

**CBITD Revenues and Expenses
Overview**

| | FY2019 BUDGET | MAY | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs |
|--------------------------------|---------------------|-------------------|-------------------|------------------|---------------|---------------------|---------------------|-------------------|---------------|---------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | FY18 |
| REVENUES | | | | | | | | | | | |
| SCH SERVICE | \$4,409,093 | \$358,620 | \$404,974 | \$46,354 | 12.9% | \$1,600,627 | \$1,814,354 | \$213,727 | 13.4% | \$1,840,431 | -1.4% |
| GR SALES | \$983,842 | \$58,137 | \$95,651 | \$37,514 | 64.5% | \$171,913 | \$234,245 | \$62,332 | 36.3% | \$231,056 | 1.4% |
| MISC | \$51,740 | \$3,650 | \$4,499 | \$849 | 23.3% | \$33,445 | \$38,706 | \$5,261 | 15.7% | \$21,351 | 81.3% |
| TOTAL REVENUES | \$5,444,675 | \$420,407 | \$505,124 | \$84,717 | 20.2% | \$1,805,985 | \$2,087,305 | \$281,320 | 15.6% | \$2,092,838 | -0.3% |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | \$3,954,542 | \$350,048 | \$345,031 | \$5,017 | 1.4% | \$2,414,712 | \$2,375,333 | \$39,379 | 1.6% | \$2,358,719 | -0.7% |
| VESSELS | \$2,248,006 | \$366,722 | \$254,399 | \$112,323 | 30.6% | \$1,748,321 | \$1,189,322 | \$558,999 | 32.0% | \$1,081,517 | -10.0% |
| OPERATIONS | \$579,546 | \$39,613 | \$87,784 | -\$48,171 | -121.6% | \$374,137 | \$426,065 | -\$51,928 | -13.9% | \$351,242 | -21.3% |
| TERMINAL | \$311,873 | \$20,777 | \$29,762 | -\$8,985 | -43.2% | \$201,902 | \$227,211 | -\$25,309 | -12.5% | \$202,535 | -12.2% |
| SALES | \$296,220 | \$19,820 | \$15,566 | \$4,254 | 21.5% | \$115,823 | \$112,561 | \$3,262 | 2.8% | \$105,404 | -6.8% |
| 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 | \$796,980 | \$732,541 | \$64,438 | 8.1% | \$4,854,895 | \$4,330,492 | \$524,403 | 10.8% | \$4,099,417 | -5.6% |
| OPERATING SURPLUS/LOSS | -\$1,945,512 | -\$376,573 | -\$227,418 | \$149,155 | 39.6% | -\$3,048,910 | -\$2,243,187 | \$805,723 | 26.4% | -\$2,006,578 | -11.8% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PM REVENUE | \$1,559,843 | \$302,195 | \$446,630 | \$144,435 | 47.8% | \$1,315,047 | \$1,066,623 | -\$248,424 | -18.9% | \$723,425 | 47.4% |
| FTA RURAL REVENUE | \$285,000 | \$19,500 | \$24,185 | \$4,685 | 24.0% | \$285,000 | \$269,253 | -\$15,747 | -5.5% | \$265,587 | 1.4% |
| 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 | \$321,695 | \$470,815 | \$149,120 | 46.4% | \$1,668,491 | \$1,404,320 | -\$264,171 | -15.8% | \$1,057,456 | 32.8% |
| SURPLUS/LOSS | -\$32,225 | -\$54,878 | \$243,397 | \$298,275 | 543.5% | -\$1,380,419 | -\$838,867 | \$541,552 | 39.2% | -\$949,122 | 11.6% |

