

**CBITD Revenues and Expenses
Summary**

| | FY2021 | NOVEMBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY22 vs. |
|--------------------------------|---------------------|---------------------|---------------------|--------------------|---------------|---------------------|---------------------|--------------------|---------------|---------------------|---------------|
| | BUDGET | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | FY21 |
| REVENUES | | | | | | | | | | | |
| SCH SERVICE | \$4,481,093 | \$ 172,593 | \$ 243,947 | \$ 71,354 | 41.3% | \$ 477,786 | \$ 598,711 | \$ 120,925 | 25.3% | \$ 558,733 | 7.2% |
| GR SALES | \$1,033,574 | \$ 11,980 | \$ 12,347 | \$ 367 | 3.1% | \$ 72,227 | \$ 57,141 | \$ (15,086) | -20.9% | \$ 1,629 | 3407.7% |
| MISC | \$51,390 | \$ 4,985 | \$ 1,121 | \$ (3,864) | -77.5% | \$ 9,890 | \$ 1,826 | \$ (8,064) | -81.5% | \$ 2,657 | -31.3% |
| TOTAL REVENUES | \$5,566,057 | \$ 189,558 | \$ 257,415 | \$ 67,857 | 35.8% | \$ 559,903 | \$ 657,678 | \$ 97,775 | 17.5% | \$ 563,019 | 16.8% |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | \$4,691,875 | \$ 326,604 | \$ 325,091 | \$ 1,513 | 0.5% | \$ 658,843 | \$ 672,278 | \$ (13,435) | -2.0% | \$ 766,699 | 12.3% |
| VESSELS | \$2,115,819 | \$ 87,639 | \$ 172,081 | \$ (84,442) | -96.4% | \$ 190,913 | \$ 286,287 | \$ (95,374) | -50.0% | \$ 198,666 | -44.1% |
| OPERATIONS | \$765,876 | \$ 61,386 | \$ 67,862 | \$ (6,476) | -10.5% | \$ 131,049 | \$ 125,033 | \$ 6,016 | 4.6% | \$ 129,911 | 3.8% |
| TERMINAL | \$352,266 | \$ 27,902 | \$ 30,258 | \$ (2,356) | -8.4% | \$ 53,281 | \$ 65,763 | \$ (12,482) | -23.4% | \$ 67,708 | 2.9% |
| SALES | \$336,570 | \$ 11,350 | \$ 6,957 | \$ 4,393 | 38.7% | \$ 39,775 | \$ 10,545 | \$ 29,230 | 73.5% | \$ 13,722 | 23.2% |
| DEBT SERVICE | \$0 | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| PROVISION FOR DEF RED | \$0 | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| TOTAL EXPENSES | \$8,262,406 | \$ 514,881 | \$ 602,249 | \$ (87,368) | -17.0% | \$ 1,073,861 | \$ 1,159,907 | \$ (86,045) | -8.0% | \$ 1,176,705 | 1.4% |
| OPERATING SURPLUS/LOSS | -\$2,696,349 | \$ (325,323) | \$ (344,834) | \$ (19,511) | 6.0% | \$ (513,958) | \$ (502,229) | \$ 11,729 | 2.3% | \$ (613,685) | 18.2% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PM REVENUE | \$0 | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| FTA RURAL REVENUE | \$516,862 | \$ 73,198 | \$ 86,551 | \$ 13,353 | 18.2% | \$ 115,484 | \$ 126,057 | \$ 10,573 | 9.2% | \$ 136,856 | 0.0% |
