

FY 2022 Financial Notes:

For the Month of February 2022

Synopsis:

February was the first month the District conducted business utilizing the Rocket Rez point-of-sale software for both Ticket and Freight transactions. The month was filled with challenges, but staff did an incredible job learning and implementing the system while not allowing internal challenges to impact the customer service they provide. The greatest difficulty with the implementation came in the form of system reports that required extensive reconciliation in order to function for the day-to-day accounting needs of CBITD. This issue alone is responsible for the delay in publishing financial reports. The issues have now been rectified and CBITD does not expect any further delays looking forward.

February was characterized by favorable revenue and total expenses that were also favorable to budget, primarily due to delays in vessel drydock invoicing. February revenues were higher than planned by 17.0% at \$144K, while expenses were lower than planned by a factor of 33.2%. As compared to February 2021, a severely COVID impacted month, revenues were 19.0% higher in 2022 and expenses were lower by 25.5% in 2022. Operating results for February 2022 were 30.7% favorable to budget at -\$373K and were also favorable to February of last year by 34.9%. Grant revenues were capped at the loss for the month and were 45.0% below budget.

Revenue Assessment: Excellent

Current Month:

February Operating Revenue of \$144K closed 17.0% over budgeted amounts and 19.0% above the same period last fiscal year.

- Scheduled passenger revenues of \$45K were 31.3% lower than budget and 20.0% above the same period last year.
- Vehicle revenues of \$57K closed 100.5% higher than budget and 53.3% higher than the same period last year.
- Freight revenues were \$33K and closed 16.6% above budget and 24.5% lower than the same period last year.
- Group sales closed 48.7% above projections and was significantly higher than the same month last year which was only \$552.

Year to date (YTD):

YTD Operating Revenue was \$1.157M and was 16.3% ahead of budget and 13.1% ahead of the same period last fiscal year.

- Scheduled passenger revenues YTD were worse than budget by 5.8% and were up 13.5% as compared to last fiscal year.
- Vehicle revenues YTD of \$371K are better than budget by 65.2% and are 10.4% ahead of FY21 YTD.
- Freight revenues YTD of \$276K were 27.6% above budgeted numbers and were 9.8% behind last fiscal YTD.

- Group sales YTD of \$74K closed 13.4% behind budget but significantly above the same period last year which was only \$3.1K.
 - The Diamond Pass Run and Mailboat Run were offered starting in October 2021 and were responsible for the majority of Group Sales Revenue.

Expense Assessment: Very Good

Current Month:

February expenses of \$518K were 33.2% under budgeted amount and were 25.5% lower than February of last year. The primary cause for the under-budget performance was the delay in invoicing for Maquoit and Aucocisco drydocks.

- Personnel expenses were 1.6% under budget and 21.2% below February of last year.
 - o Admin Direct Offset was zero for the month.
 - o Employee insurances were at budget for the month.
- Vessel maintenance ended 69.3% under budget and 38.4% below February of last year.
 - Machigonne was over budget for February, primarily due to heavier preventative maintenance and oil change work than was anticipated. Total expense for the month was \$9.3K. Repairs were routine maintenance, as well as troubleshooting, and system inspection.
 - Maquoit maintenance for the month totaled \$7.7K and was also under budget, though no drydock expense was incurred in February, while \$250K was planned.
 Expense included a PA System repairs and other expense for the month was routine replacement and maintenance.
 - o Bay Mist was under budget for the month at \$160. The vessel has seen little use this winter, so repairs included small and general repairs aboard the vessel.
 - Aucocisco required \$10K in repairs during the month, which is favorable to budget, however progress billing for drydock was expected at \$50K however \$0 was realized. Repairs included routine service and specialized air filter replacement as well as other routine service.
 - Wabanaki for the month was \$32K, which was well over budget, primarily due to unbudgeted drydock expense of \$14K. The vessel required transmission work as well as exhaust work during the month that contributed to the \$32K in expense for the month.
 - Fuel was over budget in February at \$44K. CBL has locked fuel at \$1.85 per gallon. Fuel pricing is favorable and predictable through FY2022, despite currently increasing prices.
- Operations expense was 7.8% below budget and 41.8% lower than the same period last year.
 - Data processing included on-site fees for Rocket Rez consultants, network infrastructure maintenance and security upgrades as well as some POS hardware necessary for the Rocket Rez upgrade.
 - Credit card fees were over budget for the month, as sales were higher than planned for the month of January.
- Terminal expense was 15.9% over budget and 2.4% higher than last February.
 - Paper and Cleaning Supplies included various safety supplies and items and supplies to clean and sanitize terminal areas due to COVID-19.
 - There were some back billed utilities resulting in the over budget performance for the month.

- Terminal Misc. included general repairs and maintenance in and around the terminal
- Sales expense was under budget and closed 27.0% under projections and 92.8% higher than the same period last year.
 - Marketing included COVID-19 communications consulting and related services for the month.

Year to date (YTD):

YTD Expenses were 6.4% under budget and were 3.1% higher than last YTD.

- Personnel expenses YTD were 0.4% unfavorable to budget and 16.0% below last YTD, where crew platooning in response to COVID-19 resulted increase personnel expense.
 - Crew platooning was suspended as of mid-September 2021 which has impacted expenses favorably.
 - The District has covered employee medical contributions since the beginning of the COVID pandemic.
 - o MMA collective bargaining agreement is due to expire in March 2022.
- Vessel maintenance was 12.7% under budget and 74.4% higher than last fiscal YTD.
 - Wabanaki drydock expense currently stands at \$483K and was budgeted at \$290K.
 - o Maquoit is planned for Drydock in 2022.
 - Aucocisco is planned for Drydock in 2022.
 - o CBL has locked fuel at \$1.85 per gallon. Fuel pricing is favorable and predictable through FY2022, despite currently increasing prices.
- Operations expense was 10.5% under budget and 6.3% over last YTD.
 - o In January, the District incurred \$80K expense to implement new ticketing and freight software at the POS.
- Terminal expense was 4.5% unfavorable to budget and 5.9% lower than last YTD.
- Sales expense YTD was 55.4% below budget and 20.4% above last YTD.

Operating Surplus/Loss: Very Good

Current Month:

Operating result of -\$373K was 30.7% favorable to budget and 34.9% favorable to the same period last year, which was -\$574K.

Year to date (YTD):

YTD operating result of -\$2.059M was 5.5% favorable to budget and 1.8% favorable to last YTD where the result was -2.096M.

Grant Revenues: Very Good

Current Month:

Grant revenue of \$354K for the month were capped at the loss for February and as a result were 45.0% unfavorable to budget and 36.5% favorable to February of last year.

Year to date (YTD):

Grant revenue YTD of \$2.040M is 16.1% below budget, and 1.1% lower than last YTD. The single largest constraint to increased grant revenue has been ticket, freight and vehicle revenue that has been higher than planned, which reduced CBITD's ability to draw against un-funded expenses.

Surplus/Loss: Good

Current Month:

Final result of -\$19K was a larger loss than planned, but the loss will be recovered in March and the District.

Year to date (YTD):

Our current YTD result is \$-19K, which is a larger loss than planned, but the loss will be recovered in March and the District will return to \$0 Surplus/Loss for the year-to-date.

