

**CBITD Revenues and Expenses
Overview**

| | FY2018 BUDGET | OCTOBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY18 vs |
|--------------------------------|---------------------|-------------------|-------------------|-----------------|--------------|---------------------|-------------------|-----------------|--------------|------------------|----------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | FY17 |
| REVENUES | | | | | | | | | | | |
| SCH SERVICE | \$4,409,093 | \$298,584 | \$293,425 | -\$5,159 | -1.7% | \$298,584 | \$293,425 | -\$5,159 | -1.7% | \$298,592 | -1.7% |
| GR SALES | \$983,842 | \$56,646 | \$62,732 | \$6,086 | 10.7% | \$56,646 | \$62,732 | \$6,086 | 10.7% | \$70,060 | -10.5% |
| MISC | \$51,740 | \$4,655 | \$7,420 | \$2,765 | 59.4% | \$4,655 | \$7,420 | \$2,765 | 59.4% | \$2,396 | 209.7% |
| TOTAL REVENUES | \$5,444,675 | \$359,885 | \$363,577 | \$3,692 | 1.0% | \$359,885 | \$363,577 | \$3,692 | 1.0% | \$371,048 | -2.0% |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | \$3,954,542 | \$346,372 | \$335,623 | \$10,749 | 3.1% | \$346,372 | \$335,623 | \$10,749 | 3.1% | \$281,597 | -19.2% |
| VESSELS | \$2,248,006 | \$96,572 | \$123,374 | -\$26,802 | -27.8% | \$96,572 | \$123,374 | -\$26,802 | -27.8% | \$70,160 | -75.8% |
| OPERATIONS | \$579,546 | \$59,466 | \$39,911 | \$19,555 | 32.9% | \$59,466 | \$39,911 | \$19,555 | 32.9% | \$27,195 | -46.8% |
| TERMINAL | \$311,873 | \$23,947 | \$21,895 | \$2,052 | 8.6% | \$23,947 | \$21,895 | \$2,052 | 8.6% | \$18,256 | -19.9% |
| SALES | \$296,220 | \$26,825 | \$25,861 | \$964 | 3.6% | \$26,825 | \$25,861 | \$964 | 3.6% | \$17,179 | -50.5% |
| 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 | \$553,182 | \$546,665 | \$6,518 | 1.2% | \$553,182 | \$546,665 | \$6,518 | 1.2% | \$414,387 | -31.9% |
| OPERATING SURPLUS/LOSS | -\$1,945,512 | -\$193,297 | -\$183,087 | \$10,210 | 5.3% | -\$193,297 | -\$183,087 | \$10,210 | 5.3% | -\$43,339 | -322.5% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PM REVENUE | \$1,559,843 | \$49,775 | \$53,086 | \$3,311 | 6.7% | \$49,775 | \$53,086 | \$3,311 | 6.7% | \$15,000 | 253.9% |
| FTA RURAL REVENUE | \$285,000 | \$26,700 | \$42,648 | \$15,948 | 59.7% | \$26,700 | \$42,648 | \$15,948 | 59.7% | \$10,000 | 326.5% |
| FTA OPERATING REVENUE | \$0 | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | \$0 | 0.0% | \$0 | 0.0% |
| STATE SUBSIDY REVENUE | \$68,444 | \$0 | \$14,641 | \$14,641 | 0.0% | \$0 | \$14,641 | \$14,641 | 0.0% | \$0 | 0.0% |
| TOTAL OP GRANT RESERVES | \$1,913,287 | \$76,475 | \$110,375 | \$33,900 | 44.3% | \$76,475 | \$110,375 | \$33,900 | 44.3% | \$25,000 | 341.5% |
| SURPLUS/LOSS | -\$32,225 | -\$116,822 | -\$72,712 | \$44,110 | 37.8% | -\$116,822 | -\$72,712 | \$44,110 | 37.8% | -\$18,339 | -296.5% |

