Casco Bay Lines
Finance Committee Agenda
Wednesday, September 21, 2022 at 7:45 AM

This will be a hybrid meeting, both in person as well as video conference. The public is invited to participate.
Video Conference Link and Call in number is available at:
https://www.cascobaylines.com/about-us/board/

1. Call to order
2. Business
   a. Presentation of proposed FY2023 Operating Budget
   b. Discussion of proposed FY2023 Operating Budget
   c. Action to recommend the proposed FY2023 Operating Budget to the Board of Directors
   d. Update on procurement for financial audit services
   e. Review of Financials
3. Adjourn

FY2023 Guidelines & Notable Budget Items
September 15, 2022

Notes:

COVID has had an enormous impact on FY20, FY21 and some FY22 financials, however CBITD will assume that COVID impacts from the past three years will abate completely for FY23. Assumptions have been made that project ridership at pre-pandemic levels. As a result, when preparing the FY23 we have utilized FY22 budget and actuals as a baseline for both revenue and expenses for the upcoming year. The fact that passenger/freight/vehicle rates have not changed and closely tracked ridership simplify the projection of revenues for FY23. However, the current inflationary environment present challenges when projecting expenses, as COVID impacted inflation and supply chain challenges may require applying elevated cost factors to most expense categories of 6%-12%.

Assumptions:

- Revenue Basis is FY22 budgets
- Expense Basis is FY22 actual amounts to capture some of the inflationary environment
  - Additional inflationary adjustment of approx. 6%+ based on line item
- Vessel expense per drydock and work list in Dry Dock Plan
- Fuel at rack price for FY23 - $4.20
- Bio at lock price for FY23 - $2.25
- Availability of CARES Act funding during the Fiscal Year, per submitted PACTS Budget which allows funding thorough approximately April/May, 2023

Revenues:

- Regularly scheduled service (passenger) revenue will be budgeted at FY22 levels
- Vehicle revenue budgeted at 120% of FY 22Budget
- Freight revenue budgeted at 115% of FY22 Budget
- Mail Revenue contract at $72K for year, though may be higher due to fuel index compensation
- Group Sales
  - Tours –
    - All Tours will be budgeted at FY22 levels +15% to capture historical delta between budget and actuals
      - Bailey Island and Nature Cruise assumed at $0 – confirmed with Cook's.
    - Charter revenue will be same as FY22 budget, though current consensus is to increase cost/charter, may result in fewer charters.
    - Other Group Revenue will be as FY22 budgeted, advertising, etc.
  - Concert Cruises – Actual revenue based on 5 sell out concerts
  - Bar will be assumed at FY20 budget
  - Bakes will be assumed at FY20 Budget – confirmed with Lions Club
  - Vending, Promotional, Website – same as FY22 budget
- Other Income
  - Island/entity contributions assumed at $0
  - No Inter-Island Cruise in FY23.

Expenses:

- Plan for expenses to be aligned with FY2022 actuals and make appropriate changes based on current information such as:
- Expenses assume adopted KPFF schedule to continue into FY2023. Board action may change this assumption.
    - **Personnel expenses:**
        - Continue PTO requirement in Jan-21 for PT/Seasonal staff
        - Maintain additional seasonal shore side roles, as in FY20/22
            - Info Booth and Crowd Control and Ambassadors
        - Summer/seasonal wage impact @ 16.00 starting for summer FY23
        - Assume that $18/hour minimum wage does not pass the ballot in November
        - Assume CBA negotiated increase for bargaining unit employees
        - Insurance
            - Medical insurance market dictates 11% may be reasonable
            - Dental, Life increase estimate of 8%
            - FSA Contributions for benefit eligible employees – assume funding for FY23 in FY22 @ $19K
        - Pension budget based on payroll for year
    - **Vessel expenses:**
        - Fuel based on actual gallons consumed, diesel and bio.
        - Fuel lock expired at $1.85 per gallon and biodiesel still at $2.25 per gallon. Assumption of $4.20/gallon for FY2023
        - Vessel Ins quoted at $58K for year.
        - Increases planned in general repairs and maintenance
            - Machingonne – 8%
            - Maquoit - 12%
            - Bay Mist – 10%
            - Aucocisco – 8%
            - Wabanaki – 7%
            - All oil change – 8%
        - Dry docks – in order:
            - Bay Mist - $485K
            - Machigonne - $450K
            - Aucocisco - $325K
    - **Operations expenses:**
        - Increase Uniforms due to age of winter apparel
        - Increase crew food for summer meals/employee satisfaction efforts
        - Increase van expense to more reasonable amount
        - Office Supplies –budgeted based on FY22
        - Barge subcontracting – routine outage and peak service in addition to Machigonne shipyard period in early spring 2023
        - Add 3 months of #3 forklift rental - $1,600/mo
        - Credit card processing fees should align with revenue
        - Drug Tests vendor increasing costs, again

    - Dues and PUC – Include potential $11K billing for PUC Annual Fee
    - Include maintenance for Clever Devices AVL for FY23 ($14,441)
  - **Terminal expenses:**
    - Utilities budgets to increase
      - Util Terminal – 31%
      - Water – 20%
      - Heat - 60%
      - Peaks – OK
    - Janitorial increases
      - Terminal – 20%
      - Peaks – 150% for add'l service required
    - Terminal misc include any planned repairs
    - Other increases in Fire Alarm, Pest, Freight Eq, Forklifts, plowing.
  - **Sales expenses:**
    - Website Maintenance & SEO – maintain budget for FY22 into FY23
    - Video and tour narration projects total $15K for FY23
    - Concert Cruises – Actual expense based on 5 sell out concerts
  - **Debt Service**
    - Keep provision of deficit reduction of $0
  - **Maintenance Fund**
    - Maintenance Fund use unplanned at this time

Grants:

- CARES Funding at PACTS Budget for FY23, lasting through approx.. May, 2023
- FTA Grant funding beyond end of CARES reverts to PM
  - Assume the FTA + Indirect Cost of budgeted PM lines for reimbursement
  - Cover all of PM cost for FY22 with 80%% FTA funding
  - Indirect Cost Rate @ 30.9%
- CARES 5311 will be depleted by October/November, 2022
- MaineDOT 5311 funds for FY23 to be $300K, to be fully utilized in FY23
- Maine Rural Operating Asst at same FY22 level of $68K, to be fully utilized in FY23

Key Risks:

Item	Upside	Downside
Vessel repairs - Drydock	Not as much work is needed as planned	Unexpected repairs may occur and go over budget
Grant funding	Receive more grant funding than planned	The budgeted amount is not received from the FTA so we will need to find an alternate source and/or reduce expenses and/or increase fares

Weather	Better weather = more revenue from riders	Worse weather = less revenue from riders
Insurance - Employee	Zero increase – low risk additions	Market increase has been as high as 18% for FY2023.
COVID Variants	Life as usual	Other variant explosion means lower ridership/revenue and higher expenses
Employee Turnover	Low turnover – maintain staffing levels	High turnover requires add'l overtime and hiring/training expenses in addition to customer experience decline
Ballot measure for $18/hr minimum wage (November)	Ballot measure does not pass, as assumed in current budget	Ballot measure passes, significantly increasing personnel expense – issues include seasonal employees as well as wage compression of full-time staff

	Budget FY23	Budget FY22	Budgets FY23 vs FY22	% change	Actual FY19	Actual FY22 Thru May	BUD FY22 as comp. to ACT FY19
Revenues							
Schedule Service	$4,818,748	$4,481,093	$337,655	7.5%	$ 4,856,108	$ 2,032,469	-0.8%
Group Sales	956,727	1,033,574	-$76,847	-7.4%	$ 1,210,444	$ 154,930	-26.5%
Other Revenue	51,390	51,390	$0	0.0%	$ 54,383	$ 11,580	-5.8%
Total Revenues	**$5,826,865**	**$5,566,057**	**$260,808**	**4.7%**	**$ 6,109,500**	**$ 2,198,517**	**-4.9%**
Expenses							
Personnel	$5,218,693	$4,691,872	$526,821	11.2%	$ 3,921,042	$ 2,806,180	24.9%
Vessels	3,017,969	2,115,818	$902,151	42.6%	$ 2,106,979	$ 1,678,518	30.2%
Operations	975,827	765,880	$209,947	27.4%	$ 691,724	$ 505,396	29.1%
Terminal	418,617	351,633	$66,984	19.0%	$ 338,331	$ 244,674	19.2%
Sales	357,320	336,570	$20,750	6.2%	$ 315,126	$ 77,611	11.8%
Debt Service	-	-	-	0.0%	$ -	$ -	0.0%
Reserve	-	-	-	0.0%	$ -	$ -	0.0%
Total Expenses	**$9,988,426**	**$8,261,774**	**$1,726,653**	**20.9%**	**$ 7,373,204**	**$ 5,312,280**	**26.2%**
Oper Surplus/loss	**-$4,161,561**	**-$2,695,716**	**-$1,465,845**	**54.4%**	**$ (1,263,704)**	**$ (3,113,763)**	**69.6%**
Op Grant Revenues	**$4,161,561**	**$2,695,716**	**$1,465,846**	**54.4%**	**$ 1,799,423**	**$ 780,053**	**56.8%**
Surplus/loss	**$0**	**$0**	**$0**	**0.0%**	**$ 530,497**	**$ (1,650)**	**0.0%**