**CBITD Revenues
Summary**

| | FY2019 BUDGET | MAY | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|--------------------------|--------------------|------------------|------------------|-----------------|--------------|---------------------|--------------------|------------------|--------------|--------------------|--------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| REVENUES | | | | | | | | | | | |
| PASSENGER | \$2,529,205 | \$193,548 | \$222,477 | \$28,929 | 14.9% | \$848,305 | \$864,392 | \$16,087 | 1.9% | \$860,491 | 0.5% |
| VEHICLE | 1,029,036 | 70,736 | 69,452 | -\$1,284 | -1.8% | 388,269 | 483,241 | \$94,972 | 24.5% | 542,125 | -10.9% |
| FREIGHT | 780,892 | 88,506 | 106,754 | \$18,248 | 20.6% | 317,413 | 416,774 | \$99,361 | 31.3% | 390,400 | 6.8% |
| MAIL | 69,960 | 5,830 | 6,293 | \$463 | 7.9% | 46,640 | 49,947 | \$3,307 | 7.1% | 47,416 | 5.3% |
| TOTAL | \$4,409,093 | \$358,620 | \$404,976 | \$46,356 | 12.9% | \$1,600,627 | \$1,814,354 | \$213,727 | 13.4% | \$1,840,432 | -1.4% |
| GR SALES | | | | | | | | | | | |
| TOURS | \$561,544 | \$27,049 | \$36,473 | \$9,424 | 34.8% | \$87,733 | \$114,320 | \$26,587 | 30.3% | \$122,928 | -7.0% |
| CHARTERS | 197,500 | 15,000 | 23,057 | 8,057 | 0.0% | 37,500 | 34,007 | -3,493 | -9.3% | 42,134 | -19.3% |
| CATERING | 186,125 | 13,500 | 27,096 | 13,596 | 0.0% | 18,500 | 63,190 | 44,690 | 241.6% | 41,329 | 52.9% |
| VENDING | 8,000 | 750 | 0 | -750 | -100.0% | 4,500 | 2,856 | -1,644 | -36.5% | 3,472 | -17.7% |
| PROMOTIONAL | 6,500 | 550 | 0 | -550 | -100.0% | 5,150 | 0 | -5,150 | -100.0% | 0 | 0.0% |
| ADVERTISING | 24,173 | 1,288 | 9,026 | 7,738 | 600.8% | 18,530 | 19,872 | 1,342 | 7.2% | 21,194 | -6.2% |
| TOTAL | \$983,842 | \$58,137 | \$95,652 | \$37,515 | 64.5% | \$171,913 | \$234,245 | \$62,332 | 36.3% | \$231,057 | 1.4% |
| OTHER INCOME | | | | | | | | | | | |
| MISC | 11,490 | 650 | 761 | \$111 | 17.1% | 5,695 | 7,319 | \$1,624 | 28.5% | 6,070 | 20.6% |
| INTEREST | 40,250 | 3,000 | 3,738 | 738 | 24.6% | 27,750 | 31,387 | 3,637 | 13.1% | 15,281 | 105.4% |
| DIA EDGE CON | 0 | 0 | 0 | 0 | 0.0% | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| TOTAL | \$51,740 | \$3,650 | \$4,499 | \$849 | 23.3% | \$33,445 | \$38,706 | \$5,261 | 15.7% | \$21,351 | 81.3% |
| TOTAL OP REVENUES | \$5,444,675 | \$420,407 | \$505,127 | \$84,720 | 20.2% | \$1,805,985 | \$2,087,305 | \$281,320 | 15.6% | \$2,092,840 | -0.3% |

