

### **FY 2024 Financial Notes:** For the Month of September 2024

FY 2024 September YTD results reflect a \$1M increase over budget in total revenues and a \$700K decrease compared to budget in total expenses, for a total reduction in Operating Loss of \$1.7M. This exceeds the target set by the Board for a 25% reduction in Operating Loss for the year = \$1.07M. This was accomplished by a passenger fare increase in June as well as a targeted expense reduction initiative by management.

## **Revenue Assessment:**

#### Current Month:

September Operating Revenue of \$880K closed 24% above budget and 7% above the same period last fiscal year.

- Scheduled passenger revenues of \$439K were 92% above budget and 6% above the same period last year due to a fare increase effective June 1, 2024.
  - Deferred Revenue at 9/30/2024 is \$124,248 for Annual Pass and 90 Day Pass ticket sales in June, July, August and September that will be amortized over 12 and 3 months respectively.
- Vehicle revenues of \$168K closed 4% below budget and 3% below the same period last year.
- Freight revenues were \$98K and were 32% below budget and 8% below the same period last year.
- Group sales revenues of \$168K were 4% above budget and 35% above the same period last year.

## Year to date (YTD):

YTD Operating Revenue was \$7.06M, 16% ahead of budget and 19% above the same period last fiscal year.

- Scheduled passenger revenues YTD of \$3.4M were 36% above budget and were ahead 29% compared to last fiscal YTD.
- Vehicle revenues YTD of \$1.5M were higher than budget by 3% and above last fiscal YTD by 5%.
- Freight revenues YTD of \$1M were 5% below budget and 6% ahead of last fiscal YTD.
- Group sales YTD of \$1.1M closed 9% above budget and 29% above the same period last fiscal YTD.

#### **Expense Assessment:**

#### Current Month:

September expenses of \$754K were 3% below budget and 8% below September of last year primarily due to reduced vessel repair costs compared to Sept 2023 and reduced crew overtime compared to budget.

**Personnel expenses** were 14% below budget and 7% below September of last year due to vacant Admin position, vacant Maintenance position and reduced overtime.

**Vessel expenses** were 1% above budget and 32% below September of last year, due to less repair expense on the Machigonne, Maquoit and Aucocisco.

**Operations expenses** were 18% above budget and 23% higher than September of last year due to increased credit card fees, increased data processing expense and increased legal expense.

#### Year to date (YTD):

YTD Expenses were 7% below budget and 3% above last fiscal YTD.

- Personnel expenses YTD were 5% below budget and 6% above last fiscal YTD.
- Vessel maintenance was 14% under budget and 2.5% below last fiscal YTD.
  - Machigonne repairs expense at \$194K compared to budget of \$101K, includes emergency drydock and propeller replacements.
  - Wabanaki drydock was completed in March, \$332K in expense compared to budget of \$325K
  - Maquoit drydock in March/April/May, total expense of \$390K compared to budget of \$675K.
  - Aucocisco drydock in May/June, total expense of \$213K compared to budget of \$345K.
  - Fuel expense YTD budgeted at \$1.13M and as of September YTD is at \$1M. Fuel price lock of \$3.45 in 2023 and \$3.487 as of Sept 2023.
- Operations expenses were 5% over budget and flat compared to last fiscal YTD.
  - Unbudgeted Consulting expense of \$77K for FTA Triennial Review and GM transition YTD.
  - \$161K less in Barge Subcontracting in FY2024 compared with FY2023.
  - Increased expense for Annual Audit; \$54K YTD in FY2024 compared to \$18K FY 2023 Sept YTD.
  - Increased credit card fees (+16%) in 2024 compared to 2023 due to increased revenue.
  - o Amortization of RocketRez and Munis software over 12 months in FY 2024.
  - Vessel Vanguard Preventive Maintenance Software.
  - Purchase of two copiers in November, \$18K.
- Terminal expenses were 5% below budget and 3.6% above last fiscal YTD.
  - Security expense less than budgeted YTD by 20% \$40.5K, and over prior year by 57% \$58K.
- Sales expenses YTD were 7% below budget and 3.4% above last YTD.

#### **Operating Surplus/Loss:**

Current Month:

Operating surplus of \$126K was 285% favorable to budgeted loss of \$68K and 9251% favorable compared to September 2023 at \$1K surplus.

#### Year to date (YTD):

YTD operating loss of -\$2.6M was 39% or \$1.7M better than budget and 25% or \$870K favorable to last YTD at -\$3.5M loss.

#### **Grant Revenues:**

#### Current Month:

\$73K of Grant Revenue was recorded in September compared to budget of \$87K.

Year to date (YTD):

Grant revenue YTD of \$3.5M was 17% below budget (\$4.3M) and 12% (\$489K) lower than last fiscal YTD at \$4.04M.

## Surplus/Loss:

Current Month:

\$198K Surplus compared to budgeted surplus of \$20K for the month of September.

Year to date (YTD):

\$924K Surplus compared to budgeted YTD break-even.

Line of Credit Balance: Currently \$0 with an available credit balance of \$2,000,000

# FY2024 Targeted Expense Reductions

	Target \$	Target %	<u>Sep</u>	tember YTD	<u>% +/- to YTD Budget</u>	<u>% of Target</u>
Personnel	\$ (228,797)	-4%	\$	(264,628)	-5%	116%
Vessel - Fuel	\$ (22,028)	-1%	\$	(121,558)	-11%	552%
Operations		-4%				
- Data Processing	\$ (15,000)		\$	45,611	20%	-304%
- Employee Recog	\$ (7,500)		\$	(6,632)	-15%	88%
- Postage/Travel/Uniforms/Training	\$ (18,500)		\$	(47,142)	-51%	255%
Terminal	\$ (42,575)	-7%	\$	(30,291)	-5%	71%
Sales	\$ (7,000)	-2%	\$	(19,224)	-7%	275%
	\$ (341,400)	-3%	\$	(443,864)		130%