	Budget FY23	Budget FY22	Budgets FY23 vs FY22	Budget FY23 vs FY22 % change	Actual FY19	Actual FY22 Thru May	BUD FY22 as comp. to ACT FY19
Revenues							
Schedule Service							
Passenger	$2,529,205	$2,529,205	$0	0.0%	$ 2,734,946	$ 826,754	-8.1%
Vehicle	1,231,864	1,029,037	202,827	19.7%	$ 1,096,017	$ 715,326	11.0%
Freight	978,480	850,852	127,628	15.0%	$ 950,546	$ 436,028	2.9%
Mail	79,200	72,000	7,200	10.0%	$ 74,599	$ 54,361	5.8%
Total	$4,818,748	$4,481,093	$337,655	7.5%	$ 4,856,108	$ 2,032,469	-0.8%
Gr Sales							
Group Cruises	$522,504	$599,351	-$76,847	-12.8%	$ 681,493	$ 105,778	-30.4%
Charters	224,500	224,500	0	0.0%	$ 259,607	$ 11,139	0.0%
Catering	168,550	168,550	0	0.0%	$ 222,798	$ 15,039	0.0%
Vending	8,000	8,000	0	0.0%	$ 7,179	$ 1,224	10.3%
Promotional	9,000	9,000	0	0.0%	$ 4,256	$ 2,162	52.7%
Advertising	24,173	24,173	0	0.0%	$ 35,111	$ 19,588	-45.2%
Total	$956,727	$1,033,574	-$76,847	-7.4%	$ 1,210,444	$ 154,930	-26.5%
Other							
Misc	$11,140	$11,140	$0	0.0%	$ 8,414	$ 6,732	24.5%
Interest	40,250	40,250	$0	0.0%	$ 45,969	$ 4,848	-14.2%
Total	$51,390	$51,390	$0	0.0%	$ 54,383	$ 11,580	-5.8%
Total Revenues	**$5,826,865**	**$5,566,057**	**$260,808**	**4.7%**	**$ 6,109,500**	**$ 2,198,517**	-4.9%
Expenses							
Personnel							
Payroll	$3,780,025	$3,458,346	$321,679	9.3%	$ 2,980,442	$ 2,038,144	21.2%
Taxes	289,175	264,564	24,611	9.3%	$ 230,155	$ 149,969	20.4%
Insurance	630,128	496,411	133,717	26.9%	$ 314,581	$ 310,407	50.1%
Emp Rel Exp	40,038	34,015			$ 17,984	$ 18,790	55.1%
Pension	479,327	438,536	40,791	9.3%	$ 377,880	$ 288,870	21.2%
Total	$5,218,693	$4,691,872	$526,821	11.2%	$ 3,921,042	$ 2,806,180	24.9%
Vessels							
Repairs	$1,814,668	$1,484,750	$329,918	22.2%	$ 1,345,910	$ 1,251,936	25.8%
Fuel	1,124,101	551,868	572,233	103.7%	$ 691,388	$ 376,505	38.5%
Insurance	79,200	79,200	0	0.0%	$ 69,681	$ 50,077	12.0%
Total	$3,017,969	$2,115,818	$902,151	42.6%	$ 2,106,979	$ 1,678,518	30.2%
Operations							
Telephone	$22,440	$22,440	$0	0.0%	$ 20,053	$ 16,660	10.6%
Mail Agent	11,220	11,220	0	0.0%	$ 11,220	$ 7,480	0.0%
Office	341,111	323,817	17,294	5.3%	$ 230,418	$ 268,102	32.5%
Credit Card	169,795	141,496	28,299	20.0%	$ 142,042	$ 78,880	16.3%
Postage	5,760	3,360	2,400	71.4%	$ 3,249	$ 3,059	43.6%
Travel	46,000	16,500	29,500	178.8%	$ 18,333	$ 2,697	60.1%
Damages	22,950	22,950	0	0.0%	$ 14,593	$ 4,352	36.4%
Other Insurances	29,880	29,880	0	0.0%	$ 29,255	$ 35,729	2.1%
Misc	13,901	16,547	-2,646	-16.0%	$ 18,033	$ 4,266	-29.7%
Barge subcontracting	143,000	8,500	134,500	1582.4%	$ 75,550	$ 3,525	47.2%
Professional	100,080	99,480	600	0.6%	$ 75,904	$ 53,834	24.2%
Dues	20,975	20,975	0	0.0%	$ 20,024	$ 4,475	4.5%
Uniforms	23,685	23,685	0	0.0%	$ 21,478	$ 16,889	9.3%
Boots	12,480	12,480	0	0.0%	$ 8,783	$ 2,625	29.6%
Training	12,550	12,550	0	0.0%	$ 2,789	$ 2,823	77.8%
Total	$975,827	$765,880	$209,947	27.4%	$ 691,724	$ 505,396	29.1%
Terminal							
Utilities	$88,865	$63,999	$24,865	38.9%	$ 62,696	$ 49,823	29.4%
Janitorial	120,438	95,940	24,498	25.5%	$ 90,577	$ 66,538	24.8%
Rent	35,940	35,940	0	0.0%	$ 35,285	$ 23,963	1.8%
Maintenance	173,375	155,754	17,621	11.3%	$ 149,773	$ 104,350	13.6%
Total	$418,617	$351,633	$66,984	19.0%	$ 338,331	$ 244,674	19.2%
Sales							
Advertising	$210,765	$190,015	$20,750	10.9%	$ 164,828	$ 67,559	21.8%
Concert Cruises	$15,750	$15,750	$0		$ 20,499	$ -	0.0%
Catering	130,805	130,805	0	0.0%	$ 150,298	$ 10,052	0.0%
Total	$357,320	$336,570	$20,750	6.2%	$ 315,126	$ 77,611	11.8%
Debt Service							
Interest	$0	$0	$0	0.0%	$ -	$ -	0.0%
Total	$0	$0	$0	0.0%	$ -	$ -	0.0%
Reserves							
Provision for Deficit Reduction	0	0	$0	0.0%	$ -	$ -	0.0%
Provision for Fund Balance Deposit/Use	$0	$0	$0	0.0%	$ -	$ -	0.0%
Total	$0	$0	$0	0.0%	$ -	$ -	0.0%
Total Expenses	**$9,988,426**	**$8,261,774**	**$1,726,653**	**20.9%**	**$ 7,373,204**	**$ 5,312,280**	26.2%
Total Op Revenues	$5,826,865	$5,566,057	$260,808	4.7%	$ 6,109,500	$ 2,198,517	-4.9%
Oper Surplus/loss	**-$4,161,561**	**-$2,695,716**	**-$1,465,845**	**54.4%**	**$ (1,263,704)**	**$ (3,113,763)**	69.6%
Op Grant Revenues							

	Budget FY23	Budget FY22	Budgets FY23 vs FY22	Budget FY23 vs FY22 % change	Actual FY19	Actual FY22	BUD FY22 as comp. to
FTA PM 5307 Incl Indirect Cost	$198,420	$0	$198,420	#DIV/0!	$ 1,398,134	$ 4,358	0.0%
FTA Rural 5311	300,000	516,862	-$216,862	-42.0%	$ 332,845	$ 329,503	-10.9%
FTA OP 5307 (CARES Act)	3,594,697	2,110,410	$0	0.0%	$ 68,444	$ 446,191	0.0%
State Subsidy	68,444	68,444	$0	0.0%	$ -	$ 1	100.0%
Total	$4,161,561	$2,695,716	$1,465,845	54.4%	$ 1,799,423	$ 780,053	**56.8%**
Surplus/loss	**$0**	**$ (0)**	**0**	**0**	**$ 530,497**	**$ (1,650)**	**324668951.3%**

