

**CBITD Revenues and Expenses  
Overview**

	FY2018 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY17 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY16
<b>REVENUES</b>											
SCH SERVICE	\$4,247,219	\$268,970	\$338,849	\$69,879	26.0%	\$1,071,827	\$1,440,919	\$369,092	34.4%	\$1,330,615	8.3%
GR SALES	\$938,835	\$15,802	\$22,832	\$7,030	44.5%	\$150,077	\$157,107	\$7,030	4.7%	\$188,513	-16.7%
MISC	\$23,196	\$625	\$2,214	\$1,589	254.2%	-\$6,281	\$18,240	\$24,521	-390.4%	\$9,311	95.9%
<b>TOTAL REVENUES</b>	<b>\$5,209,250</b>	<b>\$285,397</b>	<b>\$363,895</b>	<b>\$78,498</b>	<b>27.5%</b>	<b>\$1,215,623</b>	<b>\$1,616,266</b>	<b>\$400,643</b>	<b>33.0%</b>	<b>\$1,528,439</b>	<b>5.7%</b>
<b>EXPENSES</b>											
PERSONNEL	\$3,911,946	\$287,418	\$295,763	-\$8,345	-2.9%	\$2,015,817	\$2,024,158	-\$8,341	-0.4%	\$1,970,539	-2.7%
VESSELS	\$1,630,272	\$230,602	\$172,714	\$57,888	25.1%	\$887,257	\$829,366	\$57,891	6.5%	\$970,426	14.5%
OPERATIONS	\$525,928	\$36,406	\$40,700	-\$4,294	-11.8%	\$242,725	\$252,344	-\$9,619	-4.0%	\$304,399	17.1%
TERMINAL	\$305,815	\$17,950	\$24,981	-\$7,031	-39.2%	\$175,130	\$182,176	-\$7,046	-4.0%	\$192,815	5.5%
SALES	\$244,218	\$11,475	\$15,484	-\$4,009	-34.9%	\$77,362	\$81,388	-\$4,026	-5.2%	\$55,389	-46.9%
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%
<b>TOTAL EXPENSES</b>	<b>\$6,638,696</b>	<b>\$583,851</b>	<b>\$549,642</b>	<b>\$34,209</b>	<b>5.9%</b>	<b>\$3,398,291</b>	<b>\$3,369,432</b>	<b>\$28,859</b>	<b>0.8%</b>	<b>\$3,493,569</b>	<b>3.6%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,429,447</b>	<b>-\$298,454</b>	<b>-\$185,747</b>	<b>\$112,707</b>	<b>37.8%</b>	<b>-\$1,860,522</b>	<b>-\$1,753,167</b>	<b>\$107,355</b>	<b>5.8%</b>	<b>-\$1,965,129</b>	<b>10.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,060,320	\$182,979	\$121,001	-\$61,978	-33.9%	\$602,952	\$540,974	-\$61,978	-10.3%	\$648,721	-16.6%
FTA RURAL REVENUE	\$300,682	\$20,000	\$69,623	\$49,623	248.1%	\$203,082	\$252,705	\$49,623	24.4%	\$174,665	44.7%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$343,517	-100.0%
STATE SUBSIDY REVENUE	\$68,444	\$17,111	\$68,444	\$51,333	0.0%	\$17,111	\$68,444	\$51,333	0.0%	\$68,444	0.0%
FTA INDIRECT COST	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,429,447</b>	<b>\$220,090</b>	<b>\$259,068</b>	<b>\$38,978</b>	<b>17.7%</b>	<b>\$823,145</b>	<b>\$862,123</b>	<b>\$38,978</b>	<b>4.7%</b>	<b>\$1,235,348</b>	<b>-30.2%</b>
<b>SURPLUS/LOSS</b>	<b>\$0</b>	<b>-\$78,364</b>	<b>\$73,321</b>	<b>\$151,685</b>	<b>193.6%</b>	<b>-\$1,037,177</b>	<b>-\$891,044</b>	<b>\$146,133</b>	<b>14.1%</b>	<b>-\$729,782</b>	<b>-22.1%</b>