		FY2024				SEPTEM	BE	R					FISCAL YEAR	R 1	TO DATE		F	PREVIOUS	FY24 vs.
		BUDGET	PR	OJECTED		ACTUAL	V	ARIANCE	VARIANCE %		PROJECTED		ACTUAL		VARIANCE	VARIANCE %		YTD	FY23
REVENUES									•										
SCH SERVICE	\$	5,034,500	\$	547,704	\$	704,324	\$	156,620	0.0%	\$	5,034,500	\$	5,913,635	\$	879,135	17.5%	\$	5,028,750	17.6%
GR SALES	\$	980,457	\$	161,649	\$	168,358	\$	6,709	4.2%	\$	980,457	\$	1,073,452	\$	92,995	9.5%	\$	832,046	29.0%
MISC	\$	53,100	\$	1,384	\$	6,955	\$	5,571	402.6%	\$	53,100	\$	68,040	\$	14,940	28.1%	\$	58,369	16.6%
TOTAL REVENUES	\$	6,068,057	\$	710,737	\$	879,637	\$	168,900	23.8%	\$	6,068,057	\$	7,055,127	\$	987,070	16.3%	\$	5,919,165	19.2%
EXPENSES																			
PERSONNEL	\$	5.374.926	\$	475.504	\$	409.566	\$	65.938	13.9%	\$	5.374.926	\$	5.110.298	\$	264.628	4.9%	\$	4.807.370	6.3%
VESSELS	Ś	3,072,596	\$	141,562	Š	143.178	Š	(1,616)		Š	3,072,596	Š	2,646,536	Š	426,060	13.9%		2,715,477	-2.5%
OPERATIONS	\$	992,595	\$	82,612	Ŝ	97.416	Ŝ	(14,804)	-17.9%	Ŝ	992,595	Ŝ	1,046,694	Š	(54,099)			1.045.150	0.1%
TERMINAL	Ś	632,915	ŝ	42,700	Š	60.869	Ŝ	(18,169)		Ś	632,915	ŝ	602,624	Š	30,291	4.8%		581.577	3.6%
SALES	Ś	292,775	\$	36,221	Š	42.748	Š	(6,527)	-18.0%	Ś	292.775	ŝ	273,551	Š	19,224	6.6%		264.567	3.4%
DEBT SERVICE	Ś	,	ŝ	-	Š	-	Š	-	0.0%	Ś	,	ŝ		Š	-	0.0%			0.0%
PROVISION FOR DEF RED	\$	-	\$	-	Ŝ	-	Ŝ	-	0.0%	\$	-	Ŝ	-	Š	-	0.0%		-	0.0%
TOTAL EXPENSES	\$	10,365,807	\$	778,600	\$	753,777	\$	24,823	3.2%	\$	10,365,807	\$	9,679,703	\$	686,104	6.6%		9,414,141	2.8%
OPERATING SURPLUS/LOSS	\$	(4,297,750)	\$	(67,862)	\$	125,860	\$	193,722	285.5%	\$	(4,297,750)	\$	(2,624,576)	\$	1,673,174	38.9%	\$	(3,494,976)	-24.9%
OP GRANT REVENUES			•	07.050	•		•	(4.4.700)	10.00			•	0.447.050	•	(100.044)	0.00/		400.070	0.00/
FTA PM REVENUE	\$	,- ,	\$	87,356	\$	72,617	\$	(14,739)	-16.9%			\$	2,447,953	\$	(163,641)			193,373	0.0%
FTA RURAL REVENUE	\$	,	\$	-	\$	-	\$	-	0.0%	\$	300,000	\$	252,483	\$	(47,517)			760,967	-66.8%
FTA OPERATING REVENUE	\$	1,317,712	\$	-	\$	-	\$	-	0.0%	\$	1,317,712	\$	780,012	\$	(537,700)			3,014,937	-74.1%
STATE SUBSIDY REVENUE	\$	68,444	\$	-	\$	-	\$	-		\$	68,444	\$	68,444	\$	-	0.0%	•	68,444	0.0%
TOTAL OP GRANT RESERVES	\$	4,297,750	\$	87,356	\$	72,617	\$	(14,739)	16.9%	\$	4,297,750	\$	3,548,892	\$	(748,858)	-17.4%	\$	4,037,721	-12.1%
SURPLUS/LOSS	\$	-	\$	19,494	\$	198,477	\$	178,983	918.2%	\$	-	\$	924,316	\$	924,316	0.0%	\$	542,745	-70.3%

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		FY2024	-																FY24 vs.
		BUDGET	Р	ROJECTED	1	ACTUAL		VARIANCE	VARIANCE %	P	ROJECTED		ACTUAL		ARIANCE	VARIANCE %		YTD	FY23
REVENUES																			
PASSENGER	\$	2,510,000	\$	228,479	\$	438,915	\$	210,436	92.1%	\$	2,510,000	\$	3,401,792	\$	891,792	35.5%	\$2	,636,025	29.1%
VEHICLE	\$	1,471,000	\$	175,099	\$	167,878	\$	(7,221)	-4.1%	\$	1,471,000	\$	1,513,474	\$	42,474	2.9%	\$1	,447,144	4.6%
FREIGHT	\$	970,000	\$	138,469	\$	96,270	\$	(42,199)	-30.5%	\$	970,000	\$	913,414	\$	(56,586)	-5.8%	\$	860,939	6.1%
MAIL	\$	83,500	\$	5,657	\$	1,258	\$	(4,399)	-77.8%	\$	83,500	\$	84,956	\$	1,456	1.7%	\$	84,643	0.4%
TOTAL	\$	5,034,500	\$	547,704	\$	704,324	\$	156,620	28.6%	\$	5,034,500	\$	5,913,635	\$	879,135	17.5%	\$5	,028,750	17.6%
GR SALES																			
TOURS	\$	530,413	\$	95,532	\$	102,272	\$	6,740	7.1%	\$	530,413	\$	572,006	\$	41,593	7.8%	\$	437,776	30.7%
CHARTERS	\$	220,666	\$	32,368	\$	32,350	\$	(18)	0.0%	\$	220,666	\$	262,550	\$	41,884	19.0%	\$	182,975	43.5%
CATERING	\$	189,378	\$	29,130	\$	27,430	\$	(1,700)	0.0%	\$	189,378	\$	187,516	\$	(1,862)	-1.0%	\$	171,795	9.2%
VENDING	Ś	7,500	\$	594	Ś	1,993	Ŝ	1,399	235.4%		7,500	Ś	12,501	Ś	5,001	66.7%		9,894	26.3%
PROMOTIONAL	\$	9,000	\$	1,546	\$	1,813	\$	267	0.0%		9,000	Ś	21,479	\$	12,479	138.7%		13,056	64.5%
ADVERTISING	\$	23,500	Ś	2,479	\$	2,500	\$	21	0.0%		23,500	Ś	17,400	\$	(6,100)	-26.0%		16,550	0.0%
TOTAL	\$	980,457	\$	161,649	\$	168,358	\$	6,709	4.2%		980,457	\$	1,073,452	\$	92,995	9.5%		832,046	29.0%
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OTHER INCOME																			
MISC	\$	5,600	\$	1,228	\$	-	\$	(1,228)	0.0%	\$	5,600	\$	2,724	\$	(2,876)	-51.4%	\$	58,369	-95.3%
INTEREST	\$	47,500	\$	156	\$	6,955	\$	6,799	4360.5%		47,500		65,316	\$	17,816	37.5%		55,751	17.2%
TOTAL	\$	53,100		1,384	\$	6,955	\$	5,571	402.6%		53,100		68,040	\$	14,940	28.1%		58,369	16.6%
										\$	-								
TOTAL OP REVENUES	\$	6,068,057	\$	710,737	\$	879,637	\$	168,900	23.8%	\$	6,068,057	\$	7,055,127	\$	987,070	16.3%	\$5	,919,165	19.2%