Casco Bay Island Transit District	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
1. REVENUE: SCHEDULED SERVICE																		
PASSENGER - PEAKS	100,803	61,188	51,480	47,879	44,397	52,478	93,028	129,133	198,690	388,410	343,863	212,681	1,724,029	1,724,029	0.0%	1,887,324	567,967	-9.5%
PASSENGER-LD	1,383	1,202	1,010	843	633	618	2,588	4,534	6,003	12,298	10,356	4,363	45,831	45,831	0.0%	41,490	12,457	9.5%
PASSENGER - GD	6,667	3,850	3,482	2,540	2,407	3,492	6,040	8,723	10,825	18,723	16,002	8,653	91,401	91,401	0.0%	104,441	40,721	-14.3%
PASSENGER -D COVE	12,844	2,906	2,361	3,215	3,425	1,953	3,536	17,455	29,304	51,745	44,846	26,378	199,967	199,967	0.0%	220,265	43,912	-10.2%
PASSENGER-LONG	19,950	13,701	12,975	9,335	10,461	11,453	17,848	24,363	37,083	69,521	64,076	30,767	321,535	321,535	0.0%	336,323	106,594	-4.6%
PASSENGER -CHEB	657	484	378	421	462	455	848	2,062	4,718	11,556	9,359	3,966	35,364	35,364	0.0%	34,604	11,181	2.1%
PASSENGER -CLIFF	2,641	4,367	3,022	2,727	2,484	3,310	5,316	4,851	7,458	16,100	14,363	8,702	75,340	75,340	0.0%	71,756	24,427	4.8%
ANIMALS	2,197	1,850	1,825	1,358	1,525	1,965	2,495	2,427	2,862	5,082	9,267	2,887	35,738	35,738	0.0%	38,743	19,495	-8.4%
Passenger	**147,141**	**89,547**	**76,532**	**68,319**	**65,793**	**75,724**	**131,699**	**193,547**	**296,942**	**573,434**	**512,131**	**298,396**	**2,529,205**	**2,529,205**	0.0%	**2,734,946**	**826,754**	**-8.1%**
VEHICLE - PEAKS	94,406	52,063	52,784	34,922	33,899	31,623	78,188	83,177	151,641	239,723	206,995	157,541	1,216,963	1,014,135	20.0%	1,076,870	711,222	11.5%
VEHICLE - DOWNBAY	189	556	284	373	280	95	851	1,422	1,301	5,933	3,092	524	14,901	14,901	0.0%	19,147	4,104	-28.5%
Vehicle	**94,595**	**52,619**	**53,068**	**35,295**	**34,179**	**31,718**	**79,039**	**84,599**	**152,943**	**245,656**	**210,087**	**158,065**	**1,231,864**	**1,029,037**	19.7%	**1,096,017**	**715,326**	**11.0%**
FREIGHT - PEAKS	41,102	17,157	20,490	11,553	13,470	14,621	17,973	49,193	60,816	64,153	56,774	47,312	414,614	360,534	15.0%	412,432	191,724	0.5%
FREIGHT -LD	1,035	212	109	86	162	147	1,073	2,920	3,022	3,773	3,250	2,864	18,653	16,220	15.0%	15,140	5,728	18.8%
FREIGHT -GD	1,543	1,100	1,168	832	629	1,314	1,720	4,317	5,211	5,279	4,393	1,861	29,368	25,537	15.0%	32,317	13,545	-10.0%
FREIGHT -DCOVE	5,251	977	1,363	687	728	743	2,098	8,107	10,844	12,413	10,824	5,797	59,831	52,027	15.0%	58,217	27,523	2.7%
FREIGHT -LONG	11,174	7,894	7,972	4,255	4,828	5,639	9,353	17,965	24,766	26,671	22,104	15,242	157,862	137,271	15.0%	148,713	74,179	5.8%
FREIGHT -CHEB	14,128	5,992	6,199	5,308	4,693	3,768	6,763	17,424	25,116	28,323	23,820	17,775	159,308	138,529	15.0%	147,524	85,334	7.4%
FREIGHT -CLIFF	2,343	2,754	1,908	2,813	1,523	1,861	2,754	5,133	6,952	9,163	7,235	4,180	48,619	42,277	15.0%	46,967	17,139	3.4%
UPFREIGHT	3,565	993	468	246	132	179	768	1,677	1,812	5,070	6,484	3,444	24,837	21,598	15.0%	25,344	5,645	-2.0%
BIKES	4,030	990	272	199	322	1,355	1,572	3,872	7,398	20,870	16,680	7,826	65,388	56,859	15.0%	63,892	15,211	2.3%
Freight	**84,172**	**38,069**	**39,948**	**25,979**	**26,486**	**29,627**	**44,074**	**110,608**	**145,938**	**175,715**	**151,564**	**106,301**	**978,480**	**850,852**	15.0%	**950,546**	**436,028**	**2.9%**
Mail	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**79,200**	**72,000**	**10.0%**	**74,599**	**54,361**	**5.8%**
1. REVENUE: SCHEDULED SERVICE TOTAL	**332,508**	**186,835**	**176,147**	**136,193**	**133,059**	**143,669**	**261,412**	**395,354**	**602,422**	**1,001,405**	**880,382**	**569,362**	**4,818,748**	**4,481,093**	7.5%	**4,856,108**	**2,032,470**	**-0.8%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
2. REVENUE: GROUP TOURS & SALES																		
BAILEY ISLAND RUN	0	0	0	0	0	0	0	0	0	0	0	0	0	115,000	-100.0%	134,426	0	0.0%
BAILEY NATURE RUN	0	0	0	0	0	0	0	0	0	0	0	0	0	30,000	-100.0%	35,177	0	0.0%
MAILBOAT RUN	36,467	7,293	3,428	1,527	1,527	3,890	8,266	30,389	33,780	66,934	73,954	55,459	322,913	280,794	15.0%	325,993	66,963	-1.0%
SUNSET RUN	5,118	1,921	0	0	0	0	2,615	5,366	8,223	22,322	23,564	10,305	79,434	69,073	15.0%	82,559	8,386	-3.9%
DIAMOND PASS RUN	4,105	0	0	0	0	0	0	0	10,375	43,155	43,810	12,998	114,443	99,516	15.0%	97,816	30,399	14.5%
MOONLIGHT RUN	0	0	0	0	0	0	0	0	1,242	1,366	1,863	1,242	5,713	4,968	15.0%	5,522	30	3.3%
Tours	**45,689**	**9,214**	**3,428**	**1,527**	**1,527**	**3,890**	**10,881**	**35,755**	**53,621**	**133,777**	**143,192**	**80,004**	**522,504**	**599,351**	-12.8%	**681,493**	**105,778**	**-30.4%**
CONCERT CRUISES	0	0	0	0	0	0	0	3,500	7,000	7,000	8,000	1,500	27,000	27,000	0.0%	43,000	14,050	0.0%
CHARTERS	16,250	2,250	1,500	0	0	2,500	0	15,000	35,000	40,000	55,000	30,000	197,500	197,500	0.0%	216,607	0	0.0%
Charters	**16,250**	**2,250**	**1,500**	**0**	**0**	**2,500**	**0**	**18,500**	**42,000**	**47,000**	**63,000**	**31,500**	**224,500**	**224,500**	**0.0%**	**259,607**	**11,139**	**0.0%**
BAR	2,000	500	1,000	0	0	1,000	500	10,000	16,000	25,000	28,000	4,250	88,250	88,250	0.0%	112,412	11,139	0.0%
LOBSTER BAKES	0	0	0	0	0	0	0	0	27,500	3,300	27,500	22,000	80,300	80,300	0.0%	110,386	3,900	0.0%
Catering	**2,000**	**500**	**1,000**	**0**	**0**	**1,000**	**500**	**10,000**	**43,500**	**28,300**	**55,500**	**26,250**	**168,550**	**168,550**	0.0%	**222,798**	**15,039**	**0.0%**
Vending Machines	**750**	**500**	**500**	**500**	**500**	**500**	**500**	**750**	**750**	**1,000**	**1,000**	**750**	**8,000**	**8,000**	0.0%	**7,179**	**1,224**	**10.3%**
Promotional Items (bags, hats, shirts, etc)	**1,350**	**550**	**0**	**1,350**	**0**	**2,500**	**1,350**	**550**	**0**	**1,350**	**0**	**0**	**9,000**	**9,000**	0.0%	**4,256**	**2,162**	**52.7%**
WEB SITE& OTHER ADVERTISING	168	168	3,756	2,268	2,268	4,736	3,878	1,288	2,601	1,288	168	1,586	24,173	24,173	0.0%	23,676	16,202	2.1%
Advertising	**168**	**168**	**3,756**	**2,268**	**2,268**	**4,736**	**3,878**	**1,288**	**2,601**	**1,288**	**168**	**1,586**	**24,173**	**24,173**	**0.0%**	**35,111**	**19,588**	**-45.2%**