Line of Credit Balance: Currently \$0 with an available credit balance of \$2,000,000

CBITD Revenues and Expenses Summary

REVENUES								
SCH SERVICE								
GR SALES								
MISC								
TOTAL REVENUES								

EXPENSES

PERSONNEL
VESSELS
OPERATIONS
TERMINAL
SALES
DEBT SERVICE
PROVISION FOR DEF RED

TOTAL EXPENSES

OPERATING SURPLUS/LOSS

OP GRANT REVENUES

FTA PM REVENUE FTA RURAL REVENUE FTA OPERATING REVENUE STATE SUBSIDY REVENUE

TOTAL OP GRANT RESERVES

SURPLUS/LOSS

FY2022				FEBRUA	RY	,		FISCAL YEAR TO DATE						F	PREVIOUS	FY22 vs.	
BUDGET	PR	OJECTED		ACTUAL	٧	ARIANCE	VARIANCE %		PROJECTED		ACTUAL		VARIANCE	VARIANCE %		YTD	FY21
\$4,481,093	\$	123,356	\$	136,200	\$	12,844	10.4%	\$	889,065	\$	1,073,781	\$	184,716	20.8%	\$	1,014,163	5.9%
\$1,033,574	\$	4,096	\$	6,092	\$	1,996	48.7%	\$	91,506	\$	78,687	\$	(12,819)	-14.0%	\$	3,163	2387.7%
\$51,390	\$	4,150	\$	2,012	\$	(2,138)	-51.5%	\$	23,340	\$	8,349	\$	(14,991)	-64.2%	\$	6,062	37.7%
\$5,566,057	\$	131,602	\$	144,304	\$	12,702	9.7%	\$	1,003,911	\$	1,160,817	\$	156,906	15.6%	\$	1,023,388	13.4%
\$4,691,875	\$	322,843	\$	317,543	\$	5,300	1.6%	\$	1,714,511	\$	1,721,299	\$	(6,788)	-0.4%	\$	2,049,607	16.0%
\$2,115,819	\$	358,743	\$	110,307	\$	248,436	69.3%	\$	1,098,133	\$	958,599	\$	139,534	12.7%	\$	549,786	-74.4%
\$765,876	\$	46,081	\$	42,465	\$	3,616	7.8%	\$	373,622	\$	334,690	\$	38,932	10.4%	\$	314,669	-6.4%
\$352,266	\$	30,442	\$	35,290	\$	(4,848)	-15.9%	\$	153,035	\$	160,121	\$	(7,086)	-4.6%	\$	170,033	5.8%
\$336,570	\$	17,350	\$	12,672	\$	4,678	27.0%	\$	97,625	\$	43,519	\$	54,106	55.4%	\$	36,149	-20.4%
\$0	\$	-	\$	-	\$	-	0.0%	\$	-	\$	-	\$	-	0.0%	\$	-	0.0%
\$0	\$	-	\$	-	\$	-	0.0%	\$	-	\$	-	\$	-	0.0%	\$	-	0.0%
\$8,262,406	\$	775,459	\$	518,277	\$	257,182	33.2%	\$	3,436,926	\$	3,218,228	\$	218,698	6.4%	\$	3,120,244	-3.1%
-\$2,696,349	\$	(643,857)	\$	(373,973)	\$	269,884	41.9%	\$	(2,433,015)	\$	(2,057,411)	\$	375,604	15.4%	\$	(2,096,856)	1.9%
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\$0	\$	-	\$	-	\$	-	0.0%	\$	=	\$	4,358	\$	4,358	0.0%	\$	-	0.0%
\$516,862	\$	86,855	\$	-	\$	(86,855)	-100.0%	\$	516,862	\$	241,013	\$	(275,849)	-53.4%	\$	474,283	0.0%
\$2,110,410	\$	557,008	\$	265,387	\$	(291,621)	0.0%	\$	1,847,030	\$	1,473,536	\$	(373,494)	0.0%	\$	1,519,281	0.0%
\$68,444	\$	<u>-</u>	\$	88,935	\$	88,935	0.0%	\$	68,444	\$	321,229	\$	252,785	0.0%	\$	68,444	0.0%
\$2,695,716	\$	643,863	\$	354,322	\$	(289,541)	-45.0%	\$	2,432,336	\$	2,040,136	\$	(392,200)	-16.1%	\$	2,062,008	-1.1%
-\$633	\$	6	\$	(19,651)	\$	(19,657)	327616.7%	\$	(679)	\$	(17,275)	\$	(16,596)	2444.2%	\$	(34,848)	0.0%

CBITD Revenues and Expenses Overview

		FY2022				FEBRI	JAR	RY					FISCAL YEA	R T	O DATE		PF	REVIOUS	
		BUDGET	Р	ROJECTED	-	ACTUAL	١	/ARIANCE	VARIANCE %	Р	ROJECTED		ACTUAL		VARIANCE	VARIANCE %		YTD	FY22 vs. FY21
REVENUES																			
PASSENGER	\$	2,529,205	\$	65,794	\$	45,141	\$	(20,653)	-31.4%	\$	447,334	\$	425,381	\$	(21,953)	-4.9%	\$	371,001	14.7%
VEHICLE	\$	1,029,036	\$	28,530	\$	57,196	\$	28,666	100.5%	\$	225,077	\$	371,797	\$	146,720	65.2%	\$	336,801	10.4%
FREIGHT	\$	850,852	\$	23,032	\$	27,675	\$	4,643	20.2%	\$	186,654	\$	243,436	\$	56,782	30.4%	\$	276,489	-12.0%
MAIL	\$,	\$	6,000	\$	6,188	\$	188	3.1%		30,000	\$	33,167	\$	3,167	10.6%	\$	29,874	11.0%
TOTAL	\$	4,481,093	\$	123,356	\$	136,200	\$	12,844	10.4%	\$	889,065	\$	1,073,781	\$	184,716	20.8%	\$ <i>'</i>	1,014,163	5.9%
GR SALES																			
TOURS	\$	599,351	\$	1,328	\$	3,946	\$	2,618	197.1%	*	53,378	\$	61,344	\$	7,966	14.9%		-	0.0%
CHARTERS	\$	224,500	\$	-	\$	-	\$	-	0.0%		20,000	\$	2,450	\$	(17,550)			-	0.0%
CATERING	\$	168,550	\$	-	\$	2,000	\$	2,000	0.0%	\$	3,500	\$	3,989	\$	489	0.0%	\$	-	0.0%
VENDING	\$	8,000	\$	500	\$	102	\$	(398)	-79.6%	\$	2,750	\$	708	\$	(2,042)	-74.3%	\$	1,145	-38.2%
PROMOTIONAL	\$	9,000	\$	-	\$	44	\$	44	0.0%	\$	-,	\$	1,871	\$	(1,379)	-42.4%	\$	2,018	0.0%
ADVERTISING	\$	24,173		2,268	\$	-	\$	(2,268)	-100.0%	\$	8,628	\$	8,325	\$	(303)	-3.5%	\$	-	0.0%
TOTAL	\$	1,033,574	\$	4,096	\$	6,092	\$	1,996	48.7%	\$	91,506	\$	78,687	\$	(12,819)	-14.0%	\$	3,163	2387.7%
OTHER INCOME																			
OTHER INCOME	١.		_		_		_		0.4 =0/	_		_		_		2 22/	_		222 -24
MISC	\$	11,140			\$	1,565	\$	615	64.7%		4,990		5,155	- :	165			1,310	293.5%
INTEREST	\$	40,250	\$	3,200	\$	447	\$	(2,753)	-86.0%		18,350	\$	3,194	\$	(15,156)			4,752	-32.8%
TOTAL	\$	51,390	\$	4,150	\$	2,012	\$	(2,138)	-51.5%	\$	23,340	\$	8,349	\$	(14,991)	-64.2%	\$	6,062	37.7%
TOTAL OP REVENUES	\$	5,566,057	\$	131,602	\$	144,304	\$	12,702	9.7%	\$	1,003,911	\$	1,160,817	\$	156,906	15.6%	\$	1,023,388	13.4%

