

**CBITD Revenues and Expenses
Overview**

	FY2019 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY18
REVENUES											
SCH SERVICE	\$4,409,093	\$121,172	\$134,890	\$13,718	11.3%	\$871,754	\$937,797	\$66,043	7.6%	\$943,763	-0.6%
GR SALES	\$983,842	\$4,024	\$6,255	\$2,231	55.4%	\$86,538	\$95,538	\$9,000	10.4%	\$118,771	-19.6%
MISC	\$51,740	\$3,900	\$4,461	\$561	14.4%	\$22,090	\$25,983	\$3,893	17.6%	\$13,885	87.1%
TOTAL REVENUES	\$5,444,675	\$129,096	\$145,606	\$16,510	12.8%	\$980,382	\$1,059,318	\$78,936	8.1%	\$1,076,419	-1.6%
EXPENSES											
PERSONNEL	\$3,954,542	\$273,607	\$281,884	-\$8,277	-3.0%	\$1,503,698	\$1,484,773	\$18,925	1.3%	\$1,453,005	-2.2%
VESSELS	\$2,248,006	\$175,298	\$88,814	\$86,484	49.3%	\$621,966	\$513,065	\$108,901	17.5%	\$480,712	-6.7%
OPERATIONS	\$579,546	\$35,663	\$41,017	-\$5,354	-15.0%	\$219,598	\$212,469	\$7,129	3.2%	\$179,116	-18.6%
TERMINAL	\$311,873	\$26,958	\$32,156	-\$5,198	-19.3%	\$137,413	\$144,964	-\$7,551	-5.5%	\$129,896	-11.6%
SALES	\$296,220	\$8,250	\$8,384	-\$134	-1.6%	\$74,125	\$58,338	\$15,787	21.3%	\$55,563	-5.0%
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	\$519,776	\$452,255	\$67,521	13.0%	\$2,556,800	\$2,413,610	\$143,191	5.6%	\$2,298,292	-5.0%
OPERATING SURPLUS/LOSS	-\$1,945,512	-\$390,680	-\$306,649	\$84,031	21.5%	-\$1,576,418	-\$1,354,293	\$222,125	14.1%	-\$1,221,874	-10.8%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,559,843	\$120,164	\$50,134	-\$70,030	-58.3%	\$368,267	\$283,696	-\$84,571	-23.0%	\$290,004	-2.2%
FTA RURAL REVENUE	\$285,000	\$46,500	\$36,189	-\$10,311	-22.2%	\$192,700	\$192,229	-\$471	-0.2%	\$108,292	77.5%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$15,000	\$0	-\$15,000	-100.0%	\$45,000	\$68,444	\$23,444	52.1%	\$0	0.0%
TOTAL OP GRANT RESERVES	\$1,913,287	\$181,664	\$86,323	-\$95,341	-52.5%	\$605,967	\$544,369	-\$61,598	-10.2%	\$398,296	36.7%
SURPLUS/LOSS	-\$32,225	-\$209,016	-\$220,326	-\$11,310	5.4%	-\$970,451	-\$809,924	\$160,527	16.5%	-\$823,578	1.7%