2. REVENUE: GROUP TOURS & SALES TOTAL	**66,207**	**13,182**	**10,184**	**5,645**	**4,295**	**15,126**	**17,109**	**66,843**	**142,472**	**212,715**	**262,860**	**140,090**	**956,727**	**1,033,574**	**-7.4%**	**1,199,009**	**154,456**	**-25.3%**
3. REVENUE: OTHER INCOME																		
OTHER MISC INCOME	955	1,035	1,050	1,000	950	950	855	850	940	815	870	870	11,140	11,140	0.0%	8,414	6,732	24.5%
Misc Income	**955**	**1,035**	**1,050**	**1,000**	**950**	**950**	**855**	**850**	**940**	**815**	**870**	**870**	**11,140**	**11,140**	**0.0%**	**8,414**	**6,732**	**24.5%**
Interest	**3,950**	**3,950**	**3,750**	**3,500**	**3,200**	**3,200**	**3,200**	**3,000**	**3,000**	**3,000**	**3,200**	**3,300**	**40,250**	**40,250**	0.0%	**45,969**	**4,848**	**-14.2%**
3. REVENUE: OTHER INCOME TOTAL	**4,905**	**4,985**	**4,800**	**4,500**	**4,150**	**4,150**	**4,055**	**3,850**	**3,940**	**3,815**	**4,070**	**4,170**	**51,390**	**51,390**	**0.0%**	**54,383**	**11,591**	**-5.8%**
TOTAL REVENUES	**403,620**	**205,002**	**191,131**	**146,338**	**141,503**	**162,944**	**282,576**	**466,048**	**748,834**	**1,217,935**	**1,147,312**	**713,622**	**5,826,865**	**5,566,057**	**4.7%**	**6,109,500**	**2,198,517**	**-4.9%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
EXPENSES																		
5. EXPENSE: PERSONNEL																		
ADMINISTRATION	38,069	47,586	38,069	46,569	38,069	47,586	38,069	47,586	38,069	38,069	47,586	38,069	503,393	471,993	6.7%	423,939	288,161	15.8%
ADMINISTRATION DIRECT WAGE OFFSET	0	0	0	0	0	0	0	0	0	0	0	0	0	0		-78,219	0	0.0%
ADMINISTRATION	38,069	47,586	38,069	46,569	38,069	47,586	38,069	47,586	38,069	38,069	47,586	38,069	503,393	471,993	6.7%	345,720	288,161	31.3%
CAPTAINS -REGULAR	3,587	1,761	1,805	3,170	2,602	2,534	5,785	17,158	13,436	34,770	28,183	6,329	121,121	117,433	3.1%	99,370	32,259	18.0%
CAPTAINS -OVERTIME	173	485	1,147	2,134	959	437	953	5,478	2,080	13,142	10,470	1,357	38,816	45,501	-14.7%	28,185	10,029	27.4%
UNION DECK -REGULAR	56,621	65,016	52,582	56,049	50,799	68,248	51,389	64,910	48,283	64,523	51,517	76,764	706,701	723,490	-2.3%	673,197	420,602	4.7%
UNION DECK -OVERTIME	15,096	14,524	8,027	17,480	11,526	13,821	8,864	12,333	14,958	39,414	33,196	19,781	209,021	238,511	-12.4%	203,790	91,492	2.5%
NONUNION DECK-REGULAR	7,498	10,251	8,391	9,871	9,055	13,278	11,386	26,579	33,103	55,230	44,428	6,880	235,950	142,957	65.0%	129,960	79,483	44.9%
NONUNION DECK OT	2,314	237	558	3,300	1,257	2,017	1,283	3,878	6,787	14,400	15,064	70	51,165	28,565	79.1%	22,804	12,389	55.4%
SR CAPTAIN - REGULAR	47,862	60,361	49,594	48,189	46,456	61,685	49,581	68,421	51,479	54,901	42,859	53,508	634,896	521,092	21.8%	485,869	388,767	23.5%
SR CAPTAIN -OVERTIME	10,478	7,024	3,690	7,570	4,539	12,453	6,878	7,419	8,725	9,667	5,705	9,013	93,160	76,332	22.0%	70,109	53,837	24.7%
CREW	143,629	159,659	125,794	147,763	127,192	174,474	136,119	206,176	178,852	286,047	231,421	173,703	2,090,828	1,893,880	10.4%	1,713,284	1,088,858	18.1%
MAINTENANCE -REGULAR	15,972	19,965	15,972	15,972	15,972	21,164	16,931	21,164	16,931	16,931	21,164	16,931	215,071	209,381	2.7%	164,004	125,729	23.7%
MAINTENANCE -OT	445	411	559	345	140	988	1,153	839	1,365	2,984	1,908	768	11,904	13,029	-8.6%	11,928	4,722	-0.2%
MAINTENANCE	16,417	20,375	16,531	16,317	16,112	22,152	18,084	22,003	18,296	19,916	23,072	17,699	226,975	222,409	2.1%	175,932	130,451	22.5%
SALES WAGES	7,399	9,124	7,649	6,899	6,899	9,314	7,451	10,814	9,951	12,951	13,814	8,951	111,218	131,206	-15.2%	89,681	56,464	19.4%
OPS AGENTS - REG	31,797	37,864	31,281	28,007	24,801	25,357	26,882	41,313	20,863	32,927	24,179	29,039	354,311	368098	-3.7%	284,964	229,563	19.6%
OPS AGENTS -OT	3,917	4,605	2,720	5,181	3,851	3,516	3,804	6,101	5,183	9,827	3,319	3,990	56,014	52685	6.3%	57,481	36,188	-2.6%
OPS AGENTS	35,714	42,468	34,001	33,188	28,652	28,873	30,686	47,414	26,046	42,754	27,499	33,029	410,325	420783	-2.5%	342,445	265,752	16.5%
TICKET OFFICE - REG	12,685	15,356	11,013	15,287	11,602	3,133	11,791	16,481	27,476	39,456	36,065	15,287	215,632	126,149	70.9%	150,501	86,429	30.2%
TICKET AGENT -OT	691	218	129	221	42	120	314	69	1,387	3,834	3,262	2,127	12,414	10,447	18.8%	8,769	2,050	29.4%
TICKET OFFICE	13,376	15,573	11,142	15,508	11,644	3,253	12,106	16,550	28,863	43,291	39,327	17,414	228,046	136,596	367.3%	159,270	88,479	30.2%
OPERATIONS MANAGEMENT	16,248	20,310	16,248	16,248	16,248	19,990	15,992	19,990	15,992	15,992	19,990	15,992	209,240	181,480	15.3%	154,109	119,979	26.3%
Payroll-Salaries	**270,852**	**315,096**	**249,432**	**282,492**	**244,816**	**305,643**	**258,507**	**370,533**	**316,070**	**459,019**	**402,709**	**304,857**	**3,780,025**	**3,458,346**	**9.3%**	**2,980,442**	2,038,144	**21.2%**
FICA ADMINISTRATIVE	2,912	3,640	2,912	3,563	2,912	3,640	2,912	3,640	2,912	2,912	3,640	2,912	38,507	36,104	6.7%	31,768	20,717	17.5%
FICA SR CAPTAINS	4,751	5,327	4,302	4,671	4,174	5,899	4,835	7,533	5,793	8,605	6,672	5,371	67,933	58,169	16.8%	41,247	32,249	39.3%
FICA UNIONDECKHANDS	5,486	6,085	4,637	5,625	4,768	6,278	4,609	5,909	4,838	7,951	6,481	7,386	70,053	73,595	-4.8%	75,061	40,432	-7.1%
FICA NONUNION DECKHANDS	751	802	685	1,008	789	1,170	969	2,330	3,052	5,327	4,551	532	21,966	13,121	67.4%	11,797	7,026	46.3%
FICA CREW TOTAL	10,988	12,214	9,624	11,304	9,731	13,347	10,413	15,772	13,683	21,883	17,704	13,289	159,952	144,885	10.4%	128,123	79,709	19.9%
FICA MAINTENANCE	1,256	1,559	1,265	1,248	1,233	1,695	1,383	1,683	1,400	1,524	1,765	1,354	17,365	17,014	2.1%	13,078	9,569	24.7%
FICA -SALES	566	698	585	528	528	713	570	827	761	991	1,057	685	8,509	10,035	-15.2%	7,124	4,319	16.3%
FICA TICKET OFFICE	1,023	1,191	852	1,186	891	249	926	1,266	2,208	3,312	3,009	1,332	17,445	10,451	66.9%	12,256	6,772	29.7%
FICA OPS AGENTS	2,732	3,249	2,601	2,539	2,192	2,209	2,348	3,627	1,993	3,271	2,104	2,527	31,392	32,191	-2.5%	26,372	19,989	16.0%
FICA OPERATIONS MANAGER	1,243	1,554	1,243	1,243	1,243	1,529	1,223	1,529	1,223	1,223	1,529	1,223	16,005	13,884	15.3%	11,428	8,905	28.6%