| FTA OPERATING REVENUE | \$2,110,410 | \$ 219,595 | \$ 258,283 | \$ 38,688 | 0.0% | \$ 346,453 | \$ 376,172 | \$ 29,719 | 0.0% | \$ 408,386 | 0.0% |
| STATE SUBSIDY REVENUE | \$68,444 | \$ 32,533 | \$ - | \$ (32,533) | 0.0% | \$ 51,326 | \$ - | \$ (51,326) | 0.0% | \$ 68,444 | 0.0% |
| TOTAL OP GRANT RESERVES | \$2,695,716 | \$ 325,326 | \$ 344,834 | \$ 19,508 | 6.0% | \$ 513,263 | \$ 502,229 | \$ (11,034) | -2.1% | \$ 613,686 | -18.2% |
| SURPLUS/LOSS | -\$633 | \$ 3 | \$ - | \$ (3) | 100.0% | \$ (695) | \$ - | \$ 695 | 100.0% | \$ 1 | 0.0% |

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| | FY2021 BUDGET | NOVEMBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY22 vs. FY21 |
|--------------------------|---------------------|-------------------|-------------------|-------------------|---------------|---------------------|-------------------|--------------------|---------------|-------------------|----------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| REVENUES | | | | | | | | | | | |
| PASSENGER | \$ 2,529,205 | \$ 89,548 | \$ 114,236 | \$ 24,688 | 27.6% | \$ 236,689 | \$ 276,018 | \$ 39,329 | 16.6% | \$ 239,572 | 15.2% |
| VEHICLE | \$ 1,029,036 | \$ 43,942 | \$ 72,270 | \$ 28,328 | 64.5% | \$ 122,802 | \$ 186,216 | \$ 63,414 | 51.6% | \$ 174,749 | 6.6% |
| FREIGHT | \$ 850,852 | \$ 33,103 | \$ 50,867 | \$ 17,764 | 53.7% | \$ 106,295 | \$ 123,165 | \$ 16,870 | 15.9% | \$ 132,359 | -6.9% |
| MAIL | \$ 72,000 | \$ 6,000 | \$ 6,573 | \$ 573 | 9.6% | \$ 12,000 | \$ 13,312 | \$ 1,312 | 10.9% | \$ 12,055 | 10.4% |
| TOTAL | \$ 4,481,093 | \$ 172,593 | \$ 243,947 | \$ 71,354 | 41.3% | \$ 477,786 | \$ 598,711 | \$ 120,925 | 25.3% | \$ 558,733 | 7.2% |
| GR SALES | | | | | | | | | | | |
| TOURS | \$ 599,351 | \$ 8,012 | \$ 10,856 | \$ 2,844 | 35.5% | \$ 47,741 | \$ 50,230 | \$ 2,489 | 5.2% | \$ - | 0.0% |
| CHARTERS | \$ 224,500 | \$ 2,250 | \$ 1,000 | \$ (1,250) | 0.0% | \$ 18,500 | \$ 3,450 | \$ (15,050) | 0.0% | \$ - | 0.0% |
| CATERING | \$ 168,550 | \$ 500 | \$ - | \$ (500) | 0.0% | \$ 2,500 | \$ 1,989 | \$ (511) | 0.0% | \$ - | 0.0% |
| VENDING | \$ 8,000 | \$ 500 | \$ 221 | \$ (279) | -55.8% | \$ 1,250 | \$ 451 | \$ (799) | -63.9% | \$ 769 | -41.4% |
| PROMOTIONAL | \$ 9,000 | \$ 550 | \$ 270 | \$ (280) | 0.0% | \$ 1,900 | \$ 1,021 | \$ (879) | -46.3% | \$ 859 | 0.0% |
| ADVERTISING | \$ 24,173 | \$ 168 | \$ - | \$ (168) | -100.0% | \$ 336 | \$ - | \$ (336) | -100.0% | \$ - | 0.0% |