			SEPTEM	IBER			FISCAL YEA	R TO DATE		PREVIOUS	
	FY2024 BUDGET	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY24 vs. FY23
EXPENSES											
PERSONNEL											
PAYROLL	\$ 4,022,671			• /	11.9%						5.5%
TAXES		\$ 27,448			14.7%						6.9%
EMPLOYEE INSURANCE EMPLOYEE RELATED EXP	\$ 540,535 \$ 43.982	\$ 48,754 \$ 2,214	\$ 36,545 \$ 2,132		25.0% 3.7%						7.8% 230.3%
PENSION	\$ 43,982 \$ 460,000	\$ 38,337	\$ 2,132 \$ 31,250		18.5%						-4.4%
TOTAL	\$ 5,374,926				13.9%						6.3%
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VESSELS											
REPAIRS		\$ 38,436									3.5%
FUEL	\$ 1,130,325	\$ 96,452		+ - /	19.4%	. , ,	. , ,	. ,		. , ,	-10.9%
INSURANCE	\$ 85,000	\$ 6,675 \$ 141.562				*					2.1% -2.5%
TOTAL	\$ 3,072,596	\$ 141,502	\$ 143,176	\$ (1,616	) -1.1%	\$ 3,072,390	۶ 2,040, <b>3</b> 30	\$ 426,06	0 13.9%	\$ 2,715,477	-2.3%
OPERATIONS											
TELEPHONE	\$ 28,000	\$ 1,204	\$ 2,602	\$ (1,398	-116.1%	\$ 28,000	\$ 29,954	\$ (1,95	4) -7.0%	\$ 28,457	5.3%
MAIL AGENT	\$ 11,220	\$ 791	\$ 1,008				\$ 11,293				0.7%
OFFICE	\$ 360,350	\$ 28,345		\$ 1,378	4.9%						21.1%
CREDIT CARD	\$ 175,000	\$ 24,241	\$ 38,511				\$ 199,355				15.6%
POSTAGE	+ -,	\$ 316			33.5%						0.9%
TRAVEL DAMAGES	• /	\$ 2,022 \$ 2,050		\$ 1,658 \$ 908	82.0% 0.0%					+ , -	152.4% -46.0%
OTHER INSURANCES		\$ 2,030 \$ 1,632									-40.0%
MISCELLANEOUS	\$ 18,600	\$ 1,884	\$ 1,664	+ ( )	, 243.2%		\$ 14,192			+ - , -	-17.7%
BARGE SUBCONTRACTING	\$ 50,000	\$ 5,611	\$ -	\$ 5,611	0.0%						-81.8%
PROFESSIONAL		\$ 6,336	\$ 17,434	\$ (11,098)	-175.2%	\$ 155,500	\$ 214,523	\$ (59,02	3) -38.0%	\$ 129,138	66.1%
DUES & PUC	\$ 20,975	\$ 4,919		\$ 4,919							37.3%
UNIFORMS		\$ 1,501	* / -	\$ (228)							-58.0%
TRAINING <b>TOTAL</b>	\$ 12,550 \$ 002,505	\$ 1,758 \$ 2,612		\$ 1,673 \$ (14,804)	95.2%						-9.2% 0.1%
IUIAL	\$ 992,595	\$ 82,612	ə 97,416	\$ (14,804	) -17.9%	\$ 992,595	\$ 1,046,694	\$ (54,09	9) -5.5%	\$ 1,045,150	0.1%
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			SEPTE	MBER			FISCAL YEA	R TO DATE		PREVIOUS	
	FY2024 BUDGET	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY24 vs. FY23
EXPENSES											
TERMINAL											
UTILITIES	\$ 83,000	\$ 6,191		• -	7.2%			\$ 14,079			-10.1%
JANITORIAL	\$ 110,500	\$ 9,483	\$ 16,541	+ ()		• • • • • • •	• - /				3.3%
RENT	\$ 35,940	\$ 2,995		*	0.0%			*	0.0%		0.0%
MAINTENANCE	+ , -	· • • • • • • • • • • • • • • • • • • •	+	+ ()			+	+ -/			7.0%
TOTAL	\$ 632,915	\$ 42,700	\$ 60,869	\$ (18,169)	-42.6%	\$ 632,915	\$ 602,624	\$ 30,291	4.8%	\$ 581,577	3.6%
SALES	<b>•</b> • • • • • • • • • • • • • • • • • •	¢ 00.775	<b>•</b> • • • • • • •	<b>• -</b> 100	05 70/	<b>•</b> • • • • • • • • • • • • • • • • • •	<b>•</b> • • • • • • • •	<b>•</b> • • • • •		<b>•</b> • • • • • • • •	40.000
ADVERTISING	\$ 147,025	\$ 20,775	+ - /	+ , -	35.7%	+ /	• - /			+ /	12.9%
CATERING	\$ 85,750 \$ 292,775										-25.7% <b>3.4%</b>
TOTAL	۶ 292,115	ə 30,221	\$ 42,748	\$ (6,527	-18.0%	ə 292,775	\$ 273,331	\$ 19,224	0.0%	ə 204,307	3.4%
DEBT SERVICE	s -	\$-	\$-	\$ -	0.0%	\$ -	\$-	\$ -	0.0%	s -	0.00
TOTAL	š -	\$ -	\$ -	š -	0.0%		\$ -	\$ -	0.0%		0.0%
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TOTAL EXPENSES	\$ 10,365,807	\$ 778,600	\$ 753,777	\$ 24,823	3.2%	\$ 10,365,807	\$ 9,679,703	\$ 686,104	6.6%	\$ 9,414,141	2.8%
TOTAL OP REVENUES	\$ 6,068,057	\$ 710,737	\$ 879,637	\$ 168,900	23.8%	\$ 6,068,057	\$ 7,055,127	\$ (987,070	) -16.3%	\$ 5,919,165	19.2%
OP SURPLUS/LOSS	\$ (4,297,750)	\$ (67,862)	\$ 125,860	\$ 193,722	285.5%	\$ (4,297,750)	\$ (2,624,576)	\$ 1,673,174	38.9%	\$ (3,494,976)	-24.9%
OP GRANT REVENUES											
FTA PREVENTATIVE MAINT	\$ 2,611,594	\$ 87,356	\$ 72,617	\$ (14,739							0.0%
FTA RURAL REVENUE	\$ 300,000	\$ -	\$ -	\$ -	0.0%						-66.8%
FTA OPERATING REVENUE	\$ 1,317,712	<b>\$</b> -	\$ -	\$-	0.0%	+ /- /					-74.1%
STATE SUBSIDY REVENUE	\$ 68,444	\$-	\$ -	<u>\$</u> -	0.0%		\$ 68,444	\$ -	0.0%		0.0%
TOTAL	\$ 4,297,750	\$ 87,356	\$ 72,617	\$ (14,739)	) -16.9%	\$ 4,297,750	\$ 3,548,892	\$ (748,858	) -17.4%	\$ 4,037,721	-12.1%
	<b>^</b>	<b>A</b> 40.404	A 100 177	A 470.000	040.0%	•			0.00/	<b>6 5 10 7 1</b>	70.00/
SURPLUS/LOSS	\$ -	\$ 19,494	\$ 198,477	\$ 178,983	918.2%	\$-	\$ 924,316	\$ 924,316	0.0%	\$ 542,745	-70.3%
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sco Bay Island Transit District	Budget 2024	September 2024 Budget	September 2024 Actual	YTD Budget 9/30/24	YTD Actual 9/30/24	YTD Actual 9/30/23	% Chang
REVENUES: SCHEDULED SERVICE							
PASSENGER - PEAKS	1,700,000	147,983	334,879	1,700,000	2,450,268	1,761,104	39.1
PASSENGER - LD	45,000	4,569	6,769	45,000	60,415	45,749	32.1
PASSENGER - GD	93,000	6,078	10,690	93,000	114,012	105,381	8.2
PASSENGER - D COVE	200,000	21,928	26,514	200,000	231,551	219,655	5.4
PASSENGER - LONG	320,000	32,367	39,056	320,000	371,795	335,477	10.8
PASSENGER - CHEB	42,000	4,277	7,422	42,000	61,154	52,504	16.5
PASSENGER - CLIFF	70,000	7,033	10,395	70,000	74,709	74,176	0.7
ANIMALS	40,000	4,243	3,190	40,000	37,888	41,979	-9.7
TICKET	2,510,000	228,479	438,915	2,510,000	3,401,792	2,636,025	29.1
VEHICLES - DOWNBAY	15,000	1,570	1,349	15,000	18,203	14,985	21.
VEHICLES - PEAKS	1,456,000	173,529	166,529	1,456,000	1,495,271	1,432,159	4.4
VEHICLE	1,471,000	175,099	167,878	1,471,000	1,513,474	1,447,144	4.0
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FREIGHT - PEAKS	395,000	54,436	30,605	395,000	335,948	328,661	2.
FREIGHT - LD	19,500	3,520	1,831	19,500	15,563	16,170	-3.
FREIGHT - GD	30,000	4,212	5,480	30,000	39,907	32,900	21.3
FREIGHT - DCOVE	60,000	9,898	6,113	60,000	64,608	52,365	23.
FREIGHT - LONG	153,500	20,757	15,535	153,500	149,080	141,108	5.
FREIGHT - CHEB	178,000	22,380	22,024	178,000	198,179	179,837	10.
FREIGHT - CLIFF	38,500	5,395	2,143	38,500	20,348	19,980	1.
UPFREIGHT	25,000	4,041	3,744	25,000	25,207	23,557	7.
BIKES	70,500	13,831	8,795	70,500	64,574	66,361	-2.
MAIL	83,500	5,657	1,258	83,500	84,956	84,643	0.
FREIGHT	1,053,500	144,126	97,528	1,053,500	998,370	945,582	5.
REVENUES: SCHEDULED SERVICE TOTAL	5,034,500	547,704	704,324	5,034,500	5,913,635	5,028,750	17
REVENUES. SCHEDULED SERVICE TOTAL	5,034,500	547,704	704,324	5,034,500	5,915,055	5,028,750	17.0
REVENUES: GROUP TOURS AND SALES							
	246.004	50.040	60.046	216.004	200 75 4	000 405	24
MAILBOAT RUN	316,094	52,842	68,846	316,094	360,754	268,185	34.
SUNSET RUN	76,175	14,513	10,810	76,175	78,770	66,156	19.
DIAMOND PASS RUN	138,144	28,177	22,616	138,144	132,353	103,187	28.
MOONLIGHT RUN	0	0	0	0	129	248	-48.
TOUR	530,413	95,532	102,272	530,413	572,006	437,776	30.
CHARTERS	184,116	23,587	29,850	184,116	229,150	159,250	43.
CONCERT CRUISES	36,550	8,781	2,500	36,550	33,400	23,725	40.
BAR	95,550	16,505	12,430	95,550	127,841	73,620	73.
LOBSTER BAKES	93,828	12,625	15,000	93,828	59,675	98,175	-39.
CHARTER AND CATERING	410,044	61,498	59,780	410,044	450,066	354,770	26.
		0.170				10	
ADVERTISING	23,500	2,479	2,500	23,500	17,400	16,550	5.
VENDING	7,500	594	1,993	7,500	12,501	9,894	26.
PROMOTIONAL ITEMS	2,500	47	937	2,500	8,536	2,357	262.
GROUP SALES OTHER	6,500	1,499	876	6,500	12,943	10,699	21.
GROUP SALES OTHER	40,000	4,619	6,306	40,000	51,380	39,500	30.
REVENUES: GROUP TOURS AND SALES TOTAL	980,457	161,649	168,358	980,457	1,073,452	832,046	29.
REVENUES: OTHER INCOME							
	5,600	1,228	0	5,600	2,724	0 617	4.
						2,617	
INTEREST INCOME SC INCOME	47,500 <b>53,100</b>	156 <b>1,384</b>	6,955 <b>6,955</b>	47,500 <b>53,100</b>	65,316 <b>68,040</b>	55,751 <b>58,369</b>	17. <b>16.</b>
		.,	0,000				
	50.400	4 304	6.055	53,100	68,040	58,369	16.
REVENUES: OTHER INCOME TOTAL	53,100	1,384	6,955	53,100	00,040	00,000	