STATE UNEMPLOYMENT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	4	-11	0.0%
FICA OTHER TOTAL	6,820	8,251	6,546	6,744	6,087	6,395	6,450	8,932	7,585	10,321	9,464	7,121	90,716	83,575	15%	70,262	49,543	22.5%
Taxes	**20,720**	**24,105**	**19,082**	**21,611**	**18,730**	**23,382**	**19,775**	**28,344**	**24,180**	**35,116**	**30,808**	**23,322**	**289,175**	**264,564**	**9.3%**	**230,155**	**149,969**	**20.4%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
HEALTH - ADMINISTRATIVE	6,260	6,260	6,260	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	81,317	66,612	22.1%	28,138	43,515	65.4%
DENTAL INSURANCE ADMINISTRATIVE	490	490	490	529	529	529	529	529	529	529	529	529	6,233	5,551	12.3%	4,904	3,033	21.3%
LIFE INSURANCE ADMINISTRATIVE	20	20	20	22	22	22	22	22	22	22	22	22	254	465.2	-45.3%	200	120	21.4%
ADMINISTRATION	6,770	6,770	6,770	7,499	7,499	7,499	7,499	7,499	7,499	7,499	7,499	7,499	87,805	72,629	20.9%	33,243	46,667	62.1%
HEALTH INSURANCE CREW	24,858	24,858	24,858	27,592	27,592	27,592	27,592	27,592	27,592	27,592	27,592	27,592	322,905	240,828	34.1%	171,037	163,381	47.0%
DENTAL INSURANCE CREW	1,980	1,980	1,980	2,138	2,138	2,138	2,138	2,138	2,138	2,138	2,138	2,138	25,186	10,464	140.7%	21,640	15,458	14.1%
LIFE INSURANCE CREW	98	98	98	106	106	106	106	106	106	106	106	106	1,247	781.88	59.4%	1,016	577	18.5%
CREW	26,936	26,936	26,936	29,837	29,837	29,837	29,837	29,837	29,837	29,837	29,837	29,837	349,338	252,074	38.6%	193,693	179,415	44.6%
HEALTH INSURANCE MAINTENANCE	1,472	1,472	1,472	1,634	1,634	1,634	1,634	1,634	1,634	1,634	1,634	1,634	19,121	17,294	10.6%	9,892	9,839	48.3%
DENTAL INSURANCE MAINTENANCE	285	285	285	308	308	308	308	308	308	308	308	308	3,625	4,861	-25.4%	2,222	1,715	38.7%
LIFE INSURANCE MAINTENANCE	12	12	12	13	13	13	13	13	13	13	13	13	153	432.72	-64.7%	116	67	24.0%
MAINTENANCE	1,769	1,769	1,769	1,955	1,955	1,955	1,955	1,955	1,955	1,955	1,955	1,955	22,899	22,587	1.4%	12,230	11,621	46.6%
HEALTH INSURANCE SALES	1,360	1,360	1,360	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	17,666	16,717	5.7%	4,593	10,068	74.0%
DENTAL INSURANCE SALES	42	42	42	45	45	45	45	45	45	45	45	45	534	4138.52	-87.1%	436	279	18.4%
LIFE INSURANCE SALES	4	4	4	4	4	4	4	4	4	4	4	4	51	400.24	-87.3%	32	21	37.1%
SALES	1,406	1,406	1,406	1,559	1,559	1,559	1,559	1,559	1,559	1,559	1,559	1,559	18,252	21,256	-14.1%	5,061	10,369	72.3%
HEALTH INSURANCE OPS AGENT	8,502	8,502	8,502	9,437	9,437	9,437	9,437	9,437	9,437	9,437	9,437	9,437	110,441	99,918	10.5%	47,978	48,969	56.6%
DENTAL INSURANCE OPS AGENT	385	385	385	416	416	416	416	416	416	416	416	416	4,897	5,633	-13.1%	4,650	2,255	5.0%
LIFE INSURANCE OPS AGENT	28	28	28	30	30	30	30	30	30	30	30	30	356	481.44	-26.0%	232	93	34.9%
OPS AGENT	8,915	8,915	8,915	9,883	9,883	9,883	9,883	9,883	9,883	9,883	9,883	9,883	115,694	106,032	9.1%	52,861	51,316	54.3%
HEALTH INSURANCE OPERATIONS MANAGER	2,650	2,650	2,650	2,942	2,942	2,942	2,942	2,942	2,942	2,942	2,942	2,942	34,424	16,973	102.8%	47,978	10,122	-39.4%
DENTAL INSURANCE OPERATIONS MANAGER	126	126	126	136	136	136	136	136	136	136	136	136	1,603	4438.96	-63.9%	4,650	851	-190.1%
LIFE INSURANCE OPERATIONS MANAGER	9	9	9	10	10	10	10	10	10	10	10	10	114	420.54	-72.8%	232	46	-102.7%
OPERATIONS MANAGEMENT	2,785	2,785	2,785	3,087	3,087	3,087	3,087	3,087	3,087	3,087	3,087	3,087	36,141	21,833	65.5%	52,861	11,019	-46.3%
Insurances	**48,581**	**48,581**	**48,581**	**53,821**	**53,821**	**53,821**	**53,821**	**53,821**	**53,821**	**53,821**	**53,821**	**53,821**	**630,128**	**496,411**	**26.9%**	**314,581**	**310,407**	**50.1%**
Employee Related Expense	**2,156**	**1,898**	**21,156**	**1,348**	**1,348**	**1,348**	**1,348**	**1,606**	**1,694**	**2,222**	**2,222**	**1,694**	**40,038**	**34,015**	**17.7%**	**17,984**	**18,790**	**55.1%**
Pension	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**39,944**	**479,327**	**438,536**	**9.3%**	**377,880**	**288,870**	**21.2%**
5. EXPENSE: PERSONNEL TOTAL	**382,253**	**429,623**	**378,195**	**399,215**	**358,658**	**424,137**	**373,394**	**494,247**	**435,708**	**590,122**	**529,504**	**423,637**	**5,218,693**	**4,691,872**	**11.2%**	**3,921,042**	**2,806,181**	**24.9%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
6. EXPENSE: VESSELS																		
GENERAL REPAIRS SHOP	450	4,000	450	450	450	450	450	450	450	450	450	450	8,950	7,350	21.8%	3,917	8,603	56.2%
DIVING GENERAL	0	0	0	0	0	0	0	0	0	0	0	0	0	0		0	0	0.0%
GENERAL	450	4,000	450	450	450	450	450	450	450	450	450	450	8,950	7,350	21.8%	3,917	8,603	56.2%
GENERAL REPAIRS MACHIGONNE	6,264	6,264	6,264	6,264	6,264	6,264	6,264	6,264	8,100	8,100	6,264	6,264	78,840	73,000	8.0%	85,515	31,517	-8.5%
DRYDOCK MACHIGONNE	0	0	0	0	0	300,000	150,000	0	0	0	0	0	450,000	0	0.0%	414,147	0	0.0%
DIVING MACHIGONNE	1,400	1,000	1,000	0	0	0	3,000	3,000	3,000	3,400	3,000	3,000	21,800	21,800	0.0%	22,674	8,888	-4.0%
OIL CHANGE MACHIGONNE	2,160	1,620	1,620	1,620	1,620	1,620	1,620	3,240	2,700	3,132	2,592	2,592	26,136	24,200	8.0%	19,675	18,935	24.7%
MACHIGONNE	9,824	8,884	8,884	7,884	7,884	307,884	160,884	12,504	13,800	14,632	11,856	11,856	576,776	119,000	384.7%	542,011	59,340	6.0%
GENERAL REPAIRS MAQUOIT	7,840	7,840	7,840	7,840	7,840	7,840	7,840	7,840	7,840	8,064	9,744	10,192	98,560	78,000	26.4%	77,615	41,362	21.3%
DRYDOCK MAQUOIT	0	0	0	0	0	0	0	0	0	0	0	0	0	550,000	0.0%	0	456,006	0.0%
DIVING MAQUOIT	2,000	1,000	600	0	0	0	2,600	3,500	3,500	3,500	3,500	3,500	23,700	23,700	0.0%	25,239	9,904	-6.5%
OIL CHANGE MAQUOIT	2,592	2,376	2,592	2,592	2,592	2,592	2,592	2,916	2,916	2,916	2,916	2,916	32,508	25,300	28.5%	31,969	16,650	1.7%
MAQUOIT	12,432	11,216	11,032	10,432	10,432	10,432	13,032	14,256	14,256	14,480	16,160	16,608	154,768	677,000	-77.1%	134,823	523,922	12.9%
GENERAL REPAIRS BAYMIST	5,500	3,300	1,650	1,650	2,200	2,200	4,400	6,600	5,500	2,750	2,200	3,850	41,800	36,500	14.5%	20,598	29,623	50.7%