**CBITD Revenues
Summary**

	FY2019 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$65,794	\$60,938	-\$4,856	-7.4%	\$447,334	\$422,714	-\$24,620	-5.5%	\$437,910	-3.5%
VEHICLE	1,029,036	28,530	38,674	\$10,144	35.6%	225,077	269,662	\$44,585	19.8%	270,307	-0.2%
FREIGHT	780,892	21,018	29,599	\$8,581	40.8%	170,193	214,140	\$43,947	25.8%	206,220	3.8%
MAIL	69,960	5,830	5,680	-\$150	-2.6%	29,150	31,279	\$2,129	7.3%	29,326	6.7%
TOTAL	\$4,409,093	\$121,172	\$134,891	\$13,719	11.3%	\$871,754	\$937,795	\$66,041	7.6%	\$943,763	-0.6%
GR SALES											
TOURS	\$561,544	\$1,256	\$2,506	\$1,250	99.5%	\$48,410	\$57,798	\$9,388	19.4%	\$71,506	-19.2%
CHARTERS	197,500	0	800	800	0.0%	20,000	7,250	-12,750	-63.8%	19,834	-63.4%
CATERING	186,125	0	2,400	2,400	0.0%	3,500	22,913	19,413	554.7%	19,156	19.6%
VENDING	8,000	500	355	-145	-29.0%	2,750	2,182	-568	-20.7%	2,514	-13.2%
PROMOTIONAL	6,500	0	0	0	#DIV/0!	3,250	0	-3,250	-100.0%	0	0.0%
ADVERTISING	24,173	2,268	194	-2,074	-91.4%	8,628	5,395	-3,233	-37.5%	5,761	-6.4%
TOTAL	\$983,842	\$4,024	\$6,255	\$2,231	55.4%	\$86,538	\$95,538	\$9,000	10.4%	\$118,771	-19.6%
OTHER INCOME											
MISC	11,490	700	389	-\$311	-44.4%	3,740	5,865	\$2,125	56.8%	4,666	25.7%
INTEREST	40,250	3,200	4,072	872	27.3%	18,350	20,118	1,768	9.6%	9,219	118.2%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
TOTAL	\$51,740	\$3,900	\$4,461	\$561	14.4%	\$22,090	\$25,983	\$3,893	17.6%	\$13,885	87.1%
TOTAL OP REVENUES	\$5,444,675	\$129,096	\$145,607	\$16,511	12.8%	\$980,382	\$1,059,316	\$78,934	8.1%	\$1,076,419	-1.6%

**CBITD Expenses
Summary**

	FY2019 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,981,303	\$196,636	\$206,289	-\$9,653	-4.9%	\$1,109,894	\$1,105,053	\$4,841	0.4%	\$1,082,389	-2.1%
TAXES	233,876	15,482	15,820	-338	-2.2%	87,324	85,550	1,774	2.0%	82,732	-3.4%
EMPLOYEE INSURANCE	341,391	28,774	26,913	1,861	6.5%	139,970	127,782	12,188	8.7%	141,587	-9.8%
EMPLOYEE RELATED EXP	20,090	1,225	1,372	-147	-12.0%	9,060	8,937	123	1.4%	12,274	27.2%
PENSION	377,882	31,490	31,490	0	0.0%	157,450	157,450	0	0.0%	134,023	-17.5%
TOTAL	\$3,954,542	\$273,607	\$281,884	-\$8,277	-3.0%	\$1,503,698	\$1,484,772	\$18,926	1.3%	\$1,453,005	-2.2%
VESSELS											
REPAIRS	\$1,457,975	\$114,000	\$34,520	\$79,480	69.7%	\$320,975	\$198,524	\$122,451	38.1%	\$176,196	-12.7%
FUEL	683,567	52,426	48,487	3,939	7.5%	256,631	285,507	-28,876	-11.3%	260,156	-9.7%
INSURANCE	106,464	8,872	5,807	3,065	34.5%	44,360	29,034	15,326	34.5%	44,360	34.5%
TOTAL	\$2,248,006	\$175,298	\$88,814	\$86,484	49.3%	\$621,966	\$513,065	\$108,901	17.5%	\$480,712	-6.7%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,727	\$143	7.6%	\$9,350	\$7,812	\$1,538	16.4%	\$8,782	11.0%
MAIL AGENT	11,220	935	935	0	0.0%	4,675	4,675	0	0.0%	4,175	-12.0%
OFFICE	175,092	9,963	14,090	-4,127	-41.4%	74,924	81,211	-6,287	-8.4%	70,930	-14.5%
CREDIT CARD	88,435	3,325	3,609	-284	-8.5%	27,350	35,155	-7,805	-28.5%	32,024	-9.8%
POSTAGE	1,894	150	264	-114	-76.0%	844	1,272	-428	-50.7%	1,026	-24.0%
TRAVEL	16,500	4,000	581	3,419	85.5%	10,400	5,665	4,735	45.5%	4,690	-20.8%
DAMAGES	22,950	0	886	-886	0.0%	8,650	2,190	6,460	74.7%	1,834	-19.4%
OTHER INSURANCES	39,600	3,300	2,600	700	21.2%	16,500	13,000	3,500	21.2%	16,500	21.2%
MISCELLANEOUS	11,915	250	828	-578	-231.2%	2,130	3,242	-1,112	-52.2%	1,900	-70.6%
BARGE SUBCONTRACTING	53,500	2,000	0	2,000	0.0%	3,000	300	2,700	90.0%	200	0.0%
PROFESSIONAL	94,525	6,155	5,037	1,118	18.2%	45,220	34,178	11,042	0.0%	23,406	-46.0%
DUE & PUC	9,375	0	95	-95	0.0%	4,450	7,742	-3,292	0.0%	6,834	0.0%
UNIFORMS	22,350	1,090	10,346	-9,256	-849.2%	7,680	14,229	-6,549	-85.3%	5,476	-159.8%
TRAINING	9,750	2,625	19	2,606	99.3%	4,425	1,799	2,626	59.3%	1,338	0.0%
TOTAL	\$579,546	\$35,663	\$41,017	-\$5,354	-15.0%	\$219,598	\$212,470	\$7,128	3.2%	\$179,115	-18.6%