CBITD Revenues and Expenses Overview

			FEBRU	IARY				FISCAL YEA	R TO DATE		PF	REVIOUS	
	FY2022 BUDGET	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED		ACTUAL	VARIANCE	VARIANCE %		YTD	FY22 vs. FY21
EXPENSES													
PERSONNEL													
PAYROLL	\$ 3,458,349	\$ 225,553	\$ 222,037	\$ 3,516	1.6%	\$ 1,215,271	\$	1,242,036	\$ (26,765) -2.2%	\$	1,571,642	21.0%
TAXES	\$ 264,564	\$ 17,256	\$ 16,258	\$ 998	5.8%	\$ 92,969	\$	91,206	\$ 1,763	1.9%	\$	121,986	25.2%
EMPLOYEE INSURANCE	\$ 496,411		. ,	\$ 987	2.3%	\$ 200,561	\$,	•	0.4%	\$	183,798	-8.6%
•	. ,		. ,	\$ (201)	,	'		9,147				6,903	-32.5%
PENSION	\$ 438,536	\$ 36,545	· · · · · · · · · · · · · · · · · · ·	•	0.0%	\$ 182,725	_	179,235				165,278	
TOTAL	\$ 4,691,875	\$ 322,843	\$ 317,543	\$ 5,300	1.6%	\$ 1,714,511	\$	1,721,299	\$ (6,788)) -0.4%	\$	2,049,607	16.0%
VESSELS													
REPAIRS	\$ 1,484,750				81.4%			697,538				289,641	-140.8%
FUEL	\$ 551,869		. ,					229,762	. ,	,		229,915	
INSURANCE	\$ 79,200	\$ 6,600	• -,		5.2%	\$ 33,000		31,298				30,230	-3.5%
TOTAL	\$ 2,115,819	\$ 358,743	\$ 110,307	\$ 248,436	69.3%	\$ 1,098,133	\$	958,599	\$ 139,534	12.7%	\$	549,786	-74.4%
OPERATIONS													
OPERATIONS	ф 00.440	¢ 4.070	Ф 0.045	ф (O4F)	40.40/	Φ 0.250	Φ.	40.054	ф (4.204)	12.00/	Φ.	0.505	40.40/
TELEPHONE	\$ 22,440	. ,	. ,		,	.,		10,654) -13.9%) \$	9,505	
_	\$ 11,220			\$ -	0.0%	'		4,675	•	\ 07.00/	\$	4,675	
OFFICE CREDIT CARD	\$ 7,500	7	\$ 799	\$ (174)	,	'		3,995		,		4,109	2.8% -20.4%
POSTAGE	\$ 141,496		. ,	\$ (195)	,	'		54,809	\$ (11,049	,		45,534	
TRAVEL	\$ 3,360 \$ 16.500	\$ 280 \$ 4.000	\$ 618	\$ (338)	,			1,999 434		,		1,154	-73.2% 0.0%
DAMAGES	\$ 16,500 \$ 22,950	+ .,	\$ 59	\$ 3,941 \$ (36)	98.5%) 0.0%	\$ 10,400 \$ 9,450		3,447	7 -,			2,225 1,756	
	. ,		\$ 36	+ (,				19.665	. ,		1 '	,	-96.5% -48.5%
MISCELLANEOUS	\$ 29,880 \$ 16.481			\$ (1,443)		,		2.815	, , ,	,		13,244 2.140	
BARGE SUBCONTRACTING	., .	•	\$ 1,360 \$ 1,100	\$ (860)	,			,	•			, -	
	,	\$ -	Ψ .,	\$ (1,100)	,	,		3,300		,		67,000	
PROFESSIONAL	\$ 99,480		\$ 8,516	\$ (596)	,	'		20,496	. ,			22,599	
DUES & PUC	\$ 20,975		\$ -	\$ -	0.0%	,		2,906				8,526	65.9%
UNIFORMS	\$ 36,165		\$ 21	\$ 1,259	98.4%			8,258	. ,			6,271	-31.7%
_	\$ 12,550 \$ 765.876			\$ 2,625 \$ 2.738	100.0%	. ,	_	2,808			+	100	0.0% - 6.4%
IUIAL	φ /65,601 ¢	\$ 46,081	\$ 42,465	Φ 2,/38	5.9%	\$ 373,622	Þ	334,690	\$ 38,539	10.3%) Þ	314,669	-6.4%

CBITD Revenues and Expenses Overview

			FEBRU	ARY				FISCAL YEAR	R TO DATE		PREVI	ous	
	FY2022 BUDGET	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED		ACTUAL	VARIANCE	VARIANCE %	YTI)	FY22 vs. FY21
EXPENSES								•					
TERMINAL													
UTILITIES	\$ 63,999	\$ 7,530	\$ 10,614	\$ (3,084)	-41.0%	\$ 30,297	\$	33,811	\$ (3,514) -11.6%	\$	30,665	-10.3%
JANITORIAL	\$ 95,940	\$ 7,840	\$ 7,346	\$ 494	6.3%	\$ 39,560	\$	38,128	\$ 1,432	3.6%	\$	38,238	0.3%
RENT	\$ 35,940	\$ 2,995	\$ 2,995	\$ -	0.0%	\$ 14,975	\$	14,977	\$ (2	0.0%	\$	14,977	0.0%
MAINTENANCE	\$ 156,387	\$ 12,077	\$ 14,335	\$ (2,258)	-18.7%	\$ 68,203	\$	73,205	\$ (5,002	.7.3%	\$	86,153	15.0%
TOTAL	\$ 352,266	\$ 30,442	\$ 35,290	\$ (4,848)	-15.9%	\$ 153,035	\$	160,121	\$ (7,086	-4.6%	\$ 1	70,033	5.8%
SALES													
ADVERTISING	\$ 190,015	\$ 17,350	\$ 12,672	\$ 4,678	27.0%	\$ 74,400	\$	39,350	\$ 35,050	47.1%	\$	32,824	-19.9%
CATERING	\$ 146,555		\$ -	\$ -	0.0%		\$	4,169	\$ 19,056	0.0%	\$	3,325	
TOTAL	\$ 336,570	\$ 17,350	\$ 12,672	\$ 4,678	27.0%	\$ 97,625	\$	43,519	\$ 54,106	55.4%	\$	36,149	-20.4%
DEBT SERVICE	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	\$	-	\$ -	0.0%	\$	-	0.00
TOTAL	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	\$	-	\$ -	0.0%	\$	-	0.0%
TOTAL EXPENSES	\$ 8,262,406	\$ 775,459	\$ 518,277	\$ 257,182	33.2%	\$ 3,436,926	\$	3,218,228	\$ 218,698	6.4%	\$ 3,1	20,244	-3.1%
TOTAL OP REVENUES	\$ 5,566,057	\$ 131,602	\$ 144,304	\$ 12,702	9.7%	\$ 1,003,911	\$	1,160,817	\$ 156,906	15.6%	\$ 1,0	23,388	13.4%
OP SURPLUS/LOSS	\$ (2,696,349)	\$ (643,857)	\$ (373,973)	\$ 269,884	41.9%	\$ (2,433,015)) \$	(2,057,411)	\$ 375,604	15.4%	\$ (2,0	96,856	1.9%
OP GRANT REVENUES													
FTA PREVENTATIVE MAIN	\$ -	\$ -	\$ -	\$ -	0.0%	\$ -	\$	4,358	\$ 4,358	0.0%	\$	-	0.0%
FTA RURAL REVENUE	\$ 516,862	\$ 86,855	\$ -	\$ (86,855)	0.0%	\$ 516,862	\$	241,013	\$ (275,849) -53.4%	\$ 4	74,283	
FTA OPERATING REVENUE	\$ 2,110,410	\$ 557,008	\$ 265,387	\$ (291,621)	0.0%	\$ 1,847,030	\$	1,473,536	\$ (373,494	0.0%	\$ 1,5	19,281	-3.0%
STATE SUBSIDY REVENUE	, ,		\$ 88,935	·	100.0%			321,229				68,444	
TOTAL	\$ 2,695,716	\$ 643,863	\$ 354,322	\$ (378,476)	-58.8%	\$ 2,432,336	\$	2,040,136	\$ (644,985) -26.5%	\$ 2,0	62,008	-1.1%
SURPLUS/LOSS	\$ (633)	\$ 6	\$ (19,651)	\$ (19,657)	-327616.7%	\$ (679)) \$	(17,275)	\$ (16,596) -2444.2%	\$ (34,848	0.0%