DRYDOCK BAY MIST	0	0	265,000	220,000	0	0	0	0	0	0	0	0	485,000	0	0.0%	257,608	0	0.0%
DIVING BAY MIST	1,400	500	0	0	0	0	500	1,400	1,400	1,400	1,400	1,400	9,400	9,400	0.0%	10,296	6,079	-9.5%
OIL CHANGE BAY MIST	432	0	0	0	0	432	0	0	1,080	1,512	1,296	864	5,616	5,200	8.0%	3,836	2,043	31.7%
BAY MIST	7,332	3,800	266,650	221,650	2,200	2,632	4,900	8,000	7,980	5,662	4,896	6,114	541,816	51,100	960.3%	292,339	37,745	46.0%
GENERAL REPAIRS AUCO	5,500	3,850	3,850	4,180	3,850	5,500	5,830	9,900	5,500	10,340	5,500	5,500	69,300	63,000	10.0%	79,556	22,469	-14.8%
DRYDOCK AUCO	0	0	0	0	0	0	0	325,000	0	0	0	0	325,000	50,000	0.0%	196,104	0	0.0%
DIVING AUCO	3,100	1,500	400	0	0	0	0	3,100	3,100	4,500	4,500	3,100	23,300	23,300	0.0%	24,599	9,970	-5.6%
OIL CHANGE AUCO	1,080	2,160	2,160	2,160	2,160	1,080	1,080	1,080	2,160	2,160	2,160	2,160	21,600	20,000	8.0%	9,436	22,213	56.3%
AUCOCISCO	9,680	7,510	6,410	6,340	6,010	6,580	6,910	339,080	10,760	17,000	12,160	10,760	439,200	156,300	181.0%	309,695	54,652	29.5%
GENERAL REPAIRS WABANKI	4,708	4,708	2,354	2,140	2,140	2,140	5,350	5,350	4,280	4,280	4,280	4,708	46,438	39,200	18.5%	22,758	49,585	51.0%
DRYDOCK WABANKI	0	0	0	0	0	0	0	0	0	0	0	0	0	390,000	0.0%	0	497,928	0.0%
DIVING WABANAKI	3,000	0	0	0	0	0	1,000	3,000	3,500	3,800	3,500	3,000	20,800	20,800	0.0%	20,402	10,004	1.9%
OIL CHANGE WABANKI	2,160	2,160	0	2,160	2,160	2,160	2,160	2,160	2,700	2,700	2,700	2,700	25,920	24,000	8.0%	19,965	10,157	23.0%
WABANAKI	9,868	6,868	2,354	4,300	4,300	4,300	8,510	10,510	10,480	10,780	10,480	10,408	93,158	474,000	-80.3%	63,125	567,674	32.2%
Repairs	**49,586**	**42,278**	**295,780**	**251,056**	**31,276**	**332,278**	**194,686**	**384,800**	**57,726**	**63,004**	**56,002**	**56,196**	**1,814,668**	**1,484,750**	**22.2%**	**1,345,910**	**1,251,936**	**25.8%**
FUEL MACHIGONNE	34,814	27,833	27,395	33,516	27,060	23,124	31,845	18,114	20,771	34,310	28,434	25,598	332,812	162,969	104.2%	186,405	102,564	44.0%
FUEL MAQUOIT	37,101	33,979	36,396	16,509	0	30,262	39,822	32,489	27,235	36,847	27,468	28,051	346,159	170,216	103.4%	236,830	86,205	31.6%
FUEL BAY MIST	1,733	1,774	2,943	3,015	796	2,542	4,232	2,698	1,890	5,618	4,891	1,987	34,118	17,043	100.2%	20,603	7,661	39.6%
FUEL AUCO	9,442	26,139	23,967	24,102	4,029	4,226	12,989	6,669	11,915	38,809	32,024	16,233	210,543	102,039	106.3%	95,697	104,702	54.5%
FUEL WABANAKI	16,970	0	0	25,535	28,332	16,381	16,290	23,470	14,228	22,611	20,958	15,695	200,469	99,602	101.3%	151,852	75,374	24.3%
Fuel	**100,060**	**89,725**	**90,701**	**102,677**	**60,216**	**76,533**	**105,178**	**83,439**	**76,040**	**138,194**	**113,775**	**87,564**	**1,124,101**	**551,868**	**103.7%**	**691,388**	**376,505**	**38.5%**
Insurance Boat	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**6,600**	**79,200**	**79,200**	**0.0%**	**69,681**	**50,077**	**12.0%**
6. EXPENSE: VESSELS TOTAL	**156,246**	**138,603**	**393,081**	**360,333**	**98,092**	**415,411**	**306,464**	**474,839**	**140,366**	**207,798**	**176,377**	**150,360**	**3,017,969**	**2,115,818**	**42.6%**	**2,106,979**	**1,678,518**	**30.2%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
7. EXPENSE: OPERATIONS																		
Telephone	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**1,870**	**22,440**	**22,440**	**0.0%**	**20,053**	**16,660**	**10.6%**
Mail Agent	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**935**	**11,220**	**11,220**	**0.0%**	**11,220**	**7,480**	**0.0%**
COMPUTERS	23,687	9,246	9,246	89,246	9,246	9,246	9,246	9,246	9,246	9,246	9,246	9,246	205,398	253,192	-18.9%	136,183	214,004	33.7%
TICKET FORMS	0	0	0	0	2,500	4,000	3,700	0	0	0	2,500	0	12,700	12,700	0.0%	18,418	579	-45.0%
OFFICE SUPPLIES	600	1,200	600	1,800	2,200	1,400	1,200	1,800	1,200	1,200	1,200	1,500	15,900	15,900	0.0%	14,391	382	9.5%
SECURITY (ARMORED CAR)	660	660	660	660	660	660	660	660	660	660	660	660	7,920	5,280	50.0%	4,972	8,899	37.2%
CREW FOOD	270	950	850	325	150	150	650	2,450	1,800	3,200	3,200	1,088	15,083	9,695	55.6%	8,148	1,583	46.0%
TWIC CARDS	250	250	250	250	250	250	250	250	250	250	250	250	3,000	1,500	100.0%	1,002	2,860	66.6%
FOOD FOR MEETINGS	0	0	0	150	150	150	150	150	150	150	150	150	1,350	1,350	0.0%	4,875	1,628	0.0%
MISC	1,850	1,850	1,850	1,850	1,850	1,850	1,850	1,850	1,850	1,850	1,850	1,850	22,200	2,400	825.0%	9,462	19,435	57.4%
EMPLOYEE RECOGNITION	3,500	14,000	200	200	200	200	200	200	200	200	25,000	200	44,300	14,300	0.0%	26,584	11,910	40.0%
INTERNET	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	13,260	7,500	76.8%	6,382	6,823	51.9%
Office	**31,922**	**29,261**	**14,761**	**95,586**	**18,311**	**19,011**	**19,011**	**17,711**	**16,461**	**17,861**	**45,161**	**16,049**	**341,111**	**323,817**	**5.3%**	**230,418**	**268,102**	**32.5%**
Credit Card	**22,080**	**10,944**	**6,720**	**6,384**	**6,384**	**4,378**	**4,560**	**8,573**	**12,221**	**20,064**	**32,832**	**34,656**	**169,795**	**141,496**	**20.0%**	**142,042**	**78,880**	**16.3%**
Postage	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**480**	**5,760**	**3,360**	**71.4%**	**3,249**	**3,059**	**43.6%**
Travel	**4,200**	**2,800**	**4,200**	**2,800**	**8,200**	**2,800**	**4,200**	**2,800**	**4,200**	**2,800**	**4,200**	**2,800**	**46,000**	**16,500**	**178.8%**	**18,333**	**2,697**	**60.1%**
EMPLOYEE INJURIES	1,000	3,500	2,000	0	0	0	0	1,000	1,500	450	0	0	9,450	9,450	0.0%	5,263	997	44.3%
EMPLOYEE LOST TIME	0	250	0	0	0	0	0	0	250	0	0	0	500	500	0.0%	0	0	100.0%
CUSTOMER INJURIES	0	0	0	0	0	0	0	600	0	0	0	600	1,200	1,200		2,604	1,047	-117.0%
FREIGHT DAMAGES	450	250	0	0	0	0	0	450	1,800	800	3,100	450	7,300	7,300	0.0%	0	0	100.0%
DAMAGES CARS	2,000	0	0	0	0	0	0	0	750	0	1,000	750	4,500	4,500	0.0%	6,726	2,307	-49.5%
Damages	**3,450**	**4,000**	**2,000**	**0**	**0**	**0**	**0**	**2,050**	**4,300**	**1,250**	**4,100**	**1,800**	**22,950**	**22,950**	**0.0%**	**14,593**	**4,352**	**36.4%**
Other Insurances	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**2,490**	**29,880**	**29,880**	**0.0%**	**29,255**	**35,729**	**2.1%**
