

**CBITD Revenues and Expenses
Overview**

	FY2018 BUDGET	DECEMBER				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY18
REVENUES											
SCH SERVICE	\$4,409,093	\$158,371	\$176,696	\$18,325	11.6%	\$626,220	\$653,767	\$27,547	4.4%	\$665,570	-1.8%
GR SALES	\$983,842	\$9,576	\$11,278	\$1,702	17.8%	\$77,140	\$85,062	\$7,922	10.3%	\$103,593	-17.9%
MISC	\$51,740	\$4,550	\$7,300	\$2,750	60.4%	\$13,940	\$16,808	\$2,868	20.6%	\$9,679	73.7%
TOTAL REVENUES	\$5,444,675	\$172,497	\$195,274	\$22,777	13.2%	\$717,300	\$755,637	\$38,337	5.3%	\$778,842	-3.0%
EXPENSES											
PERSONNEL	\$3,954,542	\$313,624	\$263,768	\$49,856	15.9%	\$905,595	\$880,275	\$25,320	2.8%	\$883,163	0.3%
VESSELS	\$2,248,006	\$86,137	\$93,638	-\$7,501	-8.7%	\$271,776	\$334,044	-\$62,268	-22.9%	\$251,893	-32.6%
OPERATIONS	\$579,546	\$54,323	\$45,028	\$9,295	17.1%	\$155,397	\$142,837	\$12,560	8.1%	\$107,226	-33.2%
TERMINAL	\$311,873	\$30,038	\$24,632	\$5,406	18.0%	\$78,637	\$79,104	-\$467	-0.6%	\$76,214	-3.8%
SALES	\$296,220	\$13,400	\$7,871	\$5,529	41.3%	\$49,975	\$43,851	\$6,124	12.3%	\$40,331	-8.7%
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	\$497,522	\$434,937	\$62,585	12.6%	\$1,461,380	\$1,480,110	-\$18,731	-1.3%	\$1,358,827	-8.9%
OPERATING SURPLUS/LOSS	-\$1,945,512	-\$325,025	-\$239,663	\$85,362	26.3%	-\$744,080	-\$724,473	\$19,607	2.6%	-\$579,985	-24.9%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,559,843	\$45,217	\$45,199	-\$18	0.0%	\$133,324	\$212,219	\$78,895	59.2%	\$82,260	158.0%
FTA RURAL REVENUE	\$285,000	\$38,700	\$33,640	-\$5,060	-13.1%	\$100,100	\$112,479	\$12,379	12.4%	\$15,000	649.9%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$15,000	\$23,604	\$8,604	0.0%	\$15,000	\$68,444	\$53,444	0.0%	\$0	0.0%
TOTAL OP GRANT RESERVES	\$1,913,287	\$98,917	\$102,443	\$3,526	3.6%	\$248,424	\$393,142	\$144,718	58.3%	\$97,260	304.2%
SURPLUS/LOSS	-\$32,225	-\$226,108	-\$137,220	\$88,888	39.3%	-\$495,656	-\$331,331	\$164,325	33.2%	-\$482,725	31.4%