2. REVENUES: GROUP TOURS AND SALES BAILEY ISLAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Casco Bay Island Transit District	Budget 2022	February 2022 Budget	February 2022 Actual	YTD Budget 2/28/22	YTD Actual 2/28/22	YTD Actual 2/28/21	% Change
PASSENGER-LD								
PASSENGER - GD PASSENGER DOVE 199.677 3.426 PASSENGER DOVE 199.677 3.426 PASSENGER CHORD 321,535 10.461 7.402 66,422 54,243 50,621 PASSENGER CHEB 35,844 462 773 2,402 54,241 10.2016 PASSENGER CHEB 35,844 462 773 2,402 54,241 10.2016 PASSENGER CHEF 75,340 2,484 1,539 1,525 1,368 1,525 1,5	PASSENGER - PEAKS	1,724,029	,	,	305,747	299,469	259,999	
PASSENGER D COVE PASSENGER LONG 120,1535 10,461 7,402 60,422 54,429 50,202 PASSENGER CHEB 35,364 462 773 2,402 5,441 50,902 PASSENGER CHEP 75,340 2,464 1,539 15,241 12,018 10,066 ANIMALS 35,364 462 13,399 15,241 12,018 10,066 ANIMALS 35,3738 1,525 1,309 8,755 10,126 8,763 TICKET 2,529,269 65,794 45,141 447,334 425,381 271,001 VEHICLES - DOWNBAY 14,001 280 177 1,682 4,104 1,398 VEHICLES - PEAKS 1,1014,135 28,250 57,019 223,395 307,092 315,403 VEHICLE 1,029,036 28,630 57,196 223,095 315,403 VEHICLE 1,029,036 28,630 57,196 223,395 307,092 315,803 VEHICLE 1,029,036 28,630 57,196 315,803 31,603	PASSENGER-LD	45,831	633	445	5,071	4,634	3,640	27.3%
PASSENGER-LONG 321,535 10,461 7,402 69,622 54,249 50,621 PASSENGER CHEB 35,344 42 773 2,402 5,341 3,015 PASSENGER CLIFF 75,340 2,464 1,539 18,241 1,016 10,006 10,007 10	PASSENGER - GD	91,401	2,407	2,840	18,945	20,668	23,450	-11.9%
PASSENGER CUEF PASSEN	PASSENGER -D COVE	199,967	3,425	2,610	24,751	18,882	10,546	79.0%
PASSENGER-CLIFF 75.440	PASSENGER-LONG	321,535	10,461	7,402	66,422	54,243	50,621	7.2%
ANIMALS 35.738 1.525 1.369 8.755 10.126 8.765 TICKET 2,529.05 65,794 45,141 447,363 371,001	PASSENGER -CHEB	35,364	462	773	2,402	5,341	3,915	36.4%
VEHICLES - DOWNBAY	PASSENGER -CLIFF	75,340	2,484	1,639	15,241	12,018	10,066	19.4%
VEHICLES - DOWNBAY 1	ANIMALS	35,738	1,525	1,369	8,755	10,126	8,763	15.6%
VEHICLES - PEAKS 1.014.135	TICKET	2,529,205	65,794	45,141	447,334	425,381	371,001	14.7%
VEHICLE 1,029,036 28,530 57,196 225,077 371,797 336,801 FREIGHT - PEAKS 360,534 11,713 13,368 90,236 115,062 133,349 FREIGHT - LOD 16,220 141 266 1,335 1,852 1,449 FREIGHT - GO 25,537 547 605 4,853 6,792 7,947 FREIGHT - LONG 137,271 4,198 337,731,411 40,945 40,017 FREIGHT - CHEB 138,529 4,081 4,081 5,128 11,513 4,4001 53,236 IPFREIGHT - CHEB 138,529 4,081 4,021 5,180 IPFREIGHT - CHEB 138,529 4,081 4,021 5,180 IPFREIGHT - CHEB 138,529 4,081 4,121 9,860 I15,981 11,583 11,583 14,001 5,3286 IPFREIGHT - CHEB 138,529 4,081 1,128 115 68 4,699 4,126 4,154 4,154 8,168 MAIL 7,2,000 6,000 6,188 30,000 33,167 29,874 FREIGHT FREIGHT 922,882 29,032 33,863 216,654 276,603 306,581 1. REVENUES: GROUP TOURS AND SALES BAILEY ISLAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0	VEHICLES - DOWNBAY	14,901	280	177	1,682	4,104	1,398	193.6%
FREIGHT - PEAKS 360,534 11,713 13,368 90,236 115,062 133,349 FREIGHT -LD 16,220 141 266 1,395 1,882 1,449 FREIGHT -DO 25,537 547 605 4,863 6,792 7,847 FREIGHT DOVE 52,027 633 1,652 7,832 12,882 16,979 FREIGHT DOVE 137,271 4,198 3,877 31,411 40,945 40,617 FREIGHT -CHB 138,529 4,081 6,128 31,853 44,001 53,236 FREIGHT -CLIFF 42,277 1,324 1,421 9,860 11,598 12,056 IUPFREIGHT -CLIFF 42,277 1,324 1,421 9,860 11,598 12,056 IUPFREIGHT -CLIFF 22,1588 115 66 4,699 4,126 4,544 BIKES 56,859 260 292 5,055 6,148 6,694 MAIL 72,000 6,000 6,188 30,000 33,167 29,374 FREIGHT -CLIFF 92,2852 29,032 33,863 216,654 276,603 306,361 1. REVENUES: SCHEDULED SERVICE TOTAL 4,481,093 123,356 136,200 889,065 1,073,781 1,014,163 2. REVENUES: GROUP TOURS AND SALES BAILEY ISLAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	VEHICLES - PEAKS	1,014,135	28,250	57,019	223,395	367,692	335,403	9.6%
FREIGHT -LD						371,797		10.4%
FREIGHT -LD	EDEIGHT DEAKS	360 534	11 712	12 269	00.236	115.062	133 340	-13.7%
FREIGHT -GO								
FREIGHT -DCOVE						,		
FREIGHT - LONG								
FREIGHT-CHEB								-22.4%
FREIGHT -CLIFF								
UPFREIGHT								
BIRES 56,859 280 292 5,055 6,148 6,694 MAIL 72,000 6,000 6,188 30,000 33,167 29,874 FREIGHT 922,852 29,032 33,863 216,654 276,603 306,361 1. REVENUES; SCHEDULED SERVICE TOTAL 4,481,093 123,356 136,200 889,065 1,073,781 1,014,163 1. REVENUES; GROUP TOURS AND SALES								
MAIL 72,000 6,000 6,188 30,000 33,167 29,874 FREIGHT 922,852 29,032 33,863 216,654 276,603 306,361 REVENUES: SCHEDULED SERVICE TOTAL 4,481,093 123,356 136,200 889,065 1,073,781 1,1014,163	UPFREIGHT	21,598			4,699	4,126	4,544	-9.2%
FREIGHT 922,852 29,032 33,863 216,654 276,603 306,361 1. REVENUES: SCHEDULED SERVICE TOTAL 4,481,093 123,356 136,200 889,065 1,073,781 1,014,163 2. REVENUES: GROUP TOURS AND SALES BAILEY SILAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0	BIKES				5,055	6,148	6,694	-8.2%
1. REVENUES: SCHEDULED SERVICE TOTAL 4,481,093 123,356 136,200 889,065 1,073,781 1,014,163 2. REVENUES: GROUP TOURS AND SALES BAILEY ISLAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	MAIL	72,000	6,000	6,188	30,000	33,167	29,874	11.0%
2. REVENUES: GROUP TOURS AND SALES BAILEY ISLAND RUN 115,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	FREIGHT	922,852	29,032	33,863	216,654	276,603	306,361	-9.7%
BAILEY ISLAND RUN BAILEY NATURE RUN 30,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	1. REVENUES: SCHEDULED SERVICE TOTAL	4,481,093	123,356	136,200	889,065	1,073,781	1,014,163	5.9%
BAILEY ISLAND RUN BAILEY NATURE RUN 30,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2 DEVENUES: COOLD TOURS AND SALES							
BAILEY NATURE RUN MALBOAT RUN 280,794 1,328 2,088 43,689 38,708 0 DIAMOND PASS RUN 69,073 0 566 6,120 2,750 0 DIAMOND PASS RUN 99,516 0 1,292 3,569 19,886 0 0 0 0 0 0 0 0 TOUR 599,351 1,328 3,946 53,378 61,344 0 CHARTERS 197,500 0 0 0 0 0 0 0 0 0 0 0 0		115 000	0	0	0	0		0.0%
MAILBOAT RUN 280,794 1,328 2,088 43,689 38,708 0 SUNSET RUN 69,073 0 566 6,120 2,750 0 DIAMOND PASS RUN 99,516 0 1,292 3,569 19,886 0 MOONLIGHT RUN 4,688 0 0 0 0 0 0 0 TOUR 599,351 1,328 3,946 53,378 61,344 0 CHARTERS 197,500 0 0 0 20,000 2,450 0 CONCERT CRUISES 27,000 0 0 0 20,000 2,450 0 CONCERT CRUISES 27,000 0 0 0 3,500 1,989 0 LOBSTER BAKES 80,300 0 2,000 0 3,500 1,989 0 CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 ADVERTISING 24,173 2,268 0 8,628 8,325 0 VENDING 80,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 3. REVENUES: OTHER INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062		· · · · · · · · · · · · · · · · · · ·						
SUNSET RUN BUNSET								
DIAMOND PASS RUN 99,516 0 1,292 3,569 19,886 0 MOONLIGHT RUN 4,968 0 0 0 0 0 0 0 0 0								
MOONLIGHT RUN								
TOUR 599,351 1,328 3,946 53,378 61,344 0 CHARTERS 197,500 0 0 0 20,000 2,450 0 CONCERT CRUISES 27,000 0 0 0 0 0 0 0 BAR 88,250 0 0 3,500 1,989 0 LOBSTER BAKES 80,300 0 2,000 0 2,000 0 2,000 0 CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 ADVERTISING 24,173 2,268 0 8,628 8,325 0 VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME 51,390 4,150 2,012 23,340 8,349 6,062				, -	,	,		
CHARTERS 197,500 0 0 20,000 2,450 0 CONCERT CRUISES 27,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0				-		-		
CONCERT CRUISES 27,000 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	TOUR	599,351	1,328	3,946	53,378	61,344	0	0.0%
BAR 88,250 0 0 3,500 1,989 0 LOBSTER BAKES 80,300 0 2,000 0 2,000 0 CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 ADVERTISING 24,173 2,268 0 8,628 8,325 0 VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME 51,390 4,150 2,012 23,340 8,349 6,062	CHARTERS	197,500	0	0	20,000	2,450	0	0.0%
LOBSTER BAKES 80,300 0 2,000 0 2,000 0 CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 0 0 0 0 0 0 0 0	CONCERT CRUISES	27,000	0	0	0	0	0	0.0%
CHARTER AND CATERING 393,050 0 2,000 23,500 6,439 0 ADVERTISING 24,173 2,268 0 8,628 8,325 0 VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062	BAR	88,250	0	0	3,500	1,989	0	0.0%
ADVERTISING 24,173 2,268 0 8,628 8,325 0 VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME 0THER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME 51,390 4,150 2,012 23,340 8,349 6,062	LOBSTER BAKES	80,300	0	2,000	0	2,000	0	0.0%
VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	CHARTER AND CATERING	393,050	0	2,000	23,500	6,439	0	0.0%
VENDING 8,000 500 102 2,750 708 1,145 PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	ADVERTISING	24.173	2.268	0	8.628	8.325	0	0.0%
PROMOTIONAL ITEMS 9,000 0 44 3,250 1,871 2,018 GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	-							
GROUP SALES OTHER 41,173 2,768 146 14,628 10,904 3,163 2. REVENUES: GROUP TOURS AND SALESTOTAL 1,033,574 4,096 6,092 91,506 78,687 3,163 3. REVENUES: OTHER INCOME OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062								
3. REVENUES: OTHER INCOME OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062						,		
3. REVENUES: OTHER INCOME OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062								222 -20
OTHER MISC INCOME 11,140 950 1,565 4,990 5,155 1,310 INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	2. REVENUES: GROUP TOURS AND SALESTOTAL	1,033,574	4,096	6,092	91,506	78,687	3,163	2387.7%
INTEREST INCOME 40,250 3,200 447 18,350 3,194 4,752 MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	3. REVENUES: OTHER INCOME							
MISC INCOME 51,390 4,150 2,012 23,340 8,349 6,062 3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	OTHER MISC INCOME	11,140	950	1,565	4,990	5,155	1,310	293.5%
3. REVENUES: OTHER INCOME TOTAL 51,390 4,150 2,012 23,340 8,349 6,062	INTEREST INCOME	40,250	3,200	447	18,350	3,194	4,752	-32.8%
	MISC INCOME	51,390	4,150	2,012	23,340	8,349	6,062	37.7%
TOTAL REVENUES 5,566,057 131,602 144,304 1,003,911 1,160,817 1,023,388	3. REVENUES: OTHER INCOME TOTAL	51,390	4,150	2,012	23,340	8,349	6,062	37.7%
101AL REVENUES 5,506,057 131,602 144,304 1,003,911 1,160,817 1,023,388	TOTAL DEVENUES	F 500 055	404.000	444.004	4 000 044	4 400 04=	4 000 000	40.404
	IOIAL REVENUES	5,566,057	131,602	144,304	1,003,911	1,160,817	1,023,388	13.4%

