

**CBITD Revenues and Expenses
Overview**

| | FY2019 BUDGET | March | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs |
|--------------------------------|---------------------|-------------------|-------------------|-------------------|---------------|---------------------|---------------------|-------------------|---------------|---------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | FY18 |
| REVENUES | | | | | | | | | | | |
| SCH SERVICE | \$4,409,093 | \$131,414 | \$156,317 | \$24,903 | 19.0% | \$1,003,168 | \$1,094,113 | \$90,945 | 9.1% | \$1,102,069 | -0.7% |
| GR SALES | \$983,842 | \$11,936 | \$16,098 | \$4,162 | 34.9% | \$98,474 | \$111,635 | \$13,161 | 13.4% | \$134,275 | -16.9% |
| MISC | \$51,740 | \$3,900 | \$4,091 | \$191 | 4.9% | \$25,990 | \$30,074 | \$4,084 | 15.7% | \$16,026 | 87.7% |
| TOTAL REVENUES | \$5,444,675 | \$147,250 | \$176,506 | \$29,256 | 19.9% | \$1,127,632 | \$1,235,822 | \$108,190 | 9.6% | \$1,252,370 | -1.3% |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | \$3,954,542 | \$280,905 | \$268,537 | \$12,368 | 4.4% | \$1,784,603 | \$1,753,310 | \$31,293 | 1.8% | \$1,728,395 | -1.4% |
| VESSELS | \$2,248,006 | \$379,498 | \$237,060 | \$142,438 | 37.5% | \$1,001,464 | \$750,125 | \$251,339 | 25.1% | \$656,652 | -14.2% |
| OPERATIONS | \$579,546 | \$59,403 | \$39,846 | \$19,557 | 32.9% | \$279,001 | \$252,315 | \$26,686 | 9.6% | \$211,643 | -19.2% |
| TERMINAL | \$311,873 | \$25,102 | \$30,251 | -\$5,149 | -20.5% | \$162,515 | \$173,553 | -\$11,038 | -6.8% | \$157,195 | -10.4% |
| SALES | \$296,220 | \$9,415 | \$15,323 | -\$5,908 | -62.8% | \$83,540 | \$73,661 | \$9,879 | 11.8% | \$65,905 | -11.8% |
| 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 | \$754,323 | \$591,017 | \$163,306 | 21.6% | \$3,311,123 | \$3,002,965 | \$308,159 | 9.3% | \$2,819,790 | -6.5% |
| OPERATING SURPLUS/LOSS | -\$1,945,512 | -\$607,073 | -\$414,512 | \$192,561 | 31.7% | -\$2,183,491 | -\$1,767,142 | \$416,349 | 19.1% | -\$1,567,420 | -12.7% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PM REVENUE | \$1,559,843 | \$321,389 | \$211,418 | -\$109,971 | -34.2% | \$689,656 | \$495,114 | -\$194,542 | -28.2% | \$419,973 | 17.9% |
| FTA RURAL REVENUE | \$285,000 | \$40,200 | \$30,645 | -\$9,555 | -23.8% | \$232,900 | \$222,874 | -\$10,026 | -4.3% | \$183,082 | 21.7% |
| 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% | \$60,000 | \$68,444 | \$8,444 | 14.1% | \$0 | 0.0% |
| TOTAL OP GRANT RESERVES | \$1,913,287 | \$376,589 | \$242,063 | -\$134,526 | -35.7% | \$982,556 | \$786,432 | -\$196,124 | -20.0% | \$603,055 | 30.4% |
| SURPLUS/LOSS | -\$32,225 | -\$230,484 | -\$172,449 | \$58,035 | 25.2% | -\$1,200,935 | -\$980,710 | \$220,225 | 18.3% | -\$964,365 | -1.7% |