**CBITD Revenues
Summary**

| | FY2018 BUDGET | OCTOBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY18 vs FY17 |
|--------------------------|--------------------|------------------|------------------|-----------------|--------------|---------------------|------------------|-----------------|--------------|------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| REVENUES | | | | | | | | | | | |
| PASSENGER | \$2,529,205 | \$147,141 | \$139,524 | -\$7,617 | -5.2% | \$147,141 | \$139,524 | -\$7,617 | -5.2% | \$154,511 | -9.7% |
| VEHICLE | 1,029,036 | 78,860 | 83,564 | \$4,704 | 6.0% | 78,860 | 83,564 | \$4,704 | 6.0% | 78,803 | 6.0% |
| FREIGHT | 780,892 | 66,753 | 64,210 | -\$2,543 | -3.8% | 66,753 | 64,210 | -\$2,543 | -3.8% | 59,289 | 8.3% |
| MAIL | 69,960 | 5,830 | 6,126 | \$296 | 5.1% | 5,830 | 6,126 | \$296 | 5.1% | 5,989 | 2.3% |
| TOTAL | \$4,409,093 | \$298,584 | \$293,424 | -\$5,160 | -1.7% | \$298,584 | \$293,424 | -\$5,160 | -1.7% | \$298,592 | -1.7% |
| GR SALES | | | | | | | | | | | |
| TOURS | \$561,544 | \$36,128 | \$39,204 | \$3,076 | 8.5% | \$36,128 | \$39,204 | \$3,076 | 8.5% | \$53,242 | -26.4% |
| CHARTERS | 197,500 | 16,250 | 7,550 | -8,700 | 0.0% | 16,250 | 7,550 | -8,700 | -53.5% | 6,550 | 15.3% |
| CATERING | 186,125 | 2,000 | 14,750 | 12,750 | 637.5% | 2,000 | 14,750 | 12,750 | 637.5% | 8,691 | 69.7% |
| VENDING | 8,000 | 750 | 820 | 70 | 9.3% | 750 | 820 | 70 | 9.3% | 1,138 | -27.9% |
| PROMOTIONAL | 6,500 | 1,350 | 0 | -1,350 | -100.0% | 1,350 | 0 | -1,350 | -100.0% | 0 | #DIV/0! |
| ADVERTISING | 24,173 | 168 | 410 | 242 | 144.0% | 168 | 410 | 242 | 144.0% | 439 | -6.6% |
| TOTAL | \$983,842 | \$56,646 | \$62,734 | \$6,088 | 10.7% | \$56,646 | \$62,734 | \$6,088 | 10.7% | \$70,060 | -10.5% |
| OTHER INCOME | | | | | | | | | | | |
| MISC | 11,490 | 705 | 394 | -\$311 | -44.1% | 705 | 394 | -\$311 | -44.1% | 641 | -38.5% |
| INTEREST | 40,250 | 3,950 | 7,026 | 3,076 | 77.9% | 3,950 | 7,026 | 3,076 | 77.9% | 1,755 | 300.3% |
| DIA EDGE CON | 0 | 0 | 0 | 0 | 0.0% | 0 | 0 | 0 | 0.0% | 0 | 0.0% |
| TOTAL | \$51,740 | \$4,655 | \$7,420 | \$2,765 | 59.4% | \$4,655 | \$7,420 | \$2,765 | 59.4% | \$2,396 | 209.7% |
| TOTAL OP REVENUES | \$5,444,675 | \$359,885 | \$363,578 | \$3,693 | 1.0% | \$359,885 | \$363,578 | \$3,693 | 1.0% | \$371,048 | -2.0% |

