

**CBITD Revenues and Expenses
Overview**

	FY2019 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY18
REVENUES											
SCH SERVICE	\$4,409,093	\$547,341	\$614,486	\$67,145	12.3%	\$2,147,968	\$2,428,840	\$280,872	13.1%	\$2,478,453	-2.0%
GR SALES	\$983,842	\$145,009	\$174,538	\$29,529	20.4%	\$316,922	\$408,784	\$91,862	29.0%	\$427,644	-4.4%
MISC	\$51,740	\$3,690	\$3,828	\$138	3.7%	\$37,135	\$42,534	\$5,399	14.5%	\$23,796	78.7%
TOTAL REVENUES	\$5,444,675	\$696,040	\$792,852	\$96,812	13.9%	\$2,502,025	\$2,880,158	\$378,133	15.1%	\$2,929,893	-1.7%
EXPENSES											
PERSONNEL	\$3,954,542	\$350,338	\$349,670	\$668	0.2%	\$2,765,050	\$2,725,003	\$40,047	1.4%	\$2,704,161	-0.8%
VESSELS	\$2,248,006	\$114,193	\$86,464	\$27,729	24.3%	\$1,862,514	\$1,520,974	\$341,540	18.3%	\$1,179,690	-28.9%
OPERATIONS	\$579,546	\$50,523	\$70,959	-\$20,436	-40.4%	\$424,660	\$497,025	-\$72,365	-17.0%	\$411,629	-20.7%
TERMINAL	\$311,873	\$29,429	\$26,478	\$2,951	10.0%	\$231,331	\$253,689	-\$22,358	-9.7%	\$221,287	-14.6%
SALES	\$296,220	\$37,440	\$55,907	-\$18,467	-49.3%	\$153,263	\$168,468	-\$15,205	-9.9%	\$134,923	-24.9%
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	\$581,923	\$589,479	-\$7,555	-1.3%	\$5,436,818	\$5,165,159	\$271,659	5.0%	\$4,651,690	-11.0%
OPERATING SURPLUS/LOSS	-\$1,945,512	\$114,117	\$203,374	\$89,257	78.2%	-\$2,934,793	-\$2,285,002	\$649,791	22.1%	-\$1,721,797	-32.7%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,559,843	\$64,064	\$32,415	-\$31,649	-49.4%	\$1,379,111	\$1,088,028	-\$291,083	-21.1%	\$763,811	42.4%
FTA RURAL REVENUE	\$285,000	\$0	\$9,121	\$9,121	#DIV/0!	\$285,000	\$278,374	-\$6,626	-2.3%	\$265,587	4.8%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$0	\$0	0.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
TOTAL OP GRANT RESERVES	\$1,913,287	\$64,064	\$41,536	-\$22,528	-35.2%	\$1,732,555	\$1,434,846	-\$297,709	-17.2%	\$1,097,842	30.7%
SURPLUS/LOSS	-\$32,225	\$178,181	\$244,910	\$66,729	37.5%	-\$1,202,238	-\$850,156	\$352,082	29.3%	-\$623,955	-36.3%