Isco Bay Island Transit District	Budget 2024	September 2024 Budget	September 2024 Actual	YTD Budget 9/30/24	YTD Actual 9/30/24	YTD Actual 9/30/23	% Change
EXPENSE: PERSONNEL							
ADMINISTRATIVE	676,293	53,742	43,712	676,293	541,210	461,429	17.3
ADMINISTRATIVE	676,293	53,742	43,712	676,293	541,210	461,429	17.3
CAPTAINS - REGULAR	94,747	11,417	6,561	94,747	78,171	89,133	-12.3
	18,278	1,634	2,206	18,278	18,487	17,439	6.0
UNION DECKHANDS - REGULAR	664,581	42,490	53,759	664,581	744,398	640,213	16.3
	180,004	31,664	25,706	180,004	247,015	163,107	51.4
NONUNION DH - REGULAR NONUNION DH - OVERTIME	358,663 65,997	28,037 16,503	19,818 7,024	358,663 65,997	270,183 37,112	344,552 58,796	-21.6 -36.9
SR CAPTAINS - REGULAR	631,878	48,609	51,871	631,878	645,815	608,980	-30.9
SR CAPTAINS - OVERTIME	114,466	18,345	8,573	114,466	109,229	107,293	1.8
CREWS	2,128,614	198,699	175,518	2,128,614	2,150,410	2,029,513	6.0
	_,,.	,	,	_,,	_,,	_,,.	
MAINTENANCE - REGULAR	208,564	16,309	13,585	208,564	209,599	201,425	4.1
MAINTENANCE - OVERTIME	11,179	785	262	11,179	13,305	10,749	23.8
MAINTENANCE	219,743	17,094	13,847	219,743	222,904	212,174	5.1
					100 707	(	10.0
SALES WAGES	111,652	9,272	9,740	111,652	122,735	108,076	13.6
OPS AGENTS - REGULAR	328,013	27,162	28,802	328,013	365,684	318,817	14.7
OPS AGENTS - OVERTIME	45,997	9,942	10,881	45,997	93,901	42,903	118.9
OPS AGENTS	374,010	37,104	39,683	374,010	459,585	361,720	27.1
				01 .,010	,		
TICKET OFFICE - REGULAR	289.284	24,769	16,944	289,284	258,296	279,564	-7.6
TICKET OFFICE - OVERTIME	12,939	1,643	660	12,939	7,019	11,293	-37.8
TICKET OFFICE	302,223	26,412	17,604	302,223	265,315	290,857	-8.8
OPERATIONS MANAGEMENT	210,136	16,428	16,132	210,136	151,760	247,692	-38.7
	2.0,100	,		210,100		2,002	
AYROLL - SALARIES	4,022,671	358,751	316,236	4,022,671	3,913,919	3,711,461	5.5
FICA - ADMINISTRATIVE	51,738	4,115	3,240	51,738	41,119	34,037	20.8
FICA - OPS AGENTS	28,611	2,839	2,975	28,611	35,012	27,331	28.1
FICA - UNION DECKHANDS	64,611	5,673	6,498	64,611	80,562	66,554	21.0
FICA - NONUNION DECKHANDS	32,486	3,407	2,053	32,486	23,258	30.856	-24.6
FICA - SR CAPTAINS	65,742	6,119	4,371	65,742	55,605	52,360	6.2
FICA CREW	162,839	15,199	12,922	162,839	159,425	149,770	6.4
			-				
FICA - MAINTENANCE	16,811	1,308	957	16,811	16,508	15,440	6.9
FICA - SALES	8,543	709	759	8,543	9,881	8,304	19.0
FICA - TICKET OFFICE	23,120	2,021	1,347	23,120	20,297	22,245	-8.8
FICA - OPERATIONS MANAGEMENT	16,076	1,257	1,203	16,076	12,283	18,501	-33.6
	0	0	0	207 700	62	6	
XES	307,738	27,448	23,403	307,738	294,525	275,628	6.9
HEALTH INSURANCE ADMINISTRATIVE	92,236	8,251	4,186	92,236	42,887	44,422	-3.5
DENTAL INSURANCE ADMINISTRATIVE	6,796	592	-401	6,796	2,757	3,616	-23.8
LIFE INSURANCE ADMINISTRATIVE	372	33	12	372	137	166	-17.5
ADMINISTRATIVE	99,404	8,876	3,797	99,404	45,781	48,204	-5.0
			00 70-	075 055	041-10-1	000 115	
HEALTH INSURANCE CREW	277,672	24,898	20,733	277,672	241,464	222,443	8.6
	23,912	2,100	1,557	23,912	20,301	19,852	2.3
LIFE INSURANCE CREW CREW	1,066 <b>302,650</b>	95 27,093	72 22,362	1,066 <b>302,650</b>	911 <b>262,676</b>	866 243,161	5.2 <b>8.0</b>
	502,050	21,093	22,302	302,030	202,070	243,101	0.0
HEALTH INSURANCE MAINTENANCE	17,042	1,526	1,766	17,042	22,045	13,736	60.5
DENTAL INSURANCE MAINTENANCE	3,210	284	145	3,210	2,320	2,610	-11.1
LIFE INSURANCE MAINTENANCE	135	12	5	135	95	110	-13.6
MAINTENANCE	20,387	1,822	1,916	20,387	24,460	16,456	48.6
HEALTH INSURANCE SALES	16,842	1,513	1,268	16,842	14,642	13,777	6.3
DENTAL INSURANCE SALES	512	47	35	512	425	425	0.0
LIFE INSURANCE SALES	43	2	33	43	34	34	
SALES	17,397		1,306	17,397	15,101	14,236	