**CBITD Expenses
Summary**

| | FY2019 BUDGET | MAY | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|----------------------|--------------------|------------------|------------------|------------------|----------------|---------------------|--------------------|------------------|---------------|--------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | | | | | | | | | | | |
| PAYROLL | \$2,981,303 | \$267,311 | \$267,933 | -\$622 | -0.2% | \$1,783,228 | \$1,769,858 | \$13,370 | 0.7% | \$1,745,024 | -1.4% |
| TAXES | 233,876 | 21,013 | 20,670 | 343 | 1.6% | 140,302 | 137,032 | 3,270 | 2.3% | 134,364 | -2.0% |
| EMPLOYEE INSURANCE | 341,391 | 28,774 | 25,914 | 2,860 | 9.9% | 226,292 | 205,634 | 20,658 | 9.1% | 246,179 | 16.5% |
| EMPLOYEE RELATED EXP | 20,090 | 1,460 | -976 | 2,436 | 166.8% | 12,970 | 10,889 | 2,081 | 16.0% | 19,301 | 43.6% |
| PENSION | 377,882 | 31,490 | 31,490 | 0 | 0.0% | 251,920 | 251,920 | 0 | 0.0% | 213,852 | -17.8% |
| TOTAL | \$3,954,542 | \$350,048 | \$345,031 | \$5,017 | 1.4% | \$2,414,712 | \$2,375,333 | \$39,379 | 1.6% | \$2,358,720 | -0.7% |
| VESSELS | | | | | | | | | | | |
| REPAIRS | \$1,457,975 | \$303,800 | \$196,922 | \$106,878 | 35.2% | \$1,270,175 | \$704,207 | \$565,968 | 44.6% | \$605,616 | -16.3% |
| FUEL | 683,567 | 54,050 | 51,670 | 2,380 | 4.4% | 407,170 | 438,660 | -31,490 | -7.7% | 404,925 | -8.3% |
| INSURANCE | 106,464 | 8,872 | 5,807 | 3,065 | 34.5% | 70,976 | 46,454 | 24,522 | 34.5% | 70,976 | 34.5% |
| TOTAL | \$2,248,006 | \$366,722 | \$254,399 | \$112,323 | 30.6% | \$1,748,321 | \$1,189,321 | \$559,000 | 32.0% | \$1,081,517 | -10.0% |
| OPERATIONS | | | | | | | | | | | |
| TELEPHONE | \$22,440 | \$1,870 | \$1,733 | \$137 | 7.3% | \$14,960 | \$13,012 | \$1,948 | 13.0% | \$14,159 | 8.1% |
| MAIL AGENT | 11,220 | 935 | 935 | 0 | 0.0% | 7,480 | 7,480 | 0 | | 6,980 | -7.2% |
| OFFICE | 175,092 | 13,263 | 20,184 | -6,921 | -52.2% | 118,223 | 143,094 | -24,871 | -21.0% | 115,088 | -24.3% |
| CREDIT CARD | 88,435 | 4,465 | 7,314 | -2,849 | -63.8% | 36,470 | 50,216 | -13,746 | -37.7% | 46,235 | -8.6% |
| POSTAGE | 1,894 | 150 | 666 | -516 | -344.0% | 1,294 | 2,286 | -992 | -76.6% | 2,107 | -8.5% |
| TRAVEL | 16,500 | 1,000 | 4,503 | -3,503 | -350.3% | 14,900 | 13,761 | 1,139 | 7.6% | 10,949 | -25.7% |
| DAMAGES | 22,950 | 1,850 | 3,193 | -1,343 | 0.0% | 0 | 6,331 | -6,331 | #DIV/0! | 2,817 | -124.7% |
| OTHER INSURANCES | 39,600 | 3,300 | 2,089 | 1,211 | 36.7% | 26,400 | 19,779 | 6,621 | 25.1% | 26,400 | 25.1% |
| MISCELLANEOUS | 11,915 | 725 | 1,453 | -728 | -100.4% | 3,390 | 6,579 | -3,189 | -94.1% | 3,393 | -93.9% |
| BARGE SUBCONTRACTING | 53,500 | 1,000 | 22,950 | -21,950 | 0.0% | 49,000 | 62,850 | -13,850 | -28.3% | 50,150 | 0.0% |
| PROFESSIONAL | 94,525 | 9,015 | 7,504 | 1,511 | 16.8% | 66,545 | 60,138 | 6,407 | 0.0% | 46,178 | -30.2% |
| DUE & PUC | 9,375 | 100 | 11,702 | -11,602 | 0.0% | 5,275 | 19,916 | -14,641 | 0.0% | 17,551 | 0.0% |
| UNIFORMS | 22,350 | 1,490 | 3,333 | -1,843 | -123.7% | 11,750 | 18,600 | -6,850 | -58.3% | 7,703 | -141.5% |
| TRAINING | 9,750 | 450 | 225 | 225 | 50.0% | 7,950 | 2,024 | 5,926 | 74.5% | 1,533 | 0.0% |
| TOTAL | \$579,546 | \$39,613 | \$87,784 | -\$48,171 | -121.6% | \$363,637 | \$426,066 | -\$62,429 | -17.2% | \$351,243 | -21.3% |