**CBITD Revenues
Summary**

	FY2018 BUDGET	DECEMBER				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$76,533	\$76,001	-\$532	-0.7%	\$313,222	\$296,940	-\$16,282	-5.2%	\$315,954	-6.0%
VEHICLE	1,029,036	44,271	52,210	\$7,939	17.9%	167,073	190,003	\$22,930	13.7%	188,981	0.5%
FREIGHT	780,892	31,737	42,337	\$10,600	33.4%	128,435	148,598	\$20,163	15.7%	142,836	4.0%
MAIL	69,960	5,830	6,149	\$319	5.5%	17,490	18,226	\$736	4.2%	17,800	2.4%
TOTAL	\$4,409,093	\$158,371	\$176,697	\$18,326	11.6%	\$626,220	\$653,767	\$27,547	4.4%	\$665,571	-1.8%
GR SALES											
TOURS	\$561,544	\$2,820	\$6,219	\$3,399	120.5%	\$45,898	\$52,383	\$6,485	14.1%	\$66,156	-20.8%
CHARTERS	197,500	1,500	0	-1,500	0.0%	20,000	6,450	-13,550	-67.8%	19,344	-66.7%
CATERING	186,125	1,000	1,038	38	3.8%	3,500	20,463	16,963	484.7%	13,377	53.0%
VENDING	8,000	500	0	-500	-100.0%	1,750	1,157	-593	-33.9%	1,840	-37.1%
PROMOTIONAL	6,500	0	0	0	#DIV/0!	1,900	0	-1,900	-100.0%	0	#DIV/0!
ADVERTISING	24,173	3,756	4,021	265	7.1%	4,092	4,609	517	12.6%	2,875	60.3%
TOTAL	\$983,842	\$9,576	\$11,278	\$1,702	17.8%	\$77,140	\$85,062	\$7,922	10.3%	\$103,592	-17.9%
OTHER INCOME											
MISC	11,490	800	2,625	\$1,825	228.1%	2,290	5,107	\$2,817	123.0%	4,300	18.8%
INTEREST	40,250	3,750	4,675	925	24.7%	11,650	11,701	51	0.4%	5,379	117.5%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0		0	0.0%
TOTAL	\$51,740	\$4,550	\$7,300	\$2,750	60.4%	\$13,940	\$16,808	\$2,868	20.6%	\$9,679	73.7%
TOTAL OP REVENUES	\$5,444,675	\$172,497	\$195,275	\$22,778	13.2%	\$717,300	\$755,637	\$38,337	5.3%	\$778,842	-3.0%

**CBITD Expenses
Summary**

	FY2018 BUDGET	DECEMBER				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,981,303	\$235,017	\$191,270	\$43,747	18.6%	\$669,451	\$654,299	\$15,152	2.3%	\$661,177	1.0%
TAXES	233,876	18,418	14,552	3,866	21.0%	52,642	50,976	1,666	3.2%	49,450	-3.1%
EMPLOYEE INSURANCE	341,391	27,474	24,955	2,519	9.2%	82,422	75,754	6,668	8.1%	83,455	9.2%
EMPLOYEE RELATED EXP	20,090	1,225	1,501	-276	-22.5%	6,610	4,777	1,833	27.7%	9,440	49.4%
PENSION	377,882	31,490	31,490	0	0.0%	94,470	94,470	0	0.0%	79,641	-18.6%
TOTAL	\$3,954,542	\$313,624	\$263,768	\$49,856	15.9%	\$905,595	\$880,276	\$25,319	2.8%	\$883,163	0.3%
VESSELS											
REPAIRS	\$1,457,975	\$28,000	\$33,492	-\$5,492	-19.6%	\$100,175	\$141,386	-\$41,211	-41.1%	\$62,444	-126.4%
FUEL	683,567	49,265	54,339	-5,074	-10.3%	144,985	175,237	-30,252	-20.9%	162,833	-7.6%
INSURANCE	106,464	8,872	5,807	3,065	34.5%	26,616	17,420	9,196	34.6%	26,616	34.6%
TOTAL	\$2,248,006	\$86,137	\$93,638	-\$7,501	-8.7%	\$271,776	\$334,043	-\$62,267	-22.9%	\$251,893	-32.6%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,515	\$355	19.0%	\$5,610	\$4,576	\$1,034	18.4%	\$5,053	9.4%
MAIL AGENT	11,220	935	935	0	0.0%	2,805	2,805	0	0.0%	2,805	0.0%
OFFICE	175,092	27,073	12,845	14,228	52.6%	54,573	58,151	-3,578	-6.6%	37,370	-55.6%
CREDIT CARD	88,435	3,500	3,881	-381	-10.9%	20,700	26,928	-6,228	-30.1%	25,418	-5.9%
POSTAGE	1,894	150	356	-206	-137.3%	544	743	-199	-36.5%	719	-3.3%
TRAVEL	16,500	1,000	135	865	86.5%	6,000	2,237	3,763	62.7%	2,910	23.1%
DAMAGES	22,950	2,000	0	2,000	0.0%	8,650	304	8,346	96.5%	1,784	83.0%
OTHER INSURANCES	39,600	3,300	2,600	700	21.2%	9,900	7,800	2,100	21.2%	9,900	21.2%
MISCELLANEOUS	11,915	250	800	-550	-220.0%	1,500	1,801	-301	-20.1%	1,401	-28.6%
BARGE SUBCONTRACTING	53,500	0	100	-100	#DIV/0!	1,000	300	700	70.0%	200	0.0%
PROFESSIONAL	94,525	8,155	14,833	-6,678	-81.9%	32,865	27,462	5,403	0.0%	15,309	-79.4%
DUE & PUC	9,375	4,100	6,319	-2,219	0.0%	4,275	6,992	-2,717	0.0%	325	0.0%
UNIFORMS	22,350	1,540	445	1,095	71.1%	5,625	2,473	3,152	56.0%	3,149	21.5%
TRAINING	9,750	450	265	185	41.1%	1,350	265	1,085	80.4%	884	0.0%
TOTAL	\$579,546	\$54,323	\$45,029	\$9,294	17.1%	\$155,397	\$142,837	\$12,560	8.1%	\$107,227	-33.2%