**CBITD Expenses
Summary**

| | FY2018 BUDGET | OCTOBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY18 vs FY17 |
|----------------------|--------------------|------------------|------------------|------------------|---------------|---------------------|------------------|------------------|---------------|------------------|---------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| PERSONNEL | | | | | | | | | | | |
| PAYROLL | \$2,981,303 | \$262,609 | \$257,597 | \$5,012 | 1.9% | \$262,609 | \$257,597 | \$5,012 | 1.9% | \$210,385 | -22.4% |
| TAXES | 233,876 | 20,639 | 20,758 | -119 | -0.6% | 20,639 | 20,758 | -119 | -0.6% | 15,678 | -32.4% |
| EMPLOYEE INSURANCE | 341,391 | 27,474 | 24,564 | 2,910 | 10.6% | 27,474 | 24,564 | 2,910 | 10.6% | 28,148 | 12.7% |
| EMPLOYEE RELATED EXP | 20,090 | 4,160 | 1,215 | 2,945 | 70.8% | 4,160 | 1,215 | 2,945 | 70.8% | 839 | -44.8% |
| PENSION | 377,882 | 31,490 | 31,490 | 0 | 0.0% | 31,490 | 31,490 | 0 | 0.0% | 26,547 | -18.6% |
| TOTAL | \$3,954,542 | \$346,372 | \$335,624 | \$10,748 | 3.1% | \$346,372 | \$335,624 | \$10,748 | 3.1% | \$281,597 | -19.2% |
| VESSELS | | | | | | | | | | | |
| REPAIRS | \$1,457,975 | \$46,775 | \$49,968 | -\$3,193 | -6.8% | \$46,775 | \$49,968 | -\$3,193 | -6.8% | \$18,947 | -163.7% |
| FUEL | 683,567 | 40,925 | 67,600 | -26,675 | -65.2% | 40,925 | 67,600 | -26,675 | -65.2% | 42,341 | -59.7% |
| INSURANCE | 106,464 | 8,872 | 5,807 | 3,065 | 34.5% | 8,872 | 5,807 | 3,065 | 34.5% | 8,872 | 34.5% |
| TOTAL | \$2,248,006 | \$96,572 | \$123,375 | -\$26,803 | -27.8% | \$96,572 | \$123,375 | -\$26,803 | -27.8% | \$70,160 | -75.8% |
| OPERATIONS | | | | | | | | | | | |
| TELEPHONE | \$22,440 | \$1,870 | \$1,546 | \$324 | 17.3% | \$1,870 | \$1,546 | \$324 | 17.3% | \$1,755 | 11.9% |
| MAIL AGENT | 11,220 | 935 | 935 | 0 | 0.0% | 935 | 935 | 0 | 0.0% | 935 | 0.0% |
| OFFICE | 175,092 | 16,337 | 16,659 | -322 | -2.0% | 16,337 | 16,659 | -322 | -2.0% | 4,979 | -234.6% |
| CREDIT CARD | 88,435 | 11,500 | 13,448 | -1,948 | -16.9% | 11,500 | 13,448 | -1,948 | -16.9% | 13,139 | -2.4% |
| POSTAGE | 1,894 | 244 | 287 | -43 | -17.5% | 244 | 287 | -43 | -17.5% | 150 | -91.3% |
| TRAVEL | 16,500 | 2,200 | 261 | 1,939 | 88.1% | 2,200 | 261 | 1,939 | 88.1% | 0 | #DIV/0! |
| DAMAGES | 22,950 | 2,450 | 170 | 2,280 | 0.0% | 2,450 | 170 | 2,280 | 93.1% | 730 | 76.7% |
| OTHER INSURANCES | 39,600 | 3,300 | 2,600 | 700 | 21.2% | 3,300 | 2,600 | 700 | 21.2% | 3,300 | 21.2% |
| MISCELLANEOUS | 11,915 | 635 | 858 | -223 | -35.1% | 635 | 858 | -223 | -35.1% | 24 | -3475.0% |
| BARGE SUBCONTRACTING | 53,500 | 500 | 0 | 500 | 100.0% | 500 | 0 | 500 | 100.0% | 200 | 0.0% |
| PROFESSIONAL | 94,525 | 17,355 | 2,310 | 15,045 | 86.7% | 17,355 | 2,310 | 15,045 | 0.0% | 1,125 | -105.3% |
| DUE & PUC | 9,375 | 0 | 248 | -248 | 0.0% | 0 | 248 | -248 | 0.0% | 0 | 0.0% |
| UNIFORMS | 22,350 | 1,690 | 589 | 1,101 | 65.1% | 1,690 | 589 | 1,101 | 65.1% | 859 | 31.4% |
| TRAINING | 9,750 | 450 | 0 | 450 | 100.0% | 450 | 0 | 450 | 100.0% | 0 | 0.0% |
| TOTAL | \$579,546 | \$59,466 | \$39,911 | \$19,555 | 32.9% | \$59,466 | \$39,911 | \$19,555 | 32.9% | \$27,196 | -46.8% |