**CBITD Revenues
Summary**

| | FY2019 BUDGET | March | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|--------------------------|--------------------|------------------|------------------|-----------------|--------------|---------------------|--------------------|------------------|--------------|--------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| REVENUES | | | | | | | | | | | |
| PASSENGER | \$2,529,205 | \$75,724 | \$71,735 | -\$3,989 | -5.3% | \$523,058 | \$494,449 | -\$28,609 | -5.5% | \$509,734 | -3.0% |
| VEHICLE | 1,029,036 | 26,448 | 41,866 | \$15,418 | 58.3% | 251,525 | 311,529 | \$60,004 | 23.9% | 318,150 | -2.1% |
| FREIGHT | 780,892 | 23,412 | 36,427 | \$13,015 | 55.6% | 193,605 | 250,567 | \$56,962 | 29.4% | 238,764 | 4.9% |
| MAIL | 69,960 | 5,830 | 6,289 | \$459 | 7.9% | 34,980 | 37,568 | \$2,588 | 7.4% | 35,422 | 6.1% |
| TOTAL | \$4,409,093 | \$131,414 | \$156,317 | \$24,903 | 19.0% | \$1,003,168 | \$1,094,113 | \$90,945 | 9.1% | \$1,102,070 | -0.7% |
| GR SALES | | | | | | | | | | | |
| TOURS | \$561,544 | \$3,200 | \$6,053 | \$2,853 | 89.2% | \$51,610 | \$63,852 | \$12,242 | 23.7% | \$76,830 | -16.9% |
| CHARTERS | 197,500 | 2,500 | 675 | -1,825 | 0.0% | 22,500 | 7,925 | -14,575 | -64.8% | 19,834 | -60.0% |
| CATERING | 186,125 | 1,000 | 3,900 | 2,900 | 0.0% | 4,500 | 26,813 | 22,313 | 495.8% | 19,316 | 38.8% |
| VENDING | 8,000 | 500 | 238 | -262 | -52.4% | 3,250 | 2,420 | -830 | -25.5% | 2,791 | -13.3% |
| PROMOTIONAL | 6,500 | 0 | 0 | 0 | #DIV/0! | 3,250 | 0 | -3,250 | -100.0% | 0 | 0.0% |
| ADVERTISING | 24,173 | 4,736 | 5,232 | 496 | 10.5% | 13,364 | 10,626 | -2,738 | -20.5% | 15,503 | -31.5% |
| TOTAL | \$983,842 | \$11,936 | \$16,098 | \$4,162 | 34.9% | \$98,474 | \$111,636 | \$13,162 | 13.4% | \$134,274 | -16.9% |
| OTHER INCOME | | | | | | | | | | | |
| MISC | 11,490 | 700 | 547 | -\$153 | -21.9% | 4,440 | 6,412 | \$1,972 | 44.4% | 4,941 | 29.8% |
| INTEREST | 40,250 | 3,200 | 3,544 | 344 | 10.8% | 21,550 | 23,661 | 2,111 | 9.8% | 11,085 | 113.5% |
| DIA EDGE CON | 0 | 0 | 0 | 0 | 0.0% | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| TOTAL | \$51,740 | \$3,900 | \$4,091 | \$191 | 4.9% | \$25,990 | \$30,073 | \$4,083 | 15.7% | \$16,026 | 87.7% |
| TOTAL OP REVENUES | \$5,444,675 | \$147,250 | \$176,506 | \$29,256 | 19.9% | \$1,127,632 | \$1,235,822 | \$108,190 | 9.6% | \$1,252,370 | -1.3% |

