

**CBITD Revenues and Expenses
Overview**

	FY2019 BUDGET	April				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY18
REVENUES											
SCH SERVICE	\$4,409,093	\$238,839	\$315,267	\$76,428	32.0%	\$1,242,007	\$1,409,380	\$167,373	13.5%	\$1,440,919	-2.2%
GR SALES	\$983,842	\$15,302	\$26,959	\$11,657	76.2%	\$113,776	\$138,595	\$24,819	21.8%	\$157,107	-11.8%
MISC	\$51,740	\$3,805	\$4,133	\$328	8.6%	\$29,795	\$34,207	\$4,412	14.8%	\$18,240	87.5%
TOTAL REVENUES	\$5,444,675	\$257,946	\$346,359	\$88,413	34.3%	\$1,385,578	\$1,582,182	\$196,604	14.2%	\$1,616,266	-2.1%
EXPENSES											
PERSONNEL	\$3,954,542	\$280,061	\$276,992	\$3,069	1.1%	\$2,064,664	\$2,030,302	\$34,362	1.7%	\$2,024,158	-0.3%
VESSELS	\$2,248,006	\$380,135	\$184,798	\$195,337	51.4%	\$1,381,599	\$934,923	\$446,676	32.3%	\$829,366	-12.7%
OPERATIONS	\$579,546	\$55,523	\$85,966	-\$30,443	-54.8%	\$334,524	\$338,282	-\$3,758	-1.1%	\$254,187	-33.1%
TERMINAL	\$311,873	\$18,610	\$23,896	-\$5,286	-28.4%	\$181,125	\$197,449	-\$16,324	-9.0%	\$182,176	-8.4%
SALES	\$296,220	\$12,463	\$23,334	-\$10,871	-87.2%	\$96,003	\$96,995	-\$992	-1.0%	\$81,388	-19.2%
DEBT SERVICE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
PROVISION FOR DEF RED	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
TOTAL EXPENSES	\$7,390,187	\$746,792	\$594,986	\$151,806	20.3%	\$4,057,915	\$3,597,951	\$459,964	11.3%	\$3,371,276	-6.7%
OPERATING SURPLUS/LOSS	-\$1,945,512	-\$488,846	-\$248,627	\$240,219	49.1%	-\$2,672,337	-\$2,015,769	\$656,568	24.6%	-\$1,755,011	-14.9%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,559,843	\$323,196	\$124,879	-\$198,317	-61.4%	\$1,012,852	\$619,993	-\$392,859	-38.8%	\$540,974	14.6%
FTA RURAL REVENUE	\$285,000	\$32,600	\$22,194	-\$10,406	-31.9%	\$265,500	\$245,068	-\$20,432	-7.7%	\$252,705	-3.0%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$8,444	\$0	-\$8,444	-100.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
TOTAL OP GRANT RESERVES	\$1,913,287	\$364,240	\$147,073	-\$217,167	-59.6%	\$1,346,796	\$933,505	-\$413,291	-30.7%	\$862,123	8.3%
SURPLUS/LOSS	-\$32,225	-\$124,606	-\$101,554	\$23,052	18.5%	-\$1,325,541	-\$1,082,264	\$243,277	18.4%	-\$892,888	-21.2%