**CBITD Expenses
Summary**

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		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$6,088	\$2,551	\$3,537	58.1%	\$14,652	\$12,300	\$2,352	16.1%	\$13,897	11.5%
JANITORIAL	\$72,540	\$5,890	\$5,929	-39	-0.7%	\$17,970	\$19,995	-2,025	-11.3%	\$17,176	-16.4%
RENT	35,940	2,995	4,000	-1,005	-33.6%	8,985	9,990	-1,005	-11.2%	9,334	-7.0%
MAINTENANCE	143,390	15,065	12,152	2,913	19.3%	37,030	36,818	212	0.6%	35,806	-2.8%
TOTAL	\$311,873	\$30,038	\$24,632	\$5,406	18.0%	\$78,637	\$79,103	-\$466	-0.6%	\$76,213	-3.8%
SALES											
ADVERTISING	\$153,915	\$10,500	\$5,434	\$5,066	48.2%	\$29,250	\$28,946	\$304	1.0%	\$31,437	7.9%
CATERING	142,305	2,900	2,437	463	16.0%	20,725	14,905	5,820	28.1%	8,894	-67.6%
TOTAL	\$296,220	\$13,400	\$7,871	\$5,529	41.3%	\$49,975	\$43,851	\$6,124	12.3%	\$40,331	-8.7%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,390,187	\$497,522	\$434,938	\$62,584	12.6%	\$1,461,380	\$1,480,110	-\$18,730	-1.3%	\$1,358,827	-8.9%
TOTAL OP REVENUES	\$5,444,675	\$172,497	\$195,275	\$22,778	13.2%	\$717,300	\$755,637	\$38,337	5.3%	\$778,842	-3.0%
OP SURPLUS/LOSS	-\$1,945,512	-\$325,025	-\$239,663	\$85,362	26.3%	-\$744,080	-\$724,473	\$19,607	2.6%	-\$579,985	-24.9%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,559,843	\$45,217	\$45,199	-\$18	0.0%	\$133,324	\$212,219	\$78,895	59.2%	\$82,260	158.0%
FTA RURAL 5311	285,000	38,700	33,640	-5,060	-13.1%	100,100	112,479	12,379	12.4%	15,000	649.9%
STATE SUBSIDY	68,444	15,000	23,604	8,604	0.0%	0	68,444	68,444	0.0%	0	0.0%
TOTAL	\$1,913,287	\$98,917	\$102,443	\$3,526	3.6%	\$233,424	\$393,142	\$159,718	68.4%	\$97,260	304.2%
SURPLUS/LOSS	-\$32,225	-\$226,108	-\$137,220	\$88,888	39.3%	-\$510,656	-\$331,331	\$179,325	35.1%	-\$482,725	31.4%