| TOTAL | \$ 1,033,574 | \$ 11,980 | \$ 12,347 | \$ 367 | 3.1% | \$ 72,227 | \$ 57,141 | \$ (15,086) | -20.9% | \$ 1,629 | 3407.7% |
| OTHER INCOME | | | | | | | | | | | |
| MISC | \$ 11,140 | \$ 1,035 | \$ 391 | \$ (644) | -62.2% | \$ 1,990 | \$ 345 | \$ (1,645) | -82.7% | \$ 467 | -26.1% |
| INTEREST | \$ 40,250 | \$ 3,950 | \$ 729 | \$ (3,221) | -81.5% | \$ 7,900 | \$ 1,481 | \$ (6,419) | -81.3% | \$ 2,190 | -32.4% |
| TOTAL | \$ 51,390 | \$ 4,985 | \$ 1,121 | \$ (3,865) | -77.5% | \$ 9,890 | \$ 1,826 | \$ (8,064) | -81.5% | \$ 2,657 | -31.3% |
| TOTAL OP REVENUES | \$ 5,566,057 | \$ 189,558 | \$ 257,415 | \$ 67,856 | 35.8% | \$ 559,903 | \$ 657,678 | \$ 97,775 | 17.5% | \$ 563,019 | 16.8% |

**CBITD Revenues and Expenses
Overview**

| | FY2021 BUDGET | NOVEMBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY22 vs. FY21 |
|----------------------|---------------------|-------------------|-------------------|--------------------|---------------|---------------------|-------------------|--------------------|---------------|-------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | | | | | | | | | | | |
| PAYROLL | \$ 3,458,349 | \$ 231,871 | \$ 232,078 | \$ (207) | -0.1% | \$ 468,758 | \$ 484,104 | \$ (15,346) | -3.3% | \$ 578,066 | 16.3% |
| TAXES | \$ 264,564 | \$ 17,738 | \$ 17,047 | \$ 691 | 3.9% | \$ 35,860 | \$ 35,628 | \$ 232 | 0.6% | \$ 48,279 | 26.2% |
| EMPLOYEE INSURANCE | \$ 496,411 | \$ 38,725 | \$ 38,159 | \$ 566 | 1.5% | \$ 77,450 | \$ 79,584 | \$ (2,134) | -2.8% | \$ 71,790 | -10.9% |
| EMPLOYEE RELATED EXP | \$ 34,015 | \$ 1,725 | \$ 1,263 | \$ 462 | 26.8% | \$ 3,685 | \$ 3,362 | \$ 323 | 8.8% | \$ 2,452 | -37.1% |
| PENSION | \$ 438,536 | \$ 36,545 | \$ 36,545 | \$ - | 0.0% | \$ 73,090 | \$ 69,600 | \$ 3,490 | 4.8% | \$ 66,111 | -5.3% |
| TOTAL | \$ 4,691,875 | \$ 326,604 | \$ 325,091 | \$ 1,513 | 0.5% | \$ 658,843 | \$ 672,278 | \$ (13,435) | -2.0% | \$ 766,699 | 12.3% |
| VESSELS | | | | | | | | | | | |
| REPAIRS | \$ 1,484,750 | \$ 38,900 | \$ 114,125 | \$ (75,225) | -193.4% | \$ 85,150 | \$ 180,402 | \$ (95,252) | -111.9% | \$ 93,894 | -92.1% |
| FUEL | \$ 551,869 | \$ 42,139 | \$ 51,696 | \$ (9,557) | -22.7% | \$ 92,563 | \$ 93,367 | \$ (804) | -0.9% | \$ 92,680 | -0.7% |
| INSURANCE | \$ 79,200 | \$ 6,600 | \$ 6,260 | \$ 340 | 5.2% | \$ 13,200 | \$ 12,519 | \$ 681 | 5.2% | \$ 12,092 | -3.5% |
| TOTAL | \$ 2,115,819 | \$ 87,639 | \$ 172,081 | \$ (84,442) | -96.4% | \$ 190,913 | \$ 286,287 | \$ (95,374) | -50.0% | \$ 198,666 | -44.1% |