**CBITD Revenues
Summary**

	FY2019 BUDGET	April				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$131,699	\$147,467	\$15,768	12.0%	\$654,757	\$641,916	-\$12,841	-2.0%	\$651,221	-1.4%
VEHICLE	1,029,036	66,008	102,261	\$36,253	54.9%	317,533	413,790	\$96,257	30.3%	457,489	-9.6%
FREIGHT	780,892	35,302	59,453	\$24,151	68.4%	228,907	310,020	\$81,113	35.4%	290,888	6.6%
MAIL	69,960	5,830	6,086	\$256	4.4%	40,810	43,654	\$2,844	7.0%	41,321	5.6%
TOTAL	\$4,409,093	\$238,839	\$315,267	\$76,428	32.0%	\$1,242,007	\$1,409,380	\$167,373	13.5%	\$1,440,919	-2.2%
GR SALES											
TOURS	\$561,544	\$9,074	\$13,996	\$4,922	54.2%	\$60,684	\$77,848	\$17,164	28.3%	\$90,372	-13.9%
CHARTERS	197,500	0	3,025	3,025	0.0%	22,500	10,950	-11,550	-51.3%	22,134	-50.5%
CATERING	186,125	500	9,281	8,781	0.0%	5,000	36,094	31,094	621.9%	20,824	73.3%
VENDING	8,000	500	437	-63	-12.6%	3,750	2,856	-894	-23.8%	3,114	-8.3%
PROMOTIONAL	6,500	1,350	0	-1,350	-100.0%	4,600	0	-4,600	-100.0%	0	0.0%
ADVERTISING	24,173	3,878	221	-3,657	-94.3%	17,242	10,847	-6,395	-37.1%	20,663	-47.5%
TOTAL	\$983,842	\$15,302	\$26,960	\$11,658	76.2%	\$113,776	\$138,595	\$24,819	21.8%	\$157,107	-11.8%
OTHER INCOME											
MISC	11,490	605	145	-\$460	-76.0%	5,045	6,558	\$1,513	30.0%	5,059	29.6%
INTEREST	40,250	3,200	3,988	788	24.6%	24,750	27,649	2,899	11.7%	13,181	109.8%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
TOTAL	\$51,740	\$3,805	\$4,133	\$328	8.6%	\$29,795	\$34,207	\$4,412	14.8%	\$18,240	87.5%
TOTAL OP REVENUES	\$5,444,675	\$257,946	\$346,360	\$88,414	34.3%	\$1,385,578	\$1,582,182	\$196,604	14.2%	\$1,616,266	-2.1%

**CBITD Expenses
Summary**

	FY2019 BUDGET	April				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,981,303	\$202,620	\$202,784	-\$164	-0.1%	\$1,515,917	\$1,501,925	\$13,992	0.9%	\$1,488,332	-0.9%
TAXES	233,876	15,952	15,680	272	1.7%	119,289	116,362	2,927	2.5%	114,001	-2.1%
EMPLOYEE INSURANCE	341,391	28,774	25,969	2,805	9.7%	197,518	179,721	17,797	9.0%	217,497	17.4%
EMPLOYEE RELATED EXP	20,090	1,225	1,069	156	12.7%	11,510	11,864	-354	-3.1%	17,024	30.3%
PENSION	377,882	31,490	31,490	0	0.0%	220,430	220,430	0	0.0%	187,305	-17.7%
TOTAL	\$3,954,542	\$280,061	\$276,992	\$3,069	1.1%	\$2,064,664	\$2,030,302	\$34,362	1.7%	\$2,024,159	-0.3%
VESSELS											
REPAIRS	\$1,457,975	\$327,200	\$125,056	\$202,144	61.8%	\$966,375	\$507,285	\$459,090	47.5%	\$424,790	-19.4%
FUEL	683,567	44,063	53,935	-9,872	-22.4%	353,120	386,991	-33,871	-9.6%	342,472	-13.0%
INSURANCE	106,464	8,872	5,807	3,065	34.5%	62,104	40,647	21,457	34.6%	62,104	34.6%
TOTAL	\$2,248,006	\$380,135	\$184,798	\$195,337	51.4%	\$1,381,599	\$934,923	\$446,676	32.3%	\$829,366	-12.7%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,732	\$138	7.4%	\$13,090	\$11,278	\$1,812	13.8%	\$12,589	10.4%
MAIL AGENT	11,220	935	935	0	0.0%	6,545	6,545	0	0.0%	6,045	-8.3%
OFFICE	175,092	11,063	19,874	-8,811	-79.6%	104,960	122,910	-17,950	-17.1%	98,814	-24.4%
CREDIT CARD	88,435	2,375	4,330	-1,955	-82.3%	32,005	42,903	-10,898	-34.1%	39,215	-9.4%
POSTAGE	1,894	150	248	-98	-65.3%	1,144	1,619	-475	-41.5%	1,482	-9.2%
TRAVEL	16,500	1,900	2,330	-430	-22.6%	13,900	9,258	4,642	33.4%	5,673	-63.2%
DAMAGES	22,950	0	500	-500	0.0%	8,650	3,139	5,511	63.7%	2,272	-38.2%
OTHER INSURANCES	39,600	3,300	2,089	1,211	36.7%	23,100	17,689	5,411	23.4%	23,100	23.4%
MISCELLANEOUS	11,915	285	609	-324	-113.7%	2,665	5,127	-2,462	-92.4%	2,823	-81.6%
BARGE SUBCONTRACTING	53,500	22,500	39,600	-17,100	0.0%	48,000	39,900	8,100	16.9%	8,300	0.0%
PROFESSIONAL	94,525	6,155	12,788	-6,633	-107.8%	57,530	52,634	4,896	0.0%	38,363	-37.2%
DUE & PUC	9,375	725	298	427	0.0%	5,175	8,214	-3,039	0.0%	6,909	0.0%
UNIFORMS	22,350	1,640	634	1,006	61.3%	10,260	15,266	-5,006	-48.8%	7,069	-116.0%
TRAINING	9,750	2,625	0	2,625	100.0%	7,500	1,799	5,701	76.0%	1,533	0.0%
TOTAL	\$579,546	\$55,523	\$85,967	-\$30,444	-54.8%	\$334,524	\$338,281	-\$3,757	-1.1%	\$254,187	-33.1%

