

**CBITD Revenues and Expenses
Overview**

	FY2018 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY17
REVENUES											
SCH SERVICE	\$4,247,216	\$489,668	\$638,022	\$148,354	30.3%	\$2,159,950	\$2,478,453	\$318,503	14.7%	\$2,298,761	7.8%
GR SALES	\$938,835	\$121,663	\$196,588	\$74,925	61.6%	\$323,877	\$427,644	\$103,767	32.0%	\$416,302	2.7%
MISC	\$23,196	\$710	\$2,445	\$1,735	244.4%	\$18,031	\$23,796	\$5,765	32.0%	\$10,114	135.3%
TOTAL REVENUES	\$5,209,247	\$612,041	\$837,055	\$225,014	36.8%	\$2,501,858	\$2,929,893	\$428,035	17.1%	\$2,725,177	7.5%
EXPENSES											
PERSONNEL	\$3,918,048	\$364,295	\$343,942	\$20,353	5.6%	\$2,714,090	\$2,702,661	\$11,429	0.4%	\$2,638,324	-2.4%
VESSELS	\$1,775,767	\$109,373	\$98,173	\$11,200	10.2%	\$1,249,057	\$1,179,690	\$69,367	5.6%	\$1,548,390	23.8%
OPERATIONS	\$528,802	\$52,896	\$60,387	-\$7,491	-14.2%	\$370,664	\$409,785	-\$39,121	-10.6%	\$397,642	-3.1%
TERMINAL	\$305,815	\$28,712	\$11,164	\$17,548	61.1%	\$224,045	\$213,699	\$10,346	4.6%	\$246,617	13.3%
SALES	\$244,218	\$34,811	\$29,519	\$5,292	15.2%	\$130,863	\$134,923	-\$4,060	-3.1%	\$128,418	-5.1%
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	\$6,772,650	\$590,087	\$543,184	\$46,902	7.9%	\$4,688,719	\$4,640,757	\$47,961	1.0%	\$4,959,391	6.4%
OPERATING SURPLUS/LOSS	-\$1,563,403	\$21,954	\$293,870	\$271,916	1238.6%	-\$2,186,861	-\$1,710,864	\$475,997	21.8%	-\$2,234,214	23.4%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,199,995	\$65,476	\$40,386	-\$25,090	-38.3%	\$861,823	\$763,811	-\$98,012	-11.4%	\$1,523,029	-49.8%
FTA RURAL REVENUE	\$300,682	\$20,000	\$0	-\$20,000	-100.0%	\$240,682	\$265,587	\$24,905	10.3%	\$199,665	33.0%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$343,517	-100.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$0	\$0	0.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
FTA INDIRECT COST	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
TOTAL OP GRANT RESERVES	\$1,569,121	\$85,476	\$40,386	-\$45,090	-52.8%	\$1,170,949	\$1,097,842	-\$73,107	-6.2%	\$2,134,655	-48.6%
SURPLUS/LOSS	\$5,718	\$107,430	\$334,256	\$226,826	211.1%	-\$1,015,912	-\$613,022	\$402,890	39.7%	-\$99,559	-515.7%