**CBITD Revenues  
Summary**

	FY2018 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY17 vs FY16
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,415,790	\$131,828	\$141,487	\$9,659	7.3%	\$641,560	\$651,221	\$9,661	1.5%	\$667,181	-2.4%
VEHICLE	1,040,835	93,932	139,339	\$45,407	48.3%	412,082	457,489	\$45,407	11.0%	391,477	16.9%
FREIGHT	720,192	37,380	52,123	\$14,743	39.4%	276,147	290,888	\$14,741	5.3%	231,363	23200.0%
MAIL	70,402	5,830	5,899	\$69	1.2%	41,252	41,321	\$69	0.2%	40,594	8200.0%
<b>TOTAL</b>	<b>\$4,247,219</b>	<b>\$268,969</b>	<b>\$338,848</b>	<b>\$69,879</b>	<b>26.0%</b>	<b>\$1,371,041</b>	<b>\$1,440,919</b>	<b>\$69,878</b>	<b>5.1%</b>	<b>\$1,330,615</b>	<b>8.3%</b>
<b>GR SALES</b>											
TOURS	\$559,132	\$9,074	\$13,542	\$4,468	49.2%	\$85,904	\$90,372	\$4,468	5.2%	\$80,308	12.5%
CHARTERS	194,834	0	2,300	2,300	0.0%	19,834	22,134	2,300	11.6%	53,672	-58.8%
CATERING	143,016	500	1,508	1,008	201.6%	19,816	20,824	1,008	5.1%	29,768	-30.0%
VENDING	12,292	1,000	322	-678	-67.8%	3,792	3,114	-678	-17.9%	6,647	-53.2%
PROMOTIONAL	3,250	1,350	0	-1,350	-100.0%	1,350	0	-1,350	-100.0%	2,215	-100.0%
ADVERTISING	26,311	3,878	5,160	1,282	33.1%	19,381	20,663	1,282	6.6%	15,902	29.9%
<b>TOTAL</b>	<b>\$938,835</b>	<b>\$15,802</b>	<b>\$22,832</b>	<b>\$7,030</b>	<b>44.5%</b>	<b>\$150,077</b>	<b>\$157,107</b>	<b>\$7,030</b>	<b>4.7%</b>	<b>\$188,512</b>	<b>-16.7%</b>
<b>OTHER INCOME</b>											
MISC	11,991	605	118	-\$487	-80.5%	5,546	5,059	-\$487	-8.8%	5,811	-12.9%
INTEREST	11,205	20	2,096	2,076	10380.0%	11,105	13,181	2,076	18.7%	3,500	276.6%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
<b>TOTAL</b>	<b>\$23,196</b>	<b>\$625</b>	<b>\$2,214</b>	<b>\$1,589</b>	<b>254.2%</b>	<b>\$16,651</b>	<b>\$18,240</b>	<b>\$1,589</b>	<b>9.5%</b>	<b>\$9,311</b>	<b>95.9%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,209,250</b>	<b>\$285,396</b>	<b>\$363,894</b>	<b>\$78,498</b>	<b>27.5%</b>	<b>\$1,537,769</b>	<b>\$1,616,266</b>	<b>\$78,497</b>	<b>5.1%</b>	<b>\$1,528,438</b>	<b>5.7%</b>

**CBITD Expenses  
Summary**

	FY2018 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY17 vs FY16
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>PERSONNEL</b>											
PAYROLL	\$2,946,918	\$199,980	\$205,380	-\$5,400	-2.7%	\$1,482,930	\$1,488,332	-\$5,402	-0.4%	\$1,458,913	-2.0%
TAXES	223,462	15,275	15,535	-260	-1.7%	113,742	114,001	-259	-0.2%	107,412	-6.1%
EMPLOYEE INSURANCE	355,945	45,180	46,634	-1,454	-3.2%	216,047	217,497	-1,450	-0.7%	177,672	-22.4%
EMPLOYEE RELATED EXP	21,463	625	1,480	-855	-136.8%	16,170	17,024	-854	-5.3%	7,682	-121.6%
PENSION	364,060	26,358	26,734	-376	-1.4%	186,928	187,305	-377	-0.2%	218,859	14.4%
<b>TOTAL</b>	<b>\$3,911,848</b>	<b>\$287,418</b>	<b>\$295,763</b>	<b>-\$8,345</b>	<b>-2.9%</b>	<b>\$2,015,817</b>	<b>\$2,024,159</b>	<b>-\$8,342</b>	<b>-0.4%</b>	<b>\$1,970,538</b>	<b>-2.7%</b>
<b>VESSELS</b>											
REPAIRS	\$879,860	\$181,200	\$122,533	\$58,667	32.4%	\$483,460	\$424,790	\$58,670	12.1%	\$687,590	38.2%
FUEL	643,948	40,530	41,309	-779	-1.9%	341,693	342,472	-779	-0.2%	256,076	-33.7%
INSURANCE	106,464	8,872	8,872	0	0.0%	62,104	62,104	0	0.0%	26,760	-132.1%
<b>TOTAL</b>	<b>\$1,630,272</b>	<b>\$230,602</b>	<b>\$172,714</b>	<b>\$57,888</b>	<b>25.1%</b>	<b>\$887,257</b>	<b>\$829,366</b>	<b>\$57,891</b>	<b>6.5%</b>	<b>\$970,426</b>	<b>14.5%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$20,928	\$1,870	\$2,882	-\$1,012	-54.1%	\$11,578	\$12,589	-\$1,011	-8.7%	\$13,309	5.4%
MAIL AGENT	10,720	935	935	0	0.0%	6,045	6,045	0	0.0%	6,545	7.6%
OFFICE	176,954	13,221	15,045	-1,824	-13.8%	95,147	96,971	-1,824	-1.9%	84,205	-15.2%
CREDIT CARD	91,308	2,250	3,619	-1,369	-60.8%	37,848	39,215	-1,367	-3.6%	35,578	-10.2%
POSTAGE	2,883	250	100	150	60.0%	1,633	1,482	151	9.2%	1,362	-8.8%
TRAVEL	9,672	1,900	501	1,399	73.6%	7,072	5,673	1,399	19.8%	9,596	40.9%
DAMAGES	15,392	0	380	-380	0.0%	1,892	2,272	-380	-20.1%	6,535	65.2%
OTHER INSURANCES	39,600	3,300	3,300	0	0.0%	23,100	23,100	0	0.0%	19,800	-16.7%
MISCELLANEOUS	10,985	185	550	-365	-197.3%	2,460	2,823	-363	-14.8%	4,282	34.1%
BARGE SUBCONTRACTING	45,750	1,800	2,700	-900	-50.0%	7,400	8,300	-900	-12.2%	48,600	0.0%
PROFESSIONAL	69,206	5,765	9,813	-4,048	-70.2%	34,316	38,363	-4,047	0.0%	48,166	20.4%
DUE & PUC	11,834	725	0	725	0.0%	7,634	6,909	725	0.0%	7,227	0.0%
UNIFORMS	19,816	80	681	-601	-751.3%	1,137	7,069	-5,932	-521.7%	17,445	59.5%
TRAINING	6,213	2,625	195	2,430	92.6%	3,963	1,533	2,430	61.3%	1,749	0.0%
<b>TOTAL</b>	<b>\$531,261</b>	<b>\$34,906</b>	<b>\$40,701</b>	<b>-\$5,795</b>	<b>-16.6%</b>	<b>\$241,225</b>	<b>\$252,344</b>	<b>-\$11,119</b>	<b>-4.6%</b>	<b>\$304,399</b>	<b>17.1%</b>