**CBITD Revenues
Summary**

	FY2019 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$296,943	\$349,748	\$52,805	17.8%	\$1,145,248	\$1,214,140	\$68,892	6.0%	\$1,234,108	-1.6%
VEHICLE	1,029,036	127,669	131,117	\$3,448	2.7%	515,938	614,358	\$98,420	19.1%	677,971	-9.4%
FREIGHT	780,892	116,899	127,524	\$10,625	9.1%	434,312	544,299	\$109,987	25.3%	513,031	6.1%
MAIL	69,960	5,830	6,097	\$267	4.6%	52,470	56,044	\$3,574	6.8%	53,345	5.1%
TOTAL	\$4,409,093	\$547,341	\$614,486	\$67,145	12.3%	\$2,147,968	\$2,428,841	\$280,873	13.1%	\$2,478,455	-2.0%
GR SALES											
TOURS	\$561,544	\$58,283	\$81,062	\$22,779	39.1%	\$146,016	\$195,382	\$49,366	33.8%	\$199,938	-2.3%
CHARTERS	197,500	35,000	44,650	9,650	0.0%	72,500	78,657	6,157	8.5%	106,284	-26.0%
CATERING	186,125	48,375	47,596	-779	0.0%	66,875	110,785	43,910	65.7%	95,421	16.1%
VENDING	8,000	750	595	-155	-20.7%	5,250	3,452	-1,798	-34.2%	4,002	-13.7%
PROMOTIONAL	6,500	0	0	0	#DIV/0!	5,150	0	-5,150	-100.0%	0	0.0%
ADVERTISING	24,173	2,601	635	-1,966	-75.6%	21,131	20,508	-623	-2.9%	22,000	-6.8%
TOTAL	\$983,842	\$145,009	\$174,538	\$29,529	20.4%	\$316,922	\$408,784	\$91,862	29.0%	\$427,645	-4.4%
OTHER INCOME											
MISC	11,490	690	182	-\$508	-73.6%	6,385	7,501	\$1,116	17.5%	6,203	20.9%
INTEREST	40,250	3,000	3,646	646	21.5%	30,750	35,034	4,284	13.9%	17,593	99.1%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
TOTAL	\$51,740	\$3,690	\$3,828	\$138	3.7%	\$37,135	\$42,535	\$5,400	14.5%	\$23,796	78.7%
TOTAL OP REVENUES	\$5,444,675	\$696,040	\$792,852	\$96,812	13.9%	\$2,502,025	\$2,880,160	\$378,135	15.1%	\$2,929,896	-1.7%

**CBITD Expenses
Summary**

	FY2019 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,981,303	\$267,610	\$269,667	-\$2,057	-0.8%	\$2,050,838	\$2,039,525	\$11,313	0.6%	\$2,009,573	-1.5%
TAXES	233,876	20,924	20,756	168	0.8%	161,226	157,788	3,438	2.1%	154,841	-1.9%
EMPLOYEE INSURANCE	341,391	28,774	26,103	2,671	9.3%	255,066	231,737	23,329	9.1%	275,019	15.7%
EMPLOYEE RELATED EXP	20,090	1,540	1,654	-114	-7.4%	14,510	12,543	1,967	13.6%	24,328	48.4%
PENSION	377,882	31,490	31,490	0	0.0%	283,410	283,410	0	0.0%	240,399	-17.9%
TOTAL	\$3,954,542	\$350,338	\$349,670	\$668	0.2%	\$2,765,050	\$2,725,003	\$40,047	1.4%	\$2,704,160	-0.8%
VESSELS											
REPAIRS	\$1,457,975	\$44,800	\$32,939	\$11,861	26.5%	\$1,314,975	\$982,334	\$332,641	25.3%	\$642,595	-52.9%
FUEL	683,567	60,521	47,719	12,802	21.2%	467,691	486,379	-18,688	-4.0%	457,247	-6.4%
INSURANCE	106,464	8,872	5,807	3,065	34.5%	79,848	52,261	27,587	34.5%	79,848	34.5%
TOTAL	\$2,248,006	\$114,193	\$86,465	\$27,728	24.3%	\$1,862,514	\$1,520,974	\$341,540	18.3%	\$1,179,690	-28.9%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,733	\$137	7.3%	\$16,830	\$14,745	\$2,085	12.4%	\$15,042	2.0%
MAIL AGENT	11,220	935	935	0	0.0%	8,415	8,415	0		7,915	-6.3%
OFFICE	175,092	16,523	19,008	-2,485	-15.0%	134,746	162,102	-27,356	-20.3%	126,009	-28.6%
CREDIT CARD	88,435	6,365	11,108	-4,743	-74.5%	42,835	61,324	-18,489	-43.2%	58,998	-3.9%
POSTAGE	1,894	150	269	-119	-79.3%	1,444	2,554	-1,110	-76.8%	2,465	-3.6%
TRAVEL	16,500	400	3,307	-2,907	-726.8%	15,300	17,068	-1,768	-11.6%	11,677	-46.2%
DAMAGES	22,950	4,300	63	4,237	0.0%	0	6,395	-6,395	#DIV/0!	4,057	-57.6%
OTHER INSURANCES	39,600	3,300	3,257	43	1.3%	29,700	23,036	6,664	22.4%	29,700	22.4%
MISCELLANEOUS	11,915	2,290	3,540	-1,250	-54.6%	5,680	10,119	-4,439	-78.2%	4,618	-119.1%
BARGE SUBCONTRACTING	53,500	500	10,450	-9,950	0.0%	49,500	73,300	-23,800	-48.1%	66,800	0.0%
PROFESSIONAL	94,525	8,960	7,885	1,075	12.0%	75,505	68,022	7,483	0.0%	49,936	-36.2%
DUE & PUC	9,375	100	0	100	0.0%	5,375	19,916	-14,541	0.0%	17,551	0.0%
UNIFORMS	22,350	4,380	9,195	-4,815	-109.9%	16,130	27,794	-11,664	-72.3%	15,229	-82.5%
TRAINING	9,750	450	210	240	53.3%	8,400	2,234	6,166	73.4%	1,633	0.0%
TOTAL	\$579,546	\$50,523	\$70,960	-\$20,437	-40.5%	\$409,860	\$497,024	-\$87,164	-21.3%	\$411,630	-20.7%