**CBITD Expenses
Summary**

| | FY2019 BUDGET | March | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|----------------------|--------------------|------------------|------------------|------------------|--------------|---------------------|--------------------|------------------|--------------|--------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | | | | | | | | | | | |
| PAYROLL | \$2,981,303 | \$203,403 | \$194,087 | \$9,316 | 4.6% | \$1,313,297 | \$1,299,141 | \$14,156 | 1.1% | \$1,282,952 | -1.3% |
| TAXES | 233,876 | 16,013 | 15,132 | 881 | 5.5% | 103,337 | 100,682 | 2,655 | 2.6% | 98,466 | -2.3% |
| EMPLOYEE INSURANCE | 341,391 | 28,774 | 25,969 | 2,805 | 9.7% | 168,744 | 153,751 | 14,993 | 8.9% | 170,862 | 10.0% |
| EMPLOYEE RELATED EXP | 20,090 | 1,225 | 1,858 | -633 | -51.7% | 10,285 | 10,796 | -511 | -5.0% | 15,544 | 30.5% |
| PENSION | 377,882 | 31,490 | 31,490 | 0 | 0.0% | 188,940 | 188,940 | 0 | 0.0% | 160,570 | -17.7% |
| TOTAL | \$3,954,542 | \$280,905 | \$268,536 | \$12,369 | 4.4% | \$1,784,603 | \$1,753,310 | \$31,293 | 1.8% | \$1,728,394 | -1.4% |
| VESSELS | | | | | | | | | | | |
| REPAIRS | \$1,457,975 | \$318,200 | \$183,705 | \$134,495 | 42.3% | \$639,175 | \$382,229 | \$256,946 | 40.2% | \$302,258 | -26.5% |
| FUEL | 683,567 | 52,426 | 47,549 | 4,877 | 9.3% | 309,057 | 333,056 | -23,999 | -7.8% | 301,163 | -10.6% |
| INSURANCE | 106,464 | 8,872 | 5,807 | 3,065 | 34.5% | 53,232 | 34,841 | 18,391 | 34.5% | 53,232 | 34.5% |
| TOTAL | \$2,248,006 | \$379,498 | \$237,061 | \$142,437 | 37.5% | \$1,001,464 | \$750,126 | \$251,338 | 25.1% | \$656,653 | -14.2% |
| OPERATIONS | | | | | | | | | | | |
| TELEPHONE | \$22,440 | \$1,870 | \$1,734 | \$136 | 7.3% | \$11,220 | \$9,546 | \$1,674 | 14.9% | \$9,707 | 1.7% |
| MAIL AGENT | 11,220 | 935 | 935 | 0 | 0.0% | 5,610 | 5,610 | 0 | 0.0% | 5,110 | -9.8% |
| OFFICE | 175,092 | 18,973 | 21,825 | -2,852 | -15.0% | 93,897 | 103,035 | -9,138 | -9.7% | 81,925 | -25.8% |
| CREDIT CARD | 88,435 | 2,280 | 3,418 | -1,138 | -49.9% | 29,630 | 38,573 | -8,943 | -30.2% | 35,597 | -8.4% |
| POSTAGE | 1,894 | 150 | 100 | 50 | 33.3% | 994 | 1,372 | -378 | -38.0% | 1,382 | 0.7% |
| TRAVEL | 16,500 | 1,600 | 1,263 | 337 | 21.1% | 12,000 | 6,928 | 5,072 | 42.3% | 5,171 | -34.0% |
| DAMAGES | 22,950 | 0 | 448 | -448 | 0.0% | 8,650 | 2,639 | 6,011 | 69.5% | 1,892 | -39.5% |
| OTHER INSURANCES | 39,600 | 3,300 | 2,600 | 700 | 21.2% | 19,800 | 15,600 | 4,200 | 21.2% | 19,800 | 21.2% |
| MISCELLANEOUS | 11,915 | 250 | 1,275 | -1,025 | -410.0% | 2,380 | 4,517 | -2,137 | -89.8% | 2,272 | -98.8% |
| BARGE SUBCONTRACTING | 53,500 | 22,500 | 0 | 22,500 | 0.0% | 25,500 | 300 | 25,200 | 98.8% | 5,600 | 0.0% |
| PROFESSIONAL | 94,525 | 6,155 | 5,668 | 487 | 7.9% | 51,375 | 39,846 | 11,529 | 0.0% | 28,550 | -39.6% |
| DUE & PUC | 9,375 | 0 | 175 | -175 | 0.0% | 4,450 | 7,916 | -3,466 | 0.0% | 6,909 | 0.0% |
| UNIFORMS | 22,350 | 940 | 404 | 536 | 57.0% | 8,620 | 14,633 | -6,013 | -69.8% | 6,389 | -129.0% |
| TRAINING | 9,750 | 450 | 0 | 450 | 100.0% | 4,875 | 1,799 | 3,076 | 63.1% | 1,338 | 0.0% |
| TOTAL | \$579,546 | \$59,403 | \$39,845 | \$19,558 | 32.9% | \$279,001 | \$252,314 | \$26,687 | 9.6% | \$211,642 | -19.2% |