**CBITD Expenses
Summary**

| | FY2019 BUDGET | MAY | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY19 vs FY18 |
|--------------------------|---------------------|-------------------|-------------------|------------------|---------------|---------------------|---------------------|-------------------|---------------|---------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| TERMINAL | | | | | | | | | | | |
| UTILITIES | \$60,003 | \$4,067 | \$3,959 | \$108 | 2.7% | \$44,037 | \$46,763 | -\$2,726 | -6.2% | \$42,081 | -11.1% |
| JANITORIAL | \$72,540 | \$6,250 | \$7,788 | -1,538 | -24.6% | \$47,900 | \$54,085 | -\$6,185 | -12.9% | \$49,564 | -9.1% |
| RENT | 35,940 | 2,995 | 2,995 | 0 | 0.0% | 23,960 | 23,305 | 655 | 2.7% | 19,324 | -20.6% |
| MAINTENANCE | 143,390 | 7,465 | 15,019 | -7,554 | -101.2% | 86,005 | 103,058 | -17,053 | -19.8% | 91,566 | -12.6% |
| TOTAL | \$311,873 | \$20,777 | \$29,761 | -\$8,984 | -43.2% | \$201,902 | \$227,211 | -\$25,309 | -12.5% | \$202,535 | -12.2% |
| SALES | | | | | | | | | | | |
| ADVERTISING | \$153,915 | \$10,720 | \$9,072 | \$1,648 | 15.4% | \$82,098 | \$85,846 | -\$3,748 | -4.6% | \$71,749 | -19.6% |
| CATERING | 142,305 | 9,100 | 6,494 | 2,606 | 28.6% | 33,725 | 26,716 | 7,009 | 20.8% | 33,654 | 20.6% |
| TOTAL | \$296,220 | \$19,820 | \$15,566 | \$4,254 | 21.5% | \$115,823 | \$112,562 | \$3,261 | 2.8% | \$105,403 | -6.8% |
| DEBT SERVICE | | | | | | | | | | | |
| TOTAL | \$0 | \$0 | \$0 | \$0 | | \$0 | \$0 | \$0 | | \$0 | |
| TOTAL EXPENSES | \$7,390,187 | \$796,980 | \$732,541 | \$64,439 | 8.1% | \$4,844,395 | \$4,330,493 | \$513,902 | 10.6% | \$4,099,418 | -5.6% |
| TOTAL OP REVENUES | \$5,444,675 | \$420,407 | \$505,127 | \$84,720 | 20.2% | \$1,805,985 | \$2,087,305 | \$281,320 | 15.6% | \$2,092,840 | -0.3% |
| OP SURPLUS/LOSS | -\$1,945,512 | -\$376,573 | -\$227,414 | \$149,159 | 39.6% | -\$3,038,410 | -\$2,243,188 | \$795,222 | 26.2% | -\$2,006,578 | -11.8% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PREVENTATIVE MAIN | \$1,559,843 | \$302,195 | \$446,630 | \$144,435 | 47.8% | \$1,315,047 | \$1,066,623 | -\$248,424 | -18.9% | \$723,425 | 47.4% |
| FTA RURAL 5311 | 285,000 | 19,500 | 24,185 | 4,685 | 24.0% | 285,000 | 269,253 | -15,747 | -5.5% | 265,587 | 1.4% |
| STATE SUBSIDY | 68,444 | 0 | 0 | 0 | 0.0% | 0 | 68,444 | 68,444 | 0.0% | 0 | 0.0% |
| TOTAL | \$1,913,287 | \$321,695 | \$470,815 | \$149,120 | 46.4% | \$1,600,047 | \$1,404,320 | -\$195,727 | -12.2% | \$989,012 | 42.0% |
| SURPLUS/LOSS | -\$32,225 | -\$54,878 | \$243,401 | \$298,279 | 543.5% | -\$1,438,363 | -\$838,868 | \$599,495 | 41.7% | -\$1,017,566 | 17.6% |