**CBITD Expenses
Summary**

| | FY2018 BUDGET | OCTOBER | | | | FISCAL YEAR TO DATE | | | | PREVIOUS | FY18 vs FY17 |
|--------------------------|---------------------|-------------------|-------------------|-----------------|--------------|---------------------|-------------------|-----------------|--------------|------------------|----------------|
| | | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | PROJECTED | ACTUAL | VARIANCE | VARIANCE % | YTD | |
| EXPENSES | | | | | | | | | | | |
| TERMINAL | | | | | | | | | | | |
| UTILITIES | \$60,003 | \$3,792 | \$4,287 | -\$495 | -13.1% | \$3,792 | \$4,287 | -\$495 | -13.1% | \$2,925 | -46.6% |
| JANITORIAL | \$72,540 | \$6,130 | \$8,300 | -2,170 | -35.4% | \$6,130 | \$8,300 | -2,170 | -35.4% | \$5,425 | -53.0% |
| RENT | 35,940 | 2,995 | 2,995 | 0 | 0.0% | 2,995 | 2,995 | 0 | 0.0% | 4,676 | 35.9% |
| MAINTENANCE | 143,390 | 11,030 | 6,313 | 4,717 | 42.8% | 11,030 | 6,313 | 4,717 | 42.8% | 5,229 | -20.7% |
| TOTAL | \$311,873 | \$23,947 | \$21,895 | \$2,052 | 8.6% | \$23,947 | \$21,895 | \$2,052 | 8.6% | \$18,255 | -19.9% |
| SALES | | | | | | | | | | | |
| ADVERTISING | \$153,915 | \$9,750 | \$15,369 | -\$5,619 | -57.6% | \$9,750 | \$15,369 | -\$5,619 | -57.6% | \$9,500 | -61.8% |
| CATERING | 142,305 | 17,075 | 10,492 | 6,583 | 38.6% | 17,075 | 10,492 | 6,583 | 38.6% | 7,679 | -36.6% |
| TOTAL | \$296,220 | \$26,825 | \$25,861 | \$964 | 3.6% | \$26,825 | \$25,861 | \$964 | 3.6% | \$17,179 | -50.5% |
| DEBT SERVICE | | | | | | | | | | | |
| TOTAL | \$0 | \$0 | \$0 | \$0 | | \$0 | \$0 | \$0 | | \$0 | |
| TOTAL EXPENSES | \$7,390,187 | \$553,182 | \$546,666 | \$6,516 | 1.2% | \$553,182 | \$546,666 | \$6,516 | 1.2% | \$414,387 | -31.9% |
| TOTAL OP REVENUES | \$5,444,675 | \$359,885 | \$363,578 | \$3,693 | 1.0% | \$359,885 | \$363,578 | \$3,693 | 1.0% | \$371,048 | -2.0% |
| OP SURPLUS/LOSS | -\$1,945,512 | -\$193,297 | -\$183,088 | \$10,209 | 5.3% | -\$193,297 | -\$183,088 | \$10,209 | 5.3% | -\$43,339 | -322.5% |
| OP GRANT REVENUES | | | | | | | | | | | |
| FTA PREVENTATIVE MAIN | \$1,559,843 | \$49,775 | \$53,086 | \$3,311 | 6.7% | \$49,775 | \$53,086 | \$3,311 | 6.7% | \$15,000 | 253.9% |
| FTA RURAL 5311 | 285,000 | 26,700 | 42,648 | 15,948 | 59.7% | 26,700 | 42,648 | 15,948 | 59.7% | 10,000 | 326.5% |
| STATE SUBSIDY | 68,444 | 0 | 14,641 | 14,641 | 0.0% | 0 | 14,641 | 14,641 | 0.0% | 0 | 0.0% |
| TOTAL | \$1,913,287 | \$76,475 | \$110,375 | \$33,900 | 44.3% | \$76,475 | \$110,375 | \$33,900 | 44.3% | \$25,000 | 341.5% |
| SURPLUS/LOSS | -\$32,225 | -\$116,822 | -\$72,713 | \$44,109 | 37.8% | -\$116,822 | -\$72,713 | \$44,109 | 37.8% | -\$18,339 | -296.5% |