Casco Bay Island Transit District	Budget 2024	September 2024 Budget	September 2024 Actual	YTD Budget 9/30/24	YTD Actual 9/30/24	YTD Actual 9/30/23	% Change
HEALTH INSURANCE OPS AGENTS	73,779	6,933	5,331	73,779	58,087	56,696	2.5%
DENTAL INSURANCE OPS AGENTS	4,739	403	321	4,739	4,315	4,111	5.0%
LIFE INSURANCE OPS AGENTS	237	23	20	237	238	182	30.8%
OPS AGENTS	78,755	7,359	5,672	78,755	62,640	60,989	2.7%
HEALTH INSURANCE OPERATIONS MANAGEMENT	20,135	1,878	1,413	20,135	17,507	13,777	27.1%
DENTAL INSURANCE OPERATIONS MANAGEMENT	1,717	153	72	1,717	976	1,437	-32.1%
LIFE INSURANCE OPERATIONS MANAGEMENT OPERATIONS MANAGEMENT	90 21,942	11 <b>2,042</b>	7 1,492	90 <b>21,942</b>	76 18,559	71 15,285	7.0%
	21,342	2,042	1,432	21,342	10,555	13,203	21.47
EMPLOYEE INSURANCE	540,535	48,754	36,545	540,535	429,217	398,331	7.8%
Employee Related Expense	43,982	2,214	2,132	43,982	97,637	29,562	230.3%
PENSION	460,000	38,337	31,250	460,000	375,000	392,388	-4.4%
5. EXPENSE: PERSONNEL TOTAL	5,374,926	475,504	409,566	5,374,926	5,110,298	4,807,370	6.3%
6. EXPENSE: VESSEL	47.000	474	4.040	47.000	40.440	40.407	40.40
GENERAL REPAIR SHOP GENERAL	17,000 <b>17,000</b>	171 <b>171</b>	4,946 <b>4,946</b>	17,000 <b>17,000</b>	16,149 <b>16,149</b>	18,437 <b>18,437</b>	-12.4% -12.4%
	,500		.,. 10	,000		,	
GENERAL REPAIR MACHIGONNE	60,654	2,516	338	60,654	136,721	64,737	111.2%
DRYDOCK MACHIGONNE	0	0	0	0	0	429,871	-100.0%
DIVING MACHIGONNE	10,000	1,750	5,100	10,000	18,450	16,358	12.8%
OIL CHANGE MACHIGONNE	30,000	2,875	3,342	30,000	39,288	30,813	27.5%
MACHIGONNE	100,654	7,141	8,780	100,654	194,459	541,779	-64.1%
GENERAL REPAIRS MAQUOIT	71,374	1,664	5,658	71,374	105,959	92,598	14.4%
DRYDOCK MAQUOIT	675,000	0	0	675,000	389,888	21,850	1684.4%
DIVING MAQUOIT	10,000	1,835	3,090	10,000	16,890	16,548	2.1%
OIL CHANGE MAQUOIT	37,000	2,920	4,633	37,000	43,431	36,299	19.6%
MAQUOIT	793,374	6,419	13,381	793,374	556,168	167,295	232.4%
GENERAL REPAIRS BAY MIST	37,637	3,251	0	37,637	26,257	116,313	-77.4%
DRYDOCK BAY MIST	0	0	0	0	0	340,719	-100.0%
DIVING BAY MIST	5,750	958	1,631	5,750	7,831	7,423	5.5%
OIL CHANGE BAY MIST	5,750	1,494	3,100	5,750	7,349	3,879	89.5%
BAY MIST	49,137	5,703	4,731	49,137	41,437	468,334	-91.2%
GENERAL REPAIRS AUCO	82,417	3,705	1,446	82,417	33,050	78,149	-57.7%
DRYDOCK AUCO	345,000	0	0	345,000	213,378	43,748	387.7%
DIVING AUCO	20,000	3,929	2,351	20,000	14,601	14,677	-0.5%
OIL CHANGE AUCO	20,000	1,285	3,049	20,000	32,406	21,554	50.3%
AUCOCISCO	467,417	8,919	6,846	467,417	293,435	158,128	85.6%
GENERAL REPAIRS WABANAKI	49,689	4,593	13,973	49,689	80,055	87,948	-9.0%
DRYDOCK WABANAKI	325,000	4,595	0	325,000	332,194	1,425	23211.9%
DIVING WABANAKI	10,000	1,983	2,947	10,000	17,447	17,347	0.6%
OIL CHANGE WABANAKI	45,000	3,507	3,167	45,000	26,986	45,210	-40.3%
WABANAKI	429,689	10,083	20,087	429,689	456,682	151,930	200.6%
REPAIRS	1,857,271	38,436	58,771	1,857,271	1,558,330	1,505,903	3.5%
	.,,			.,,	.,	.,,	
FUEL MACHIGONNE	281,281	17,084	23,571	281,281	274,155	281,790	-2.7%
FUEL MAQUOIT	292,777	15,702	18,798	292,777	227,052	298,656	-24.0%
FUEL BAY MIST	28,937	2,968	495	28,937	24,119	14,535	65.9%
	177,623	2,801	8,610	177,623	234,028	163,228	43.4%
	349,707	57,897 96 452	26,313	349,707	249,413	373,590	-33.2%
FUEL	1,130,325	96,452	77,787	1,130,325	1,008,767	1,131,799	-10.9%
INSURANCE BOAT	85,000	6,675	6,620	85,000	79,439	77,775	2.1%
6. EXPENSE: VESSEL TOTAL	3,072,596	141,562	143,178	3,072,596	2,646,536	2,715,477	-2.5%