| OPERATIONS | | | | | | | | | | | |
| TELEPHONE | \$ 22,440 | \$ 1,870 | \$ 2,214 | \$ (344) | -18.4% | \$ 3,740 | \$ 4,270 | \$ (530) | -14.2% | \$ 4,113 | -3.8% |
| MAIL AGENT | \$ 11,220 | \$ 935 | \$ 935 | \$ - | 0.0% | \$ 1,870 | \$ 1,870 | \$ - | 0.0% | \$ 1,870 | 0.0% |
| OFFICE | \$ 7,500 | \$ 625 | \$ 799 | \$ (174) | -27.8% | \$ 1,250 | \$ 1,598 | \$ (348) | -27.8% | \$ 910 | -75.6% |
| CREDIT CARD | \$ 141,496 | \$ 9,120 | \$ 13,081 | \$ (3,961) | -43.4% | \$ 27,520 | \$ 33,675 | \$ (6,155) | -22.4% | \$ 27,416 | -22.8% |
| POSTAGE | \$ 3,360 | \$ 280 | \$ 618 | \$ (338) | -120.7% | \$ 560 | \$ 902 | \$ (342) | -61.1% | \$ 505 | -78.6% |
| TRAVEL | \$ 16,500 | \$ 2,800 | \$ 64 | \$ 2,736 | 97.7% | \$ 5,000 | \$ 64 | \$ 4,936 | 98.7% | \$ - | 0.0% |
| DAMAGES | \$ 22,950 | \$ 4,000 | \$ 40 | \$ 3,960 | 0.0% | \$ 7,450 | \$ 2,218 | \$ 5,232 | 70.2% | \$ 1,470 | -50.9% |
| OTHER INSURANCES | \$ 29,880 | \$ 2,490 | \$ 3,933 | \$ (1,443) | -58.0% | \$ 4,980 | \$ 7,866 | \$ (2,886) | -58.0% | \$ 5,298 | -48.5% |
| MISCELLANEOUS | \$ 16,481 | \$ 935 | \$ 272 | \$ 663 | 70.9% | \$ 1,690 | \$ 1,150 | \$ 540 | 32.0% | \$ 683 | -68.4% |
| BARGE SUBCONTRACTING | \$ 8,500 | \$ 500 | \$ - | \$ 500 | 0.0% | \$ 1,000 | \$ - | \$ 1,000 | 100.0% | \$ 28,000 | 0.0% |
| PROFESSIONAL | \$ 99,480 | \$ 6,720 | \$ 1,246 | \$ 5,474 | 81.5% | \$ 13,175 | \$ 3,900 | \$ 9,275 | 70.4% | \$ 3,392 | -15.0% |
| DUES & PUC | \$ 20,975 | \$ 175 | \$ - | \$ 175 | 0.0% | \$ 175 | \$ 806 | \$ (631) | 0.0% | \$ 1,498 | 46.2% |
| UNIFORMS | \$ 36,165 | \$ 13,450 | \$ 6,254 | \$ 7,196 | 53.5% | \$ 14,900 | \$ 7,230 | \$ 7,670 | 51.5% | \$ 3,625 | -99.4% |
| TRAINING | \$ 12,550 | \$ 1,850 | \$ - | \$ 1,850 | 100.0% | \$ 2,300 | \$ 200 | \$ 2,100 | 91.3% | \$ - | 0.0% |
| TOTAL | \$ 765,876 | \$ 61,386 | \$ 67,862 | \$ 16,294 | 26.5% | \$ 131,049 | \$ 125,033 | \$ 19,861 | 15.2% | \$ 129,911 | 3.8% |

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Overview**

| FY2021 BUDGET | NOVEMBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY22 vs. FY21 | |
|--------------------------|-----------------------|---------------------|---------------------|--------------------|---------------------|---------------------|---------------------|--------------------|---------------|---------------------|---------------|
| | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | | |
| EXPENSES | | | | | | | | | | | |