ADMINISTRATIVE DIRECT OFFSET	0	0	0	0	0	-6,763	-100
ADMINISTRATIVE	471,993	36,307	32,759	190,612	178,228	200,227	-11.
ADMINISTRATIVE	471,993	36,307	32,759	190,612	178,228	193,464	-7
CAPTAINS - REGULAR	117,433	3,183	2,453	21,521	12,276	4,932	148
CAPTAINS - OVERTIME	45,501	558	904	7,994	4,797	4,167	15
UNION DECKHANDS - REGULAR	723,490	54,631	47,887	292,599	265,091	295,986	-10
UNION DECKHANDS - OVERTIME	238,511	13,520	10,865	62,554	61,985	203,858	-6
NONUNION DH - REGULAR	142,957	252	8,062	10,501	40,166	33,963	18
NONUNION DH - OVERTIME	28,565	0	1,119	1,068	6,907	18,060	-6
SR CAPTAINS - REGULAR	521,092	38,702	43,793	198,322	238,298	240,476	-(
SR CAPTAINS - OVERTIME	76,332	5,827	4,279	24,917	30,937	147,500	-7
CREWS	1,893,881	116,673	119,363	619,476	660,457	948,942	-3
MAINTENANCE - REGULAR	209,381	16,407	13,849	84,246	73,234	73,417	-
MAINTENANCE - OVERTIME	13,029	137	906	2,920	2,910	2,513	1:
MAINTENANCE	222,410	16,544	14,755	87,166	76,144	75,930	
SALES WAGES	131,206	8,905	6,301	51,349	33,545	30,807	
ODE ACENTS DECLILAD	260,000	26.222	24.070	161 110	146 206	146.026	
OPS AGENTS - REGULAR	368,098	26,232	21,979	161,419	146,206	146,036	0
OPS AGENTS - OVERTIME OPS AGENTS	52,685 420.783	3,814 30,046	3,305 25,284	18,207 179,626	18,864 165,069	26,425 172,461	-2
OFS AGENTS	420,763	30,046	25,264	179,626	165,065	172,401	
TICKET OFFICE - REGULAR	126,149	2,631	9,668	12,992	54,688	77,976	-2
TICKET OFFICE - OVERTIME	10,447	487	35	760	1,074	2,468	-5
TICKET OFFICE	136,596	3,118	9,703	13,752	55,761	80,444	-3
OPERATIONS MANAGEMENT	181,480	13,960	13,872	73,290	72,831	69,596	
roll-Salaries	3,458,349	225,553	222,037	1,215,271	1,242,036	1,571,642	-1
FICA ADMINISTRATIVE	36,104	2,777	2,372	14,580	12,699	14,685	-1
	,			,			
FICA - OPS AGENTS	32,191	2,299	1,871	13,742	12,449	13,439	-
FICA UNION DECKHANDS	73,595	5,214	4,569	27,171	25,164	38,090	-3
FICA NONUNION DECKHANDS	13,121	19	702	885	3,601	3,980	-
FICA SR CAPTAINS	58,169	3,693	3,412	19,336	19,547	28,909	-3
FICA CREW	144,885	8,926	8,683	47,392	48,313	70,978	-3
FICA MAINTENACE	17,014	1,266	1,081	6,668	5,582	5,680	-
FICA - SALES	10,035	681	472	3,928	2,523	2,337	
FICA - TICKET OFFICE	10,451	239	742	1,052	4,270	6,154	-3
FICA - OPERATIONS MANAGEMENT	13,884	1,068	1,035	5,607	5,381	5,198	
STATE UNEMPLOYMENT	0	0	0	0	-11	3,514	-10
es	264,564	17,256	16,258	92,969	91,206	121,986	-1
HEALTH INSURANCE ADMINISTRATIVE	66,612	5,668	5,650	26,936	27,766	24,244	1
DENTAL INSURANCE ADMINISTRATIVE	5,551	496	385	2,079	1,879	1,907	-
LIFE INSURANCE ADMINISTRATIVE ADMINISTRATIVE	465 72,628	6, 212	16 6,051	129 29,144	71 29,715	90 26,241	-2 1
ADMINISTRATIVE	72,020	0,212	6,051	29,144	29,715	20,241	
HEALTH INSURANCE CREW	240,828	20,492	22,258	97,384	101,183	88,618	1
DENTAL INSURANCE CREW	10.464	496	1,703	6,992	10,347	8,114	2
LIFE INSURANCE CREW	782	48	82	446	343	429	-2
CREW	252,074	21,036	24,043	104,822	111,873	97,161	1
HEALTH INSURANCE MAINTENANCE	17,294	1,472	1,321	6,994	6,336	6,107	
DENTAL INSURANCE MAINTENANCE	4,861	496	218	1,389	1,062	1,078	-
LIFE INSURANCE MAINTENANCE	433	48	9	97	39	50	-2
MAINTENANCE	22,588	2,016	1,548	8,480	7,438	7,235	
HEALTH INSURANCE SALES	16,717	1,422	1,268	6,759	6,405	6,166	
DENTAL INSURANCE SALES	4,139	496	35	667	173	176	-
LIFE INSURANCE SALES	400	48	3	64	12	16	-2
SALES	21,256	1,966	1,306	7,490	6,591	6,357	
HEALTH INSURANCE OPS AGENTS	99,918	8,502	6,613	40,404	35,238	30,405	1
DENTAL INSURANCE OPS AGENTS	5,633	496	269	2,161	1,737	2,054	-1
LIFE INSURANCE OPS AGENTS	481	48	12	145	70	102	-3
OPS AGENTS	106,032	9,046	6,895	42,710	37,045	32,562	-s 1
HEALTH INSURANCE OPERATIONS MANAGER	16,973	1,444	1,321	6,863	6,458	13,672	-5