Casco Bay Island Transit District	Budget 2024	September 2024 Budget	September 2024 Actual	YTD Budget 9/30/24	YTD Actual 9/30/24	YTD Actual 9/30/23	% Change
7. EXPENSE: OPERATIONS							
TELEPHONE	28,000	1,204	2,602	28,000	29,954	28,457	5.3%
MAIL AGENT	11,220	791	1,008	11,220	11,293	11,220	0.7%
DATA PROCESSING	230,000	19,319	20,530	230,000	275,611	231,879	18.9%
TICKET FORMS & SUPPLIES	5,000	612	38	5,000	16,612	0	0.0%
MEETING MEALS	2,500	501	89	2,500	3,094	1,998	54.9%
OFFICE SUPPLIES	15,000	1,184	1,391	15,000	33,336	15,180	119.6%
ARMORED CAR	8,000	841	0	8,000	0	0	0.0%
CREW MEALS	12,500	1,903	699	12,500	5,848	5,356	9.2%
TWIC CARDS	3,000	265	125	3,000	861	978	-12.0%
MISCELLANEOUS	25,000	2,153	2,820	25,000	20,279	29,417	-31.1%
EMPLOYEE RECOGNITION	44,300	1,000	76	44,300	37,668	36,489	3.2%
INTERNET	15,050	568	1,199	15,050	14,188	15,138	-6.3%
OFFICE	360,350	28,345	26,967	360,350	407,497	336,435	21.1%
CREDIT CARD	175,000	24,241	38,511	175,000	199,355	172,403	15.6%
POSTAGE	5,750	316	210	5,750	5,296	5,251	0.9%
TRAVEL	30,000	2,022	364	30,000	18,079	7,162	152.4%
EMPLOYEE INJURIES	9,450	285	473	9,450	2,187	9,883	-77.9%
EMPLOYEE LOST TIME	500	79	0	500	0	0	0.0%
FREIGHT DAMAGES	7,500	946	669	7,500	6,345	4,396	44.3%
CUSTOMER INJURIES	1,200	65	0	1,200	579	0	0.0%
DAMAGES CARS	4,500	675	0	4,500	2,964	8,091	-63.4%
DAMAGES	23,150	2,050	1,142	23,150	12,075	22,370	-46.0%
OTHER INSURANCES	58,000	1,632	5,700	58,000	60,896	62,249	-2.2%
VAN	3,100	150	119	3,100	1,935	3,139	-38.4%
OVER/SHORT	0	32	-848	3,100	-1,229	553	-322.2%
NEWSPAPER ADS	3,000	0	1,116	3,000	3,494	2,605	34.1%
WATER TAXI	3,500	381	100	3,500	835	2,635	-68.3%
REGGAE SECURITY	9,000	1,322	1,177	9,000	9,157	8,320	10.1%
MISCELLANEOUS	18,600	1,884	1,664	18,600	14,192	17,252	-17.7%
BARGE SUBCONTRACTING	50,000	5,611	0	50,000	35,900	197,035	-81.8%
LEGAL	50,000	4,698	15,684	50,000	60,035	32,535	84.5%
HUMAN PERFORMANCE	15,000	1,120	1,750	15,000	13,650	13,650	0.0%
PHYSICALS	11,000		0	11,000	2,195	10,212	
DRUG TESTS	8,500	45	0	8,500	6,274	8,628	-27.3%
ACCOUNTANTS	55,000	0	0	55,000	54,456	18,000	202.5%
OTHER PROFESSIONAL	15,000	473	0	15,000	77,642	15,342	406.1%
ELECTION EXPENSE	1,000	0	0	1,000	271	160	69.4%
HUMAN RESOURCES		0	0		0	30,611	-100.0%
PROFESSIONAL	155,500	6,336	17,434	155,500	214,523	129,138	66.1%
DUES & PUC	20,975	4,919	0	20,975	16,351	11,906	37.3%
UNIFORMS	30,000	0	540	30,000	9,794	28,478	-65.6%
BOOTS	13,500	1,501	1,189	13,500	6,458	10,256	-37.0%
		1,001	1,105	.0,000	0,400	10,200	01.070
TRAINING	12,550	1,758	85	12,550	5,031	5,538	-9.2%
7. EXPENSE: OPERATIONS TOTAL	992,595	82,612	97,416	992,595	1,046,694	1,045,150	0.1%
8. EXPENSE: TERMINAL							
UTILITIES TERMINAL	51,000	4,062	3,126	51,000	38,397	46,695	-17.8%
WATER	12,000	1,694	1,942	12,000	15,415	13,134	17.4%
TERMINAL HEAT	17,500		500	17,500	12,984	14,465	-10.2%
UTILITIES PEAKS	2,500		175	2,500	2,125	2,373	-10.5%
UTILITIES	83,000	6,191	5,743	83,000	68,921	76,667	-10.1%