VAN	300	0	300	0	800	0	800	0	300	0	300	0	2,800	1,200	133.3%	1,654	1,887	40.9%
OVER/SHORT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	128	85	0.0%
METRO PASSES	0	0	0	0	0	0	0	0	0	0	0	0	0	4,180	-100.0%	4,778	0	#DIV/0!
LOST PASSES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	-82	-16	0.0%
NEWSPAPER ADS	0	200	0	200	0	200	0	200	0	0	200	0	1,000	1,000	0.0%	3,572	1,425	-257.2%
WATER TAXI	300	200	0	0	0	0	0	100	100	400	250	250	1,600	1,600	0.0%	840	885	47.5%
REAGGAE SECURITY	0	0	0	0	0	0	0	1,063	2,125	2,125	2,657	531	8,501	8,501	0.0%	7,143	0	16.0%
Miscellaneous	**600**	**400**	**300**	**200**	**800**	**200**	**800**	**1,363**	**2,525**	**2,525**	**3,407**	**781**	**13,901**	**16,547**	**-16.0%**	**18,033**	**4,266**	**-29.7%**
Barge Subcontracting	**500**	**500**	**0**	**0**	**21,000**	**95,000**	**21,000**	**0**	**2,000**	**1,000**	**0**	**2,000**	**143,000**	**8,500**	**1582.4%**	**75,550**	**3,525**	**47.2%**
LEGAL	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	4,600	55,200	55,200	0.0%	39,022	30,599	29.3%
HUMAN PERFORMANCE	1,605	1,070	1,070	1,605	1,070	1,070	1,605	1,070	1,070	1,605	1,070	1,070	14,980	14,980	0.0%	12,190	7,350	18.6%
PHYSICALS/	0	0	0	0	0	0	0	1,800	2,100	300	300	300	4,800	4,800	0.0%	3,614	1,128	24.7%
DRUG TESTS	250	250	250	300	250	250	250	1,800	1,500	250	250	300	5,900	5,900	0.0%	5,135	2,772	0.0%
ACCOUNTANTS	0	0	0	13,200	0	0	1,200	0	0	0	0	0	14,400	13,800	4.3%	13,200	11,600	8.3%
OTHER	0	0	0	2,000	2,000	0	0	0	0	0	0	0	4,000	4,000	0.0%	2,200	385	45.0%
ELECTION EXPENSES	0	800	0	0	0	0	0	0	0	0	0	0	800	800	0.0%	544	0	32.0%
HUMAN RESOURCES	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
Professional	**6,455**	**6,720**	**5,920**	**21,705**	**7,920**	**5,920**	**7,655**	**9,270**	**9,270**	**6,755**	**6,220**	**6,270**	**100,080**	**99,480**	**0.6%**	**75,904**	**53,834**	**24.2%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
Dues & PUC	**0**	**175**	**4,100**	**175**	**0**	**0**	**725**	**11,700**	**100**	**0**	**4,000**	**0**	**20,975**	**20,975**	**0.0%**	**20,024**	**4,475**	**4.5%**
Uniforms	**500**	**12,650**	**1,460**	**965**	**680**	**680**	**2,650**	**2,650**	**400**	**350**	**350**	**350**	**23,685**	**23,685**	0.0%	**21,478**	**16,889**	**9.3%**
Boots	**950**	**800**	**1,100**	**300**	**600**	**450**	**1,200**	**850**	**2,900**	**1,400**	**1,200**	**730**	**12,480**	**12,480**	0.0%	**8,783**	**2,625**	**29.6%**
Training	**450**	**1,850**	**1,850**	**450**	**2,625**	**450**	**2,625**	**450**	**450**	**450**	**450**	**450**	**12,550**	**12,550**	**0.0%**	**2,789**	**2,823**	**77.8%**
7. EXPENSE: OPERATIONS TOTAL	**76,882**	**75,875**	**48,186**	**134,340**	**72,295**	**134,664**	**70,201**	**63,192**	**60,602**	**60,231**	**107,695**	**71,662**	**975,827**	**765,880**	**27.4%**	**691,726**	**505,396**	**29.1%**
8. EXPENSE: TERMINAL																		
UTILITIES TERMINAL	3,735	4,276	4,276	4,276	4,276	4,276	3,735	3,735	3,735	3,735	3,735	3,735	47,523	35,424	34.2%	35,467	32,342	25.4%
WATER	806	480	499	403	403	504	504	912	1,190	1,406	1,406	1,382	9,898	8,248	20.0%	10,299	5,805	-4.1%
TERMINAL HEAT	570	2,074	4,320	5,357	6,048	6,048	2,419	1,166	518	389	346	389	29,644	18,527	60.0%	16,433	10,600	44.6%
UTILITIES PEAKS	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800	0.0%	496	1,075	72.4%
Utilities	**5,262**	**6,979**	**9,245**	**10,186**	**10,877**	**10,978**	**6,808**	**5,963**	**5,594**	**5,680**	**5,637**	**5,656**	**88,865**	**63,999**	**38.9%**	**62,696**	**49,823**	**29.4%**
JANITORIAL TERMINAL ROUTINE	9,120	9,120	9,120	9,120	9,120	9,120	9,120	9,120	9,120	9,120	9,120	9,120	109,440	91,200	20.0%	85,582	61,183	21.8%
JANITORIAL PEAKS	1,200	750	600	750	600	750	600	648	1,200	1,200	1,500	1,200	10,998	4,740	132.0%	4,995	5,355	54.6%
Janitorial	**10,320**	**9,870**	**9,720**	**9,870**	**9,720**	**9,870**	**9,720**	**9,768**	**10,320**	**10,320**	**10,620**	**10,320**	**120,438**	**95,940**	**25.5%**	**90,577**	**66,538**	**24.8%**
Rent	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**2,995**	**35,940**	**35,940**	**0.0%**	**35,285**	**23,963**	**1.8%**
FIRE ALARMS	900	900	900	900	900	900	900	900	900	900	900	900	10,800	6,000	80.0%	8,760	7,834	18.9%
PEST CONTROL	110	110	110	110	110	110	110	110	110	110	110	110	1,325	1,104	20.0%	1,078	774	18.6%
TRASH REMOVAL	1,150	785	785	785	785	785	785	785	1,150	1,150	1,150	1,150	11,245	11,245	0.0%	11,529	6,877	-2.5%
PAPER PRODUTCS/CLEANING SUPPLIES	3,450	2,000	1,850	2,150	2,150	2,150	2,150	2,150	3,650	5,250	5,150	4,000	36,100	36,100	0.0%	14,980	21,884	58.5%
FREIGHT EQUIPMENT AND SUPPLIES	0	1,000	0	1,000	0	1,000	0	2,400	2,000	1,000	1,000	1,000	10,400	5,200	100.0%	1,088	9,941	89.5%
RUG RENTAL	450	450	450	450	450	450	450	450	450	450	485	450	5,435	5,435	0.0%	3,223	1,692	40.7%
MISCELLANEOUS TERMINAL EXPENSE	1,200	6,800	6,300	3,300	3,300	3,300	1,240	1,200	7,500	4,400	4,400	5,500	48,440	48,440	0.0%	61,592	25,312	-27.2%
PROPANE	600	770	600	600	600	600	660	950	750	1,300	1,200	1,000	9,630	9,630	0.0%	9,422	5,369	2.2%
FORKLIFTS MAINTENANCE	500	500	500	500	500	500	500	500	500	500	500	500	6,000	1,000	500.0%	3,374	7,542	43.8%
WINDOW/PIER POWER WASHING	600	0	0	600	0	0	600	0	2,000	600	0	0	4,400	4,400	0.0%	2,970	0	32.5%
PIER/TRANSFER BRIDGE	1,600	0	0	1,600	0	0	0	1,600	1,600	0	0	1,600	8,000	8,000	0.0%	16,075	4,300	-100.9%
PLOWING TERMINAL	0	0	1,800	1,800	1,800	0	0	0	0	0	0	0	5,400	3,000	80.0%	3,412	5,025	36.8%
PLOWING PEAKS	0	0	4,000	6,800	3,200	2,200	0	0	0	0	0	0	16,200	16,200	0.0%	12,270	7,800	24.3%
Maintenance	**10,560**	**13,315**	**17,295**	**20,595**	**13,795**	**11,995**	**7,395**	**11,045**	**20,610**	**15,660**	**14,895**	**16,210**	**173,375**	**155,754**	**11.3%**	**149,773**	**104,350**	**13.6%**
8. EXPENSE: TERMINAL TOTAL	**29,137**	**33,160**	**39,255**	**43,646**	**37,387**	**35,838**	**26,919**	**29,772**	**39,519**	**34,656**	**34,147**	**35,182**	**418,617**	**351,633**	**19.0%**	**338,331**	**244,674**	**19.2%**