LIFE INSURANCE OPERATIONS MANAGER	421	48	6	85	27	34	-20.6%
OPERATIONS MANAGEMENT	21,833	1,988	1,435	7,915	7,013	14,241	-50.8%
Employee Insurance	496,411	42,264	41,277	200,561	199,675	183,798	-16.0%
Employee Related Expense	34,015	1,225	1,426	22,985	9,147	6,903	-16.0%
Pension	438,536	36,545	36,545	182,725	179,235	165,278	-16.0%
5. EXPENSE: PERSONNEL TOTAL	4,691,875	322.843	317.543	1,714,511	1,721,299	2,049,607	-16.0%
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6. EXPENSE: VESSEL							
GENERAL REPAIR SHOP	7,350	350	127	4,900	3,144	4,042	-22.2%
GENERAL	7,350	350	127	4,900	3,144	4,042	-22.2%
GENERAL REPAIR MACHIGONNE	73,000	5,800	4,095	29,000	14,719	22,863	-35.6%
DRYDOCK MACHIGONNE	0	0	0	0	0	0	0.0%
DIVING MACHIGONNE	21,800	0	0	3,400	8,888	0	0.0%
OIL CHANGE MACHIGONNE	24,200	1,500	5,271	8,000	14,045	10,144	38.5%
MACHIGONNE	119,000	7,300	9,366	40,400	37,652	33,008	14.1%
CENEDAL DEDAIDS MAQUOIT	79,000	2.000	666	20,000	24.605	20 407	26.00/
GENERAL REPAIRS MAQUOIT DRYDOCK MAQUOIT	78,000 550,000	2,000 250,000	666	30,000 250,000	24,695 430	39,107	-36.9% 0.0%
DIVING MAQUOIT	23,700	250,000	0	3,600	9,504	0	0.0%
OIL CHANGE MAQUOIT	25,300	0	7,056	9,400	13,564	12,992	4.4%
MAQUOIT	677.000	252,000	7,722	293,000	48,193	52,099	-7.5%
MAQUOIT	677,000	252,000	1,122	293,000	40,193	52,099	-7.5%
GENERAL REPAIRS BAY MIST	36,500	2,000	160	11,500	3,594	2,627	36.8%
DRYDOCK BAY MIST	0	0	0	0	0	114,079	-100.0%
DIVING BAY MIST	9,400	0	0	1,900	6,079	0	0.0%
OIL CHANGE BAY MIST	5,200	0	0	400	0	0	0.0%
BAY MIST	51,100	2,000	160	13,800	9,673	116,706	-91.7%
GENERAL REPAIRS AUCO	63,000	3,500	2,741	19,300	17,916	30,032	-40.3%
DRYDOCK AUCO	50,000	50,000	0	50,000	0	0	0.0%
DIVING AUCO	23,300	0	0	5,000	9,970	0	0.0%
OIL CHANGE AUCO	20,000	2,000	7,302	9,000	14,407	1,690	752.5%
AUCOCISCO	156,300	55,500	10,043	83,300	42,293	31,722	33.3%
GENERAL REPAIRS WABANAKI	39,200	2,000	17,382	12,800	44,634	42,052	6.1%
DRYDOCK WABANAKI	390,000	2,000	14,029	390,000	497,928	42,032	0.1%
DIVING WABANAKI	20,800	0	0	3,000	10,004	0	0.0%
OIL CHANGE WABANAKI	24,000	2,000	986	8,000	4,017	10,013	-59.9%
WABANAKI	474,000	4,000	32,397	413,800	556,583	52,065	969.0%
		221.172					
Repairs	1,484,750	321,150	59,815	849,200	697,538	289,641	74.4%
FUEL MACHIGONNE	162,969	13,608	11,412	73,261	60,775	80,047	-24.1%
FUEL MAQUOIT	170,216	0	12,434	60,261	68,043	73,170	-7.0%
FUEL BAY MIST	17,043	796	1,327	5,327	4,608	2,274	102.6%
FUEL AUCOCISCO	102,039	2,004	9,628	41,422	68,809	15,722	337.7%
FUEL WABANAKI	99,602	14,585	9,431	35,662	27,528	58,702	-53.1%
Fuel	551,869	30,993	44,232	215,933	229,762	229,915	74.4%
Insurance Boat	79,200	6,600	6,260	33,000	31,298	30,230	74.4%
		358,743	110,307	1,098,133	958,599	549,786	
6. EXPENSE: VESSEL TOTAL	2,115,819						74.4%