Casco Bay Island Transit District	Budget 2024	September 2024 Budget	September 2024 Actual	YTD Budget 9/30/24	YTD Actual 9/30/24	YTD Actual 9/30/23	% Change
JANITORIAL TERMINAL ROUTINE	98,000	7,815	9,646	98,000	99,364	91,839	8.2%
JANITORIAL PEAKS	12,500	1,668	6,895	12,500	11,469	15,435	-25.7%
JANITORIAL	110,500	9,483	16,541	110,500	110,833	107,274	3.3%
RENT	35,940	2,995	2,995	35,940	35,940	35,944	0.0%
FIRE ALARM	8,500	888	302	8,500	10,163	7,501	35.5%
PEST CONTROL	1,375	96	0	1,375	1,371	1,414	-3.0%
TRASH	15,500	1,301	1,179	15,500	16,327	16,528	-1.2%
PAPER & CLEANING SUPPLIES	37,500	4,303	4,145	37,500	37,499	37,928	-1.1%
FREIGHT EQUIPMENT AND SUPPLIES	27,000	2,511	1,240	27,000	23,466	29,449	-20.3%
RUG RENTAL	5,000	355	437	5,000	4,485	3,988	12.5%
MISCELLANEOUS	50,000	0	11,465	50,000	90,831	107,206	-15.3%
	200,200	10,323	14,137	200,200	159,655	101,582	0.0%
PROPANE	11,000	966	1,428	11,000	13,265	10,060	31.9%
FORKLIFT POWER WASHING	6,000	621	553	6,000	8,599	11,532	-25.4%
	4,400	1,069	0	4,400	0	1,000	-100.0%
PIER & TRANSFER BRIDGE	17,000	1,600	704	17,000	13,419	14,084	-4.7%
	7,500	0	0	7,500	6,280	7,250	-13.4%
PLOWING PEAKS MAINTENANCE	12,500 <b>403,475</b>	0 24,032	0 35,590	12,500 <b>403,475</b>	1,570 <b>386,930</b>	12,170 <b>361,692</b>	-87.1% <b>7.0%</b>
				_			
8. EXPENSE: TERMINAL TOTAL	632,915	42,700	60,869	632,915	602,624	581,577	3.6%
9. EXPENSE: SALES							
BROCHURE	4,000	0	1,430	4,000	4,494	4,068	10.5%
SAILING SCHEDULE	10,000	0	1,187	10,000	10,057	13,140	-23.5%
PUBLICATIONS	4,000	0	1,530	4,000	5,465	3,355	62.9%
ADVERTISING	3,000	0	0	3,000	2,050	841	143.8%
OTHER ADVERTISING EXPENSE	3,725	0	0	3,725	11,318	6,009	88.4%
ONLINE ADVERTISING	4,500	0	653	4,500	6,987	5,020	39.2%
RADIO ADS	30,000	7,885	0	30,000	18,502	13,496	37.1%
WEBSITE	0	0	0	0	112	0	0.0%
KIOSK	9,000	1,631	1,847	9,000	3,624	276	1213.0%
MARKETING	76,800	11,259	6,708	76,800	78,009	78,314	-0.4%
SPECIAL EVENT CRUISES	2,000	0	0	2,000	0	0	0.0%
ADVERTISING	147,025	20,775	13,355	147,025	140,618	124,519	12.9%
BEVERAGES	30,000	<b>0</b> 3,486	2,918	30,000	36,283	21,362	69.8%
OTHER BAR EXPENSE	15,000	1,098	0	15,000	8,877	9,751	-9.0%
SECURITY	15,000	2,666	2,920	15,000	21,748	20,030	8.6%
BAR EXPENSE	60,000	7,251	5,838	60,000	66,908	51,143	30.8%
LOBSTER BAKES	70,000	3,903	19,469	70,000	44,339	76,405	-42.0%
CONCERT CRUISES	15,750	4,292	4,086	15,750	21,686	12,500	73.5%
CATERING	85,750	4,292	23,555	85,750	66,025	88,905	-25.7%
9. EXPENSE: SALES TOTAL	292,775	36,221	42,748	292,775	273,551	264,567	3.4%
TOTAL EXPENSE	10,365,807	778,600	753,777	10,365,807	9,679,703	9,414,141	2.8%
NET OPER INCOME (LOSS) TOTAL	-4,297,750	-67,862	125,860	-4,297,750	-2,624,576	-3,494,976	-24.9%
FTA PM REVENUE	2,611,594	87,356	72,617	2,611,594	2,447,953	193,373	1165.9%
FTA RURAL REVENUE	300,000	0	0	300,000	252,483	760,967	-66.8%
FTA OPERATING REVENUE	1,317,712	0	0	1,317,712	780,012	3,014,937	-74.1%
STATE SUBSIDY REVENUE	68,444	0	0	68,444	68,444	68,444	0.0%
TOTAL	4,297,750	87,356	72,617	4,297,750	3,548,892	4,037,721	-12.1%
		0					
SURPLUS/LOSS TOTAL	0	19,494	198,477	0	924,316	542,745	70.3%

