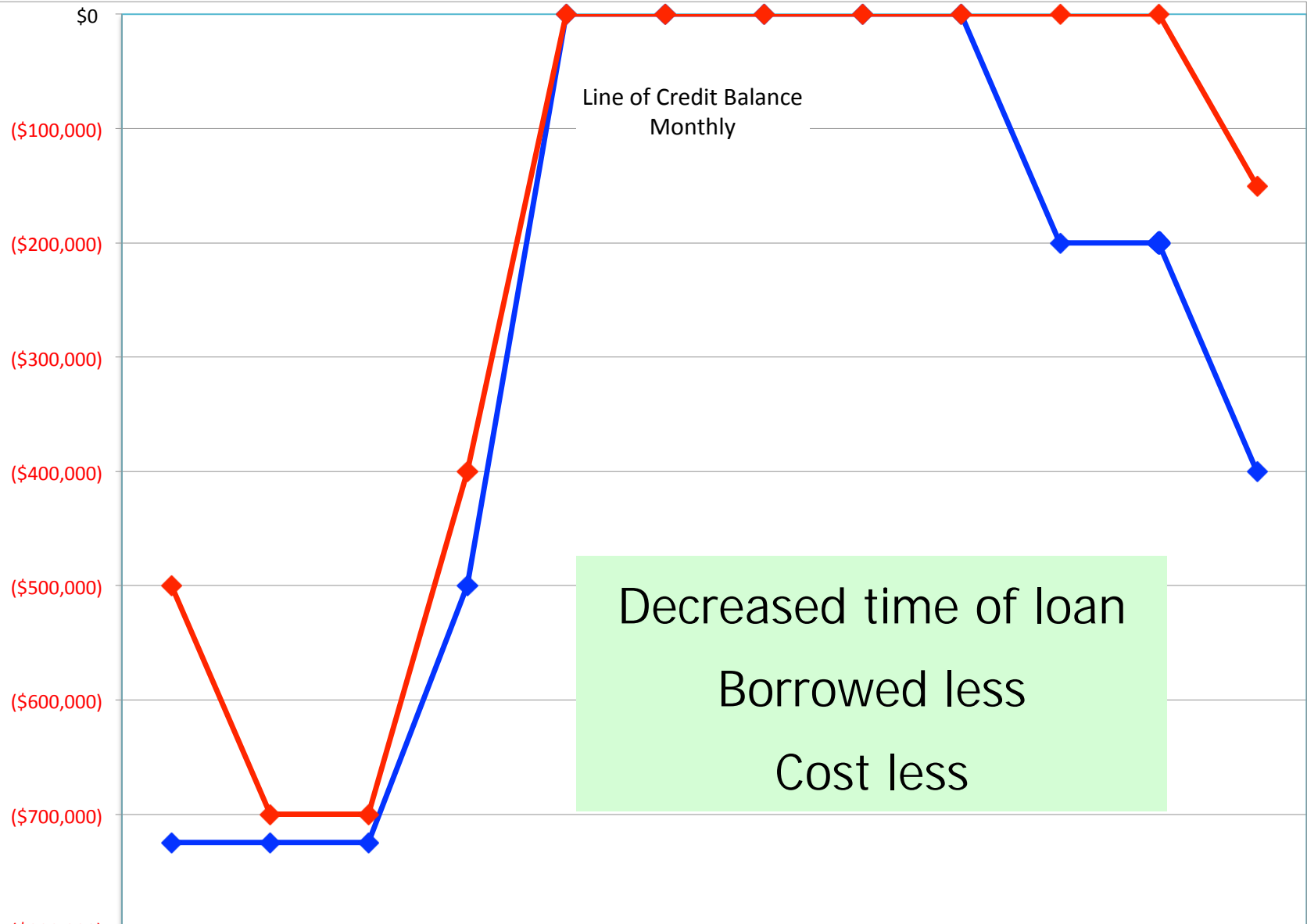
(\$200,000)

	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
FY2011	(\$9,682)	\$43,107	\$85,332	\$590,588	\$1,109,542	\$1,144,929	\$1,120,799	\$956,258	\$783,059	\$561,010	\$454,416	\$53,590
FY2012	(\$280)	(\$19,514)	\$50,643	\$456,201	\$804,293	\$973,829	\$918,206	\$722,043	\$654,942	\$491,308	\$273,449	\$14,077
% Diff 12 vs 11	97.1%	-145.3%	-40.7%	-22.8%	-27.5%	-14.9%	-18.1%	-24.5%	-16.4%	-12.4%	-39.8%	-73.7%
Budget	(\$20,848)	\$11,051	\$131,874	\$497,775	\$881,955	\$942,963	\$885,504	\$681,102	\$494,388	\$279,218	\$1,888	\$1
% Diff 12 vs Bud	98.7%	-276.6%	-61.6%	-8.4%	-8.8%	3.3%	3.7%	6.0%	32.5%	76.0%	14383.5%	1407600.0%

Unrestricted Net Assets



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
■ Unrestricted Net Assets	\$408,794	\$408,794	\$205,990	\$167,563	\$218,705	(\$891,175)	(\$979,173)	(\$628,246)	(\$434,688)	(\$223,103)



	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
Balance FY2011	(\$725,000)	(\$725,000)	(\$725,000)	(\$500,000)	\$0	\$0	\$0	\$0	\$0	(\$200,000)	(\$200,000)	(\$400,000)
Balance FY2012	(\$500,000)	(\$700,000)	(\$700,000)	(\$400,000)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$150,000)



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