7. EXPENSE: OPERATIONS Telephone	22,440	1,870	2,215	9,350	10,654	9,505	6.4%
Mail Agent	11 220	935	935	4 675	A 675	4 675	6.4%
Mail Agent	11,220	335	933	4,675	4,675	4,675	0.476
DATA PROCESSING	253,192	12,496	13,985	165,715	159,167	83,598	90.4%
TICKET FORMS & SUPPLIES	12,700	2,500	0	2,500	0	0	0.0%
MEETING MEALS	1,350	150	0	300	289	44	556.8%
OFFICE SUPPLIES	15,900	2,200	1,937	6,400	7,843	7,727	1.5%
ARMORED CAR	5,280	440	0	2,200	1,583	1,318	20.1%
CREW MEALS	9,695	150	1,018	2,545	1,999	14,117	-85.8%
TWIC CARDS	1,500	0	125	500	1,002	0	0.0%
MISC	2,462	200	197	1,062	10,955	8,370	30.9%
EMPLOYEE RECOGNITION	14,300	100	95	13,600	11,591	10,657	8.8%
INTERNET Office	7,500 323,879	625 18,861	799 18,156	3,125 197,947	3,995 198,424	4,109 129,940	-2.8% 6.4%
Office	323,073	10,001	10,130	131,341	130,424	123,340	0.470
Credit Card	141,496	5,320	5,515	43,760	54,809	45,534	6.4%
Postage	3,360	280	618	1,400	1,999	1,154	6.4%
Travel	16,500	4,000	59	10,400	434	2,225	6.4%
EMPLOYEE INJURIES	9,450	0	0	6,500	997	984	1.3%
EMPLOYEE LOST TIME	500	0	0	250	0	0	0.0%
FREIGHT DAMAGES	7,300	0	36	700	796	661	20.4%
CUSTOMER INJURIES	1,200	0	0	0	0	0	0.0%
DAMAGES CARS	4,500	0	0	2,000	1,653	112	1375.9%
Damages	22,950	0	36	9,450	3,447	1,756	6.4%
Other Insurances	29,880	2,490	3,933	12,450	19,665	13,244	6.4%
VAN	1,200	100	199	500	834	814	2.5%
OVER/SHORT	0	0	405	0	137	259	-47.1%
METRO PASSES	4,180	400	0	1,990	0	0	0.0%
LOST PASSES	0	0	0	0	-16	-12	33.3%
NEWSPAPER ADS	1,000	0	756	400	1,425	629	126.6%
WATER TAXI	1,600	0	0	500	435	450	-3.3%
REGGAE SECURITY	8,501	0	0	0	0	0	0.0%
Miscellaneous	16,481	500	1,360	3,390	2,815	2,140	6.4%
Barge Subcontracting	8,500	0	1,100	1,000	3,300	67,000	6.4%
LEGAL	55,000	4.000	7.050	00.000	40.000	0.000	00.40/
LEGAL	55,200	4,600	7,050	23,000	13,968	8,262	69.1%
HUMAN PERFORMANCE	14,980	1,070	1,050	6,420	5,250	0	0.0%
PHYSICALS DRUG TESTS	4,800 5,900	0 250	0 416	1,300	-36 1,314	504 2,033	-107.1% -35.4%
ACCOUNTANTS	13,800	0	0	12,600	0	11,800	-100.0%
OTHER	4,000	2,000	0	4,000	0	0	0.0%
ELECTION EXPENSE	800	0	0	800	0	0	0.0%
Professional	99,480	7,920	8,516	48,120	20,496	22,599	6.4%
Dues & PUC	20,975	0	0	4,450	2,906	8,526	6.4%
	20.005	000	0.45	40.055		4.050	0.40/
Uniforms	23,685	680	-345	16,255	7,455	4,052	6.4%
Boots	12,480	600	366	3,750	803	2,219	6.4%
Training	12,550	2,625	0	7,225	2,808	100	6.4%
7. EXPENSE: OPERATIONSTOTAL	765,876	46,081	42,465	373,622	334,690	314,669	6.4%
O EVDENOE, TERMINAL							
8. EXPENSE: TERMINAL	25 404	2.064	7 000	45.007	00 FE4	10.500	45 40/
UTILITIES TERMINAL	35,424	3,264	7,823	15,907	22,554	19,588	15.1%
WATER TERMINAL HEAT	8,248	336 3,780	362 2,286	2,160	4,522	3,098	46.0%
TERMINAL HEAT	18,527		-	11,480	6,090	7,316	-16.8%
UTILITIES PEAKS	1,800	150 7 530	143	750	644	662	-2.7%
Utilities	63,999	7,530	10,614	30,297	33,811	30,665	-5.8%
JANITORIAL TERMINAL ROUTINE	91,200	7,600	7,346	38,000	38,128	30,433	25.3%
JANITORIAL TERMINAL ROUTINE JANITORIAL PEAKS	91,200 4,740	7,600 240	7,346 0	38,000 1,560	38,128 0	30,433 7,805	25.3% -100.0%