§ Note: CBITD monthly Income Statements exclude General Fund balance deposit and depreciation expense for the current fiscal year. CBITD estimates these line items for the September statement only, and reports them on the Audited Financial Statement, which can be found at www.cascobaylines.com



# Casco Bay Island Transit District Cash Balances

As of: August 31, 2024

2,480,573.85 2,480,573.85 959,545.89 291,331.37	\$ 183,975.00
2,480,573.85 959,545.89	\$ 183,975.00
959,545.89	\$ 183,975.00
-	\$ 183,975.00
-	
-	
-	
291,331.37	
	\$ 3,322,306.18
1,575.76	
-	
	\$ 216,894.11
	\$ 3,723,175.29
50,540.23	
	 1,575.76 - \$



Grant Number

# Casco Bay Island Transit District

Grant Balances As of September 30, 2024 **Description** 

Total (Incl Local Share)

ME-2016-14	Vessel Electronics E-Ticketing	\$ 212,129
ME-2018-014	PM Hardware Software	\$ 5,436
	E-Ticketing	\$ 60,100
	Planning	\$ 120,285
ME-2019-005	Peaks - New Vessel Construction	\$ -
ME-2020-034	CARES Act - AVL Procurement	\$ 58,599
ME-2021-007	Peaks - New Vessel Propulsion	\$ 1,707,016
ME-2023-034	Down Bay Replacement Vessel - Design	\$ 923,161
ME-2023-035	Peaks Ferry Replacement Vessel - Construction	\$ 4,250,933
ME-2023-037	PM Maintenance & Projects -(Other Capital Items)	\$ 1,414,688
CFDA #290.817	State of Maine - MARAD	\$ 140,066
CSN #42349	State of Maine - VW Funds	\$ 650,993
CSN #43500	State of Maine - State Award - Vessel	\$ 1,466,809
CSN #46000	State of Maine - Rural Operating	\$ -
Approved Funding **	Side Loading Ramp	\$ 1,000,000
Approved Funding **	Planning	\$ 227,749
Approved Funding **	Down Bay Vessel Replacement - Construction	\$ 19,352,941
Grant Balance Total		\$ 31,590,905

\*\* - Funding approved by FTA but not obligated yet