**CBITD Revenues
Summary**

	FY2018 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,415,788	\$276,918	\$373,617	\$96,699	34.9%	\$1,091,991	\$1,234,108	\$142,117	13.0%	\$1,210,753	1.9%
VEHICLE	1,040,834	111,119	135,846	\$24,727	22.3%	577,387	677,971	\$100,584	17.4%	581,733	16.5%
FREIGHT	720,192	95,801	122,629	\$26,828	28.0%	437,660	513,031	\$75,371	17.2%	453,941	23200.0%
MAIL	70,402	5,830	5,929	\$99	1.7%	52,912	53,345	\$433	0.8%	52,335	8200.0%
TOTAL	\$4,247,216	\$489,668	\$638,021	\$148,353	30.3%	\$2,159,950	\$2,478,455	\$318,505	14.7%	\$2,298,762	7.8%
GR SALES											
TOURS	\$559,132	\$52,812	\$77,010	\$24,198	45.8%	\$160,014	\$199,938	\$39,924	25.0%	\$181,998	9.9%
CHARTERS	194,834	35,000	64,150	29,150	0.0%	69,834	106,284	36,450	52.2%	122,372	-13.1%
CATERING	143,016	29,750	54,092	24,342	81.8%	62,066	95,421	33,355	53.7%	81,404	17.2%
VENDING	12,292	1,500	530	-970	-64.7%	6,792	4,002	-2,790	-41.1%	7,634	-47.6%
PROMOTIONAL	3,250	0	0	0	#DIV/0!	1,900	0	-1,900	-100.0%	8,248	-100.0%
ADVERTISING	26,311	2,601	806	-1,795	-69.0%	23,271	22,000	-1,271	-5.5%	14,647	50.2%
TOTAL	\$938,835	\$121,663	\$196,588	\$74,925	61.6%	\$323,877	\$427,645	\$103,768	32.0%	\$416,303	2.7%
OTHER INCOME											
MISC	11,991	690	133	-\$557	-80.7%	6,886	6,203	-\$683	-9.9%	6,240	-0.6%
INTEREST	11,205	20	2,312	2,292	11460.0%	11,145	17,593	6,448	57.9%	3,874	354.1%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0		0	0.0%
TOTAL	\$23,196	\$710	\$2,445	\$1,735	244.4%	\$18,031	\$23,796	\$5,765	32.0%	\$10,114	135.3%
TOTAL OP REVENUES	\$5,209,247	\$612,041	\$837,054	\$225,013	36.8%	\$2,501,858	\$2,929,896	\$428,038	17.1%	\$2,725,179	7.5%

**CBITD Expenses
Summary**

	FY2018 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,946,918	\$281,338	\$264,550	\$16,788	6.0%	\$2,013,319	\$2,009,573	\$3,746	0.2%	\$1,972,355	-1.9%
TAXES	223,462	20,686	20,477	209	1.0%	153,519	154,841	-1,322	-0.9%	145,742	-6.2%
EMPLOYEE INSURANCE	362,029	28,487	28,841	-354	-1.2%	276,572	275,019	1,553	0.6%	231,190	-19.0%
EMPLOYEE RELATED EXP	21,579	990	3,527	-2,537	-256.3%	18,101	22,828	-4,727	-26.1%	9,626	-137.1%
PENSION	364,060	32,794	26,547	6,247	19.0%	252,579	240,399	12,180	4.8%	279,411	14.0%
TOTAL	\$3,918,048	\$364,295	\$343,942	\$20,353	5.6%	\$2,714,090	\$2,702,660	\$11,430	0.4%	\$2,638,324	-2.4%
VESSELS											
REPAIRS	\$1,025,355	\$44,800	\$36,979	\$7,821	17.5%	\$722,155	\$642,595	\$79,560	11.0%	\$1,167,413	45.0%
FUEL	643,948	55,701	52,322	3,379	6.1%	447,054	457,247	-10,193	-2.3%	336,473	-35.9%
INSURANCE	106,464	8,872	8,872	0	0.0%	79,848	79,848	0	0.0%	44,504	-79.4%
TOTAL	\$1,775,767	\$109,373	\$98,173	\$11,200	10.2%	\$1,249,057	\$1,179,690	\$69,367	5.6%	\$1,548,390	23.8%
OPERATIONS											
TELEPHONE	\$20,928	\$1,870	\$883	\$987	52.8%	\$15,318	\$15,042	\$276	1.8%	\$17,439	13.7%
MAIL AGENT	10,720	935	935	0	0.0%	7,915	7,915	0	0.0%	8,456	6.4%
OFFICE	176,954	19,121	10,921	8,200	42.9%	129,686	124,165	5,521	4.3%	116,677	-6.4%
CREDIT CARD	91,308	6,030	12,763	-6,733	-111.7%	48,108	58,998	-10,890	-22.6%	48,967	-20.5%
POSTAGE	2,883	250	358	-108	-43.2%	2,133	2,465	-332	-15.6%	2,416	-2.0%
TRAVEL	9,672	400	728	-328	-82.0%	8,472	11,677	-3,205	-37.8%	11,115	-5.1%
DAMAGES	15,392	4,300	1,240	3,060	0.0%	8,242	4,057	4,185	50.8%	7,791	47.9%
OTHER INSURANCES	39,600	3,300	3,300	0	0.0%	29,700	29,700	0	0.0%	26,838	-10.7%
MISCELLANEOUS	10,985	2,140	1,224	916	42.8%	5,200	4,618	582	11.2%	7,643	39.6%
BARGE SUBCONTRACTING	45,750	2,000	16,650	-14,650	-732.5%	42,750	66,800	-24,050	-56.3%	51,300	0.0%
PROFESSIONAL	69,206	7,850	3,758	4,092	52.1%	49,506	49,936	-430	0.0%	64,976	23.1%
DUE & PUC	9,375	100	0	100	0.0%	5,375	17,551	-12,176	0.0%	7,994	0.0%
UNIFORMS	19,816	4,150	7,527	-3,377	-81.4%	13,396	15,229	-1,833	-13.7%	23,800	36.0%
TRAINING	6,213	450	100	350	77.8%	4,863	1,633	3,230	66.4%	2,231	0.0%
TOTAL	\$528,802	\$52,896	\$60,387	-\$7,491	-14.2%	\$370,664	\$409,786	-\$39,122	-10.6%	\$397,643	-3.1%