**CBITD Expenses
Summary**

	FY2019 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$7,008	\$7,948	-\$940	-13.4%	\$28,268	\$30,960	-\$2,692	-9.5%	\$27,276	-13.5%
JANITORIAL	\$72,540	\$5,890	\$6,393	-503	-8.5%	\$29,810	\$32,217	-2,407	-8.1%	\$29,718	-8.4%
RENT	35,940	2,995	2,995	0	0.0%	14,975	15,981	-1,006	-6.7%	15,324	-4.3%
MAINTENANCE	143,390	11,065	14,820	-3,755	-33.9%	64,360	65,806	-1,446	-2.2%	57,577	-14.3%
TOTAL	\$311,873	\$26,958	\$32,156	-\$5,198	-19.3%	\$137,413	\$144,964	-\$7,551	-5.5%	\$129,895	-11.6%
SALES											
ADVERTISING	\$153,915	\$8,250	\$7,634	\$616	7.5%	\$50,900	\$42,665	\$8,235	16.2%	\$42,020	-1.5%
CATERING	142,305	0	750	-750	#DIV/0!	23,225	15,673	7,552	32.5%	13,544	-15.7%
TOTAL	\$296,220	\$8,250	\$8,384	-\$134	-1.6%	\$74,125	\$58,338	\$15,787	21.3%	\$55,564	-5.0%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,390,187	\$519,776	\$452,255	\$67,521	13.0%	\$2,556,800	\$2,413,609	\$143,191	5.6%	\$2,298,291	-5.0%
TOTAL OP REVENUES	\$5,444,675	\$129,096	\$145,607	\$16,511	12.8%	\$980,382	\$1,059,316	\$78,934	8.1%	\$1,076,419	-1.6%
OP SURPLUS/LOSS	-\$1,945,512	-\$390,680	-\$306,648	\$84,032	21.5%	-\$1,576,418	-\$1,354,293	\$222,125	14.1%	-\$1,221,872	-10.8%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,559,843	\$120,164	\$50,134	-\$70,030	-58.3%	\$368,267	\$283,696	-\$84,571	-23.0%	\$290,004	-2.2%
FTA RURAL 5311	285,000	46,500	36,189	-10,311	-22.2%	192,700	192,229	-471	-0.2%	108,292	77.5%
STATE SUBSIDY	68,444	15,000	0	-15,000	0.0%	0	68,444	68,444	0.0%	0	0.0%
TOTAL	\$1,913,287	\$181,664	\$86,323	-\$95,341	-52.5%	\$560,967	\$544,369	-\$16,598	-3.0%	\$398,296	36.7%
SURPLUS/LOSS	-\$32,225	-\$209,016	-\$220,325	-\$11,309	-5.4%	-\$1,015,451	-\$809,924	\$205,527	20.2%	-\$823,576	1.7%