| TERMINAL | | | | | | | | | | | |
| UTILITIES | \$ 63,999 | \$ 5,110 | \$ 4,226 | \$ 884 | 17.3% | \$ 9,139 | \$ 8,016 | \$ 1,123 | 12.3% | \$ 7,841 | -2.2% |
| JANITORIAL | \$ 95,940 | \$ 7,900 | \$ 7,600 | \$ 300 | 3.8% | \$ 15,980 | \$ 15,328 | \$ 652 | 4.1% | \$ 18,647 | 17.8% |
| RENT | \$ 35,940 | \$ 2,995 | \$ 2,995 | \$ - | 0.0% | \$ 5,990 | \$ 7,324 | \$ (1,334) | -22.3% | \$ 5,991 | -22.3% |
| MAINTENANCE | \$ 156,387 | \$ 11,897 | \$ 15,436 | \$ (3,539) | -29.7% | \$ 22,172 | \$ 35,096 | \$ (12,924) | -58.3% | \$ 35,229 | 0.4% |
| TOTAL | \$ 352,266 | \$ 27,902 | \$ 30,258 | \$ (2,356) | -8.4% | \$ 53,281 | \$ 65,763 | \$ (12,482) | -23.4% | \$ 67,708 | 2.9% |
| SALES | | | | | | | | | | | |
| ADVERTISING | \$ 190,015 | \$ 10,600 | \$ 6,915 | \$ 3,685 | 34.8% | \$ 21,950 | \$ 9,694 | \$ 12,256 | 55.8% | \$ 13,714 | 29.3% |
| CATERING | \$ 146,555 | \$ 750 | \$ 43 | \$ 707 | 0.0% | \$ 17,825 | \$ 851 | \$ 16,974 | 0.0% | \$ 7 | 0.0% |
| TOTAL | \$ 336,570 | \$ 11,350 | \$ 6,957 | \$ 4,393 | 38.7% | \$ 39,775 | \$ 10,545 | \$ 29,230 | 73.5% | \$ 13,722 | 23.2% |
| DEBT SERVICE | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| TOTAL | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| TOTAL EXPENSES | \$ 8,262,406 | \$ 514,881 | \$ 602,249 | \$ (87,368) | -17.0% | \$ 1,073,861 | \$ 1,159,907 | \$ (86,046) | -8.0% | \$ 1,176,705 | 1.4% |
| TOTAL OP REVENUES | \$ 5,566,057 | \$ 189,558 | \$ 257,415 | \$ 67,856 | 35.8% | \$ 559,903 | \$ 657,678 | \$ 97,775 | 17.5% | \$ 563,019 | 16.8% |
| OP SURPLUS/LOSS | \$ (2,696,349) | \$ (325,323) | \$ (344,834) | \$ (19,512) | -6.0% | \$ (513,958) | \$ (502,229) | \$ 11,729 | 2.3% | \$ (613,685) | 18.2% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PREVENTATIVE MAIN | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| FTA RURAL REVENUE | \$ 516,862 | \$ 73,198 | \$ 86,551 | \$ 13,353 | 0.0% | \$ 115,484 | \$ 126,057 | \$ 10,573 | 9.2% | \$ 136,856 | -7.9% |
| FTA OPERATING REVENUE | \$ 2,110,410 | \$ 219,595 | \$ 258,283 | \$ 38,688 | 0.0% | \$ 346,453 | \$ 376,172 | \$ 29,719 | 0.0% | \$ 408,386 | -7.9% |
| STATE SUBSIDY REVENUE | \$ 68,444 | \$ 32,533 | \$ - | \$ (32,533) | 100.0% | \$ 51,326 | \$ - | \$ (51,326) | 0.0% | \$ 68,444 | 0.0% |
| TOTAL | \$ 2,695,716 | \$ 325,326 | \$ 344,834 | \$ 52,041 | 16.0% | \$ 513,263 | \$ 502,229 | \$ 40,292 | 7.9% | \$ 613,686 | -18.2% |
| SURPLUS/LOSS | \$ (633) | \$ 3 | \$ - | \$ (3) | -100.0% | \$ (695) | \$ - | \$ 695 | 100.0% | \$ 1 | 0.0% |