Rent	35,940	2,995	2,995	14,975	14,977	14,977	-5.8%
FIDE ALADM	0.000	500	0	0.500	0.454	F 207	04.00/
FIRE ALARM PEST CONTROL	6,000	500 92	0 97	2,500 460	6,451 469	5,307 364	21.6%
TRASH	1,104						
PAPER & CLEANING SUPPLIES	11,245	785	823	4,290	3,991	4,049	-1.4%
	36,733	2,150	2,253	12,233	15,274	12,450	22.7%
FREIGHT EQUIPMENT AND SUPPLIES	5,200	0	428	1,000	8,665	4,080	112.4%
RUG RENTAL	5,435	450	166	2,250	1,077	986	9.2%
MISC	48,440	3,300	1,032	20,900	12,608	37,223	-66.1%
PROPANE	9,630	600	484	3,170	3,061	3,194	-4.2%
FORKLIFT	1,000	0	0	0	6,749	0	0.0%
POWER WASHING	4,400	0	0	1,200	0	0	0.0%
PIER & TRANSFER BRIDGE	8,000	0	846	3,200	3,095	4,565	-32.2%
PLOWING TERMINAL	3,000	1,000	405	3,000	3,965	13,935	-71.5%
PLOWING PEAKS	16,200	3,200	7,800	14,000	7,800	0	0.0%
Maintenance	156,387	12,077	14,335	68,203	73,205	86,153	-5.8%
8. EXPENSE: TERMINAL TOTAL	352,266	30,442	35,290	153,035	160,121	170,033	-5.8%
9. EXPENSE: SALES							
BROCHURE	5,000	0	0	5,000	835	0	0.0%
SAILING SCHEDULE	9,800	0	0	3,000	1,461	124	1078.2%
PUBLICATIONS	6,060	500	0	3,250	3,342	0	0.0%
ADVERTISING	3,000	0	0	750	1,600	1,969	-18.7%
OTHER ADVERTISING EXPENSE	6,955	250	1,340	900	1,400	166	743.4%
ONLINE ADVERTISING	14,400	1,200	532	6,000	1,767	1,793	-1.5%
RADIO ADS	29,000	0	0	0,000	0	0	0.0%
WEBSITE	28,800	2,400	0	12,000	0	600	-100.0%
KIOSK	6,000	2,400	0	1,000	348	0	0.0%
MARKETING	81,000	13,000	10,800	42,500	28,598	28,172	1.5%
SPECIAL EVENT CRUISES	0 1,000	0	0	0	0	0	0.0%
Advertising	190,015	17,350	12,672	74,400	39,350	32,824	20.4%
Autorialing	130,010	17,000	12,012	7 4,400	03,000	02,024	20.470
BEVERAGES	28,900	0	0	1,250	576	0	0.0%
OTHER BAR EXPENSE	17,930	0	0	7,000	3,361	3,325	1.1%
SECURITY	14,675	0	0	1,775	232	0	0.0%
BAR EXPENSE	61,505	0	0	10,025	4,169	3,325	25.4%
CONCERT CRUISES	15,750	0	0	0	0	0	0.0%
LOBSTER BAKES	69,300	0	0	13,200	0	0	0.0%
Catering	146,555	0	0	23,225	4,169	3,325	20.4%
9. EXPENSE: SALESTOTAL	336,570	17,350	12,672	97,625	43,519	36,149	20.4%
TOTAL EXPENSE	8,262,406	775,459	518,277	3,436,926	3,218,228	3,120,244	3.1%
NET OPER INCOME (LOSS) TOTAL	-2,696,349	-643,857	-373,973	-2,433,015	-2,057,411	-2,096,856	-1.9%
FTA PM REVENUE	0	0	0	0	4,358	0	0.0%
FTA RURAL REVENUE	516,862	86,855	0	516,862	241,013	474,283	-49.2%
FTA OPERATING REVENUE	2,110,410	557,008	265,387	1,847,030	1,473,536	1,519,281	-3.0%
STATE SUBSIDY REVENUE	68,444	0	88,935	68,444	321,229	68,444	369.3%
TOTAL	2,695,716	643,863	354,322	2,432,336	2,040,136	2,062,008	-1.1%
	-,,	,	,	,,	,,	,. ,-,-,-	
SURPLUS/LOSS TOTAL	-633	6	-19,651	-679	-17,275	-34,848	-50.4%

Note: CBITD monthly Income Statements exclude General Fund balance deposit and depreciation expense for the current fiscal year. CBITD estimates these line items for the September statement only, and reports them on the Audited Financial Statement, which can be found at www.cascobaylines.com



Casco Bay Island Transit District Cash Balances

Cash Balances
As of: February 28, 2021

Gorham Savings Bank Operating A	Account				
February 1 - Opening Balance		\$	184,000.00		
	Deposits/Credits			\$ 1,664,858.01	
	Withdrawals/Debits			\$ 1,664,858.01	
February 28 - Closing Balance					\$ 184,000.00
Gorham Savings Demand Deposit	Account				
February 1 - Opening Balance		\$	993,030.26		
	Interest Earned			\$ 157.56	
February 28 - Closing Balance					\$ 1,405,547.56
Gorham Savings Restricted Funds	i				
February 1 - Opening Balance		\$	1,706,206.67		
	Interest Earned			\$ 289.53	
February 28 - Closing Balance					\$ 1,431,105.20
Total Cash On Hand					
February 1 - Opening Balance		\$	2,883,236.93		
February 28 - Closing Balance					\$ 3,020,652.76
Net Change in Cash Position - Mor	nth of February			137,415.83	
Maintenance Fund Balance		\$	346,670.46		
Capital Reserve Fund Balance		\$	823,829.92		
Garage Maintenance Fund Balance		\$	166,077.80		
Garage Excess Fund Balance		\$	94,350.97		
2552 =X0000 Gild Balailoo		Ψ	0 1,000.07		



Casco Bay Island Transit District

Grant Balances
As of: February 28, 2021

Grant Number	Desc.	Total (i	ncl Local Share)
ME2019-005	New Vessel Const.	\$	9,674,904
ME2016-14			
	Electronics	\$	212,129
ME2016-18			
	Security	\$	112,196
	Phase 2	\$	4,782,540
ME2021-006			
	Phase 3	\$	2,323,379
ME2021-007			
	Propulsion	\$	4,000,000
ME2018-014			
	PM	\$	-
	Security	\$	67,733
	PM Hardware Software	\$	5,436
	e-Ticketing	\$	60,100
	Planning	\$	128,999
ME2018-003			
	PM	\$	-
	Furniture	\$	1,287
40775-020787.66	Rural Operating Asst.	\$	-
42329	VW Funds	\$	1,224,840
ME2020-005	COVID-19 Rural	\$	88,310
ME2020-016	COVID-19 Urban	\$	787,126
Grant Balance Total		\$	23,476,907

Casco Bay Island Transit District

Fund Balance Detail February-22