**CBITD Expenses
Summary**

	FY2018 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$58,654	\$4,072	\$2,992	\$1,080	26.5%	\$46,039	\$45,072	\$967	2.1%	\$41,220	-9.3%
JANITORIAL	\$72,137	\$5,965	\$1,901	4,064	68.1%	\$54,122	\$51,465	2,657	4.9%	\$51,625	0.3%
RENT	34,627	2,995	2,995	0	0.0%	25,642	22,319	3,323	13.0%	37,524	40.5%
MAINTENANCE	140,397	15,680	3,276	12,404	79.1%	98,242	94,842	3,400	3.5%	116,248	18.4%
TOTAL	\$305,815	\$28,712	\$11,164	\$17,548	61.1%	\$224,045	\$213,698	\$10,347	4.6%	\$246,617	13.3%
SALES											
ADVERTISING	\$141,137	\$17,140	\$8,391	\$8,749	51.0%	\$87,842	\$80,141	\$7,701	8.8%	\$85,221	6.0%
CATERING	103,081	17,671	21,128	-3,457	-19.6%	43,021	54,782	-11,761	-27.3%	43,198	-26.8%
TOTAL	\$244,218	\$34,811	\$29,519	\$5,292	15.2%	\$130,863	\$134,923	-\$4,060	-3.1%	\$128,419	-5.1%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$6,638,696	\$590,087	\$543,185	\$46,902	7.9%	\$4,688,719	\$4,640,757	\$47,962	1.0%	\$4,959,393	6.4%
TOTAL OP REVENUES	\$5,209,247	\$612,041	\$837,054	\$225,013	36.8%	\$2,501,858	\$2,929,896	\$428,038	17.1%	\$2,725,179	7.5%
OP SURPLUS/LOSS	-\$1,429,449	\$21,954	\$293,869	\$271,915	1238.6%	-\$2,186,861	-\$1,710,861	\$476,000	21.8%	-\$2,234,214	23.4%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,199,995	\$65,476	\$40,386	-\$25,090	-38.3%	\$861,823	\$763,811	-\$98,012	-11.4%	\$1,523,029	-49.8%
FTA RURAL 5311	300,682	20,000	0	-20,000	-100.0%	240,682	265,587	24,905	10.3%	199,665	33.0%
FTA OPERATING	0	0	0	0	0.0%	0	0	0	0.0%	343,517	-100.0%
STATE SUBSIDY	68,444	0	0	0	0.0%	68,444	68,444	0	0.0%	68,444	0.0%
TOTAL	\$1,569,121	\$85,476	\$40,386	-\$45,090	-52.8%	\$1,170,949	\$1,097,842	-\$73,107	-6.2%	\$2,134,655	-48.6%
SURPLUS/LOSS	\$139,672	\$107,430	\$334,255	\$226,825	211.1%	-\$1,015,912	-\$613,019	\$402,893	39.7%	-\$99,559	-515.7%