**CBITD Expenses
Summary**

	FY2019 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$3,924	\$3,439	\$485	12.4%	\$47,961	\$50,202	-\$2,241	-4.7%	\$45,072	-11.4%
JANITORIAL	\$72,540	\$6,130	\$8,144	-2,014	-32.9%	\$54,030	\$62,228	-8,198	-15.2%	\$59,053	-5.4%
RENT	35,940	2,995	2,995	0	0.0%	26,955	26,300	655	2.4%	22,319	-17.8%
MAINTENANCE	143,390	16,380	11,900	4,480	27.4%	102,385	114,959	-12,574	-12.3%	94,842	-21.2%
TOTAL	\$311,873	\$29,429	\$26,478	\$2,951	10.0%	\$231,331	\$253,689	-\$22,358	-9.7%	\$221,286	-14.6%
SALES											
ADVERTISING	\$153,915	\$17,870	\$26,763	-\$8,893	-49.8%	\$99,968	\$112,609	-\$12,641	-12.6%	\$80,141	-40.5%
CATERING	142,305	19,570	29,144	-9,574	-48.9%	53,295	55,860	-2,565	-4.8%	54,782	-2.0%
TOTAL	\$296,220	\$37,440	\$55,907	-\$18,467	-49.3%	\$153,263	\$168,469	-\$15,206	-9.9%	\$134,923	-24.9%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,390,187	\$581,923	\$589,480	-\$7,557	-1.3%	\$5,422,018	\$5,165,159	\$256,859	4.7%	\$4,651,689	-11.0%
TOTAL OP REVENUES	\$5,444,675	\$696,040	\$792,852	\$96,812	13.9%	\$2,502,025	\$2,880,160	\$378,135	15.1%	\$2,929,896	-1.7%
OP SURPLUS/LOSS	-\$1,945,512	\$114,117	\$203,372	\$89,255	78.2%	-\$2,919,993	-\$2,284,999	\$634,994	21.7%	-\$1,721,793	-32.7%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,559,843	\$64,064	\$32,415	-\$31,649	-49.4%	\$1,379,111	\$1,088,028	-\$291,083	-21.1%	\$763,811	42.4%
FTA RURAL 5311	285,000	0	9,121	9,121	#DIV/0!	285,000	278,374	-6,626	-2.3%	265,587	4.8%
STATE SUBSIDY	68,444	0	0	0	0.0%	0	68,444	68,444	0.0%	0	0.0%
TOTAL	\$1,913,287	\$64,064	\$41,536	-\$22,528	-35.2%	\$1,664,111	\$1,434,846	-\$229,265	-13.8%	\$1,029,398	39.4%
SURPLUS/LOSS	-\$32,225	\$178,181	\$244,908	\$66,727	37.4%	-\$1,255,882	-\$850,153	\$405,729	32.3%	-\$692,395	-22.8%