	October-22 Budget	November-22 Budget	December-22 Budget	January-23 Budget	February-23 Budget	March-23 Budget	April-23 Budget	May-23 Budget	June-23 Budget	July-23 Budget	August-23 Budget	September-23 Budget	TOTAL FY2023 Budget	TOTAL FY2022 Budget	Budget Variance	ACTUAL FY2019	ACTUAL FY2022 thru May	BUD FY23 as compared to ACT FY19
9. EXPENSE: SALES																		
NEWSPAPER ADS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
BROCHURE	0	0	0	6,000	0	0	0	0	0	0	0	0	6,000	5,000	20.0%	6,836	835	-13.9%
SAILING SCHEDULE	2,000	0	2,200	0	0	0	0	2,200	2,200	0	1,200	0	9,800	9,800	0.0%	10,308	2,631	-5.2%
PUBLICATIONS	750	750	500	750	500	760	500	250	500	300	250	250	6,060	6,060	0.0%	6,115	3,342	-0.9%
ADVERTISING DUES	0	0	750	0	0	750	0	0	750	0	0	750	3,000	3,000	0.0%	3,390	1,600	-13.0%
MILEAGE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	206	0	0.0%
OTHER ADVERTISING EXPENSE	0	250	250	150	250	255	613	870	520	995	1,045	1,758	6,955	6,955	0.0%	5,604	1,400	19.4%
ONLINE ADVERTISING	300	300	300	300	300	300	300	300	300	300	300	300	3,600	14,400	-75.0%	11,269	3,131	-213.0%
RADIO ADS	0	0	0	0	0	6,000	6,000	6,000	6,000	6,000	5,000	6,000	41,000	29,000	41.4%	32,928	2,795	19.7%
SPECIAL EVENT CRUISES	0	0	0	2,000	0	2,750	0	0	0	0	0	0	4,750	0		5,272	0	0.0%
WEBSITE MAINTENANCE	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	28,800	28,800	0.0%	7,844	716	72.8%
KIOSK ITEMS	0	1,000	1,000	0	500	0	500	750	1,500	1,500	1,500	750	9,000	6,000	50.0%	1,260	348	86.0%
MARKETING & COMMUNICATIONS	6,400	6,400	6,400	6,400	6,400	6,400	13,900	6,400	6,400	13,900	6,400	6,400	91,800	81,000		73,795	50,762	19.6%
Advertising	**11,850**	**11,100**	**13,800**	**18,000**	**10,350**	**19,615**	**24,213**	**19,170**	**20,570**	**25,395**	**18,095**	**18,608**	**210,765**	**190,015**	10.9%	**164,828**	**67,559**	**21.8%**
Concert Cruises	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**5,000**	**5,000**	**5,000**	**750**	**15,750**	**15,750**	**0.0%**	**20,499**	**0**	**0.0%**
BEVERAGES	750	250	250	0	0	0	1,250	4,500	5,400	8,500	5,500	2,500	28,900	28,900	0.0%	32,474	4,886	0.0%
OTHER BAR EXPENSE	2,000	0	2,500	2,500	0	0	0	1,850	3,520	2,270	1,470	1,820	17,930	17,930	0.0%	14,151	3,370	0.0%
SECURITY	1,125	500	150	0	0	150	0	1,000	3,000	4,000	3,500	1,250	14,675	14,675	0.0%	13,818	1,528	0.0%
TOTAL BAR EXPENSE	3,875	750	2,900	2,500	0	150	1,250	7,350	11,920	14,770	10,470	5,570	61,505	61,505	0.0%	60,442	9,784	0.0%
LOBSTER BAKES	13,200	0	0	0	0	0	0	0	4,400	17,050	12,650	22,000	69,300	69,300	0.0%	69,357	268	0.0%
Catering	**17,075**	**750**	**2,900**	**2,500**	**0**	**150**	**1,250**	**7,350**	**16,320**	**31,820**	**23,120**	**27,570**	**130,805**	**130,805**	**0.0%**	**150,298**	**10,052**	**0.0%**
9. EXPENSE: SALES TOTAL	**28,925**	**11,850**	**16,700**	**20,500**	**10,350**	**19,765**	**25,463**	**26,520**	**41,890**	**62,215**	**46,215**	**46,928**	**357,320**	**336,570**	**6.2%**	**315,126**	**77,611**	**11.8%**
10. EXPENSE: DEBT SERVICE																		
INTEREST LINE OF CREDIT	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
10. EXPENSE: DEBT SERVICE TOTAL	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	0	**0**	0.0%	0	0	0.0%
11: EXPENSE: RESERVES																		0.0%
PROVISION FOR DEFICIT REDUCTION	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
PROVISION FOR FUND BALANCE USE (MAINT)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
PROVISION FOR FUND BALANCE DEPOSIT *	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0%	0	0	0.0%
11: EXPENSE: RESERVES	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	0	**0**	0.0%	0	0	0.0%
TOTAL EXPENSES	**673,444**	**689,111**	**875,418**	**958,034**	**576,782**	**1,029,815**	**802,441**	**1,088,570**	**718,086**	**955,021**	**893,938**	**727,768**	**9,988,426**	**8,261,774**	**20.9%**	**7,373,204**	**5,312,280**	**26.2%**
NET OPER INCOME (LOSS)	**-269,824**	**-484,108**	**-684,287**	**-811,696**	**-435,279**	**-866,870**	**-519,865**	**-622,522**	**30,748**	**262,915**	**253,374**	**-14,146**	**-4,161,561**	**-2,695,716**	**54.4%**	**-1,263,702**	**-3,113,864**	**69.6%**
FTA Preventative Maintenance Incl Ind Cost	0	0	0	0	0	0	0	0	0	46,271	74,716	77,432	198,420	0	0.0%	1,398,134	4,358	0.0%
FTA Rural	29,700	38,400	38,700	40,100	42,200	40,200	32,600	26,300	11,800	0	0	0	300,000	516,862	-42.0%	332,845	329,503	-10.9%
FTA Operating (CARES Act)	213,293	404,095	645,587	771,596	393,079	826,670	340,377	0	0	0	0	0	3,594,697	2,110,410	0.0%	0	2,332,162	0.0%
State Subsidy	26,831	41,613	0	0	0	0	0	0	0	0	0	0	68,444	68,444	0.0%	68,444	446,191	0.0%
TOTAL	**269,824**	**484,108**	**684,287**	**811,696**	**435,279**	**866,870**	**372,977**	**26,300**	**11,800**	**46,271**	**74,716**	**77,432**	4,161,561	**2,695,716**	54.4%	**1,799,423**	**3,112,214**	**56.8%**
SURPLUS/LOSS	**0**	**0**	**0**	**0**	**0**	**0**	**-146,888**	**-596,222**	**42,548**	**309,186**	**328,090**	**63,287**	0	**0**	0.0%	**530,497**	**-1,650**	**324668949.4%**