**CBITD Expenses
Summary**

| FY2019 BUDGET | March | | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|--------------------------|---------------------|-------------------|-------------------|-------------------|---------------|---------------------|---------------------|-------------------|---------------|---------------------|---------------|
| | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | | |
| EXPENSES | | | | | | | | | | | |
| TERMINAL | | | | | | | | | | | |
| UTILITIES | \$60,003 | \$7,092 | \$6,569 | \$523 | 7.4% | \$35,360 | \$37,529 | -\$2,169 | -6.1% | \$33,195 | -13.1% |
| JANITORIAL | \$72,540 | \$5,950 | \$6,935 | -985 | -16.6% | \$35,760 | \$39,152 | -\$3,392 | -9.5% | \$36,348 | -7.7% |
| RENT | 35,940 | 2,995 | 2,995 | 0 | 0.0% | 17,970 | 17,314 | 656 | 3.7% | 16,658 | -3.9% |
| MAINTENANCE | 143,390 | 9,065 | 13,752 | -4,687 | -51.7% | 73,425 | 79,558 | -6,133 | -8.4% | 70,994 | -12.1% |
| TOTAL | \$311,873 | \$25,102 | \$30,251 | -\$5,149 | -20.5% | \$162,515 | \$173,553 | -\$11,038 | -6.8% | \$157,195 | -10.4% |
| SALES | | | | | | | | | | | |
| ADVERTISING | \$153,915 | \$9,265 | \$13,547 | -\$4,282 | -46.2% | \$60,165 | \$56,212 | \$3,953 | 6.6% | \$50,403 | -11.5% |
| CATERING | 142,305 | 150 | 1,776 | -1,626 | -1084.0% | 23,375 | 17,449 | 5,926 | 25.4% | 15,501 | -12.6% |
| TOTAL | \$296,220 | \$9,415 | \$15,323 | -\$5,908 | -62.8% | \$83,540 | \$73,661 | \$9,879 | 11.8% | \$65,904 | -11.8% |
| DEBT SERVICE | | | | | | | | | | | |
| TOTAL | \$0 | \$0 | \$0 | \$0 | | \$0 | \$0 | \$0 | | \$0 | |
| TOTAL EXPENSES | \$7,390,187 | \$754,323 | \$591,016 | \$163,307 | 21.6% | \$3,311,123 | \$3,002,964 | \$308,159 | 9.3% | \$2,819,788 | -6.5% |
| TOTAL OP REVENUES | \$5,444,675 | \$147,250 | \$176,506 | \$29,256 | 19.9% | \$1,127,632 | \$1,235,822 | \$108,190 | 9.6% | \$1,252,370 | -1.3% |
| OP SURPLUS/LOSS | -\$1,945,512 | -\$607,073 | -\$414,510 | \$192,563 | 31.7% | -\$2,183,491 | -\$1,767,142 | \$416,349 | 19.1% | -\$1,567,418 | -12.7% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PREVENTATIVE MAIN | \$1,559,843 | \$321,389 | \$211,418 | -\$109,971 | -34.2% | \$689,656 | \$495,114 | -\$194,542 | -28.2% | \$419,973 | 17.9% |
| FTA RURAL 5311 | 285,000 | 40,200 | 30,645 | -9,555 | -23.8% | 232,900 | 222,874 | -10,026 | -4.3% | 183,082 | 21.7% |
| 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 | \$376,589 | \$242,063 | -\$134,526 | -35.7% | \$922,556 | \$786,432 | -\$136,124 | -14.8% | \$603,055 | 30.4% |
| SURPLUS/LOSS | -\$32,225 | -\$230,484 | -\$172,447 | \$58,037 | 25.2% | -\$1,260,935 | -\$980,710 | \$280,225 | 22.2% | -\$964,363 | -1.7% |