**CBITD Expenses
Summary**

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	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD		
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$4,610	\$5,274	-\$664	-14.4%	\$39,970	\$42,804	-\$2,834	-7.1%	\$38,471	-11.3%
JANITORIAL	\$72,540	\$5,890	\$7,145	-1,255	-21.3%	\$41,650	\$46,297	-\$4,647	-11.2%	\$43,659	-6.0%
RENT	35,940	2,995	2,995	0	0.0%	20,965	20,309	656	3.1%	17,991	-12.9%
MAINTENANCE	143,390	5,115	8,482	-3,367	-65.8%	78,540	88,040	-9,500	-12.1%	82,054	-7.3%
TOTAL	\$311,873	\$18,610	\$23,896	-\$5,286	-28.4%	\$181,125	\$197,450	-\$16,325	-9.0%	\$182,175	-8.4%
SALES											
ADVERTISING	\$153,915	\$11,213	\$20,562	-\$9,349	-83.4%	\$71,378	\$76,774	-\$5,396	-7.6%	\$63,129	-21.6%
CATERING	142,305	1,250	2,772	-1,522	-121.8%	24,625	20,222	4,403	17.9%	18,259	-10.8%
TOTAL	\$296,220	\$12,463	\$23,334	-\$10,871	-87.2%	\$96,003	\$96,996	-\$993	-1.0%	\$81,388	-19.2%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,390,187	\$746,792	\$594,987	\$151,805	20.3%	\$4,057,915	\$3,597,952	\$459,963	11.3%	\$3,371,275	-6.7%
TOTAL OP REVENUES	\$5,444,675	\$257,946	\$346,360	\$88,414	34.3%	\$1,385,578	\$1,582,182	\$196,604	14.2%	\$1,616,266	-2.1%
OP SURPLUS/LOSS	-\$1,945,512	-\$488,846	-\$248,627	\$240,219	49.1%	-\$2,672,337	-\$2,015,770	\$656,567	24.6%	-\$1,755,009	-14.9%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,559,843	\$323,196	\$124,879	-\$198,317	-61.4%	\$1,012,852	\$619,993	-\$392,859	-38.8%	\$540,974	14.6%
FTA RURAL 5311	285,000	32,600	22,194	-10,406	-31.9%	265,500	245,068	-20,432	-7.7%	252,705	-3.0%
STATE SUBSIDY	68,444	8,444	0	-8,444	0.0%	0	68,444	68,444	0.0%	0	0.0%
TOTAL	\$1,913,287	\$364,240	\$147,073	-\$217,167	-59.6%	\$1,278,352	\$933,505	-\$344,847	-27.0%	\$793,679	17.6%
SURPLUS/LOSS	-\$32,225	-\$124,606	-\$101,554	\$23,052	18.5%	-\$1,393,985	-\$1,082,265	\$311,720	22.4%	-\$961,330	-12.6%