**CBITD Expenses  
Summary**

	FY2018 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY17 vs FY16
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>TERMINAL</b>											
UTILITIES	\$58,654	\$4,615	\$5,276	-\$662	-14.3%	\$37,809	\$38,471	-\$663	-1.8%	\$33,596	-14.5%
JANITORIAL	\$72,137	\$5,725	\$7,311	-1,586	-27.7%	\$42,072	\$43,659	-1,587	-3.8%	\$39,418	-10.8%
RENT	34,627	2,995	1,333	1,662	55.5%	19,652	17,991	1,661	8.5%	27,534	34.7%
MAINTENANCE	140,397	4,615	11,061	-6,446	-139.7%	75,597	82,054	-6,457	-8.5%	92,266	11.1%
<b>TOTAL</b>	<b>\$305,815</b>	<b>\$17,950</b>	<b>\$24,981</b>	<b>-\$7,032</b>	<b>-39.2%</b>	<b>\$175,130</b>	<b>\$182,175</b>	<b>-\$7,046</b>	<b>-4.0%</b>	<b>\$192,814</b>	<b>5.5%</b>
<b>SALES</b>											
ADVERTISING	\$141,137	\$10,225	\$12,726	-\$2,501	-24.5%	\$60,612	\$63,129	-\$2,517	-4.2%	\$42,546	-48.4%
CATERING	103,081	575	2,758	-2,183	-379.7%	16,750	18,259	-1,509	-9.0%	12,843	-42.2%
<b>TOTAL</b>	<b>\$244,218</b>	<b>\$10,800</b>	<b>\$15,484</b>	<b>-\$4,684</b>	<b>-43.4%</b>	<b>\$77,362</b>	<b>\$81,388</b>	<b>-\$4,026</b>	<b>-5.2%</b>	<b>\$55,389</b>	<b>-46.9%</b>
<b>DEBT SERVICE</b>											
<b>TOTAL</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		<b>\$0</b>	
<b>TOTAL EXPENSES</b>	<b>\$6,638,696</b>	<b>\$581,676</b>	<b>\$549,643</b>	<b>\$32,033</b>	<b>5.5%</b>	<b>\$3,396,791</b>	<b>\$3,369,432</b>	<b>\$27,359</b>	<b>0.8%</b>	<b>\$3,493,566</b>	<b>3.6%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,209,250</b>	<b>\$285,396</b>	<b>\$363,894</b>	<b>\$78,498</b>	<b>27.5%</b>	<b>\$1,537,769</b>	<b>\$1,616,266</b>	<b>\$78,497</b>	<b>5.1%</b>	<b>\$1,528,438</b>	<b>5.7%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,429,446</b>	<b>-\$296,280</b>	<b>-\$185,749</b>	<b>\$110,531</b>	<b>37.3%</b>	<b>-\$1,859,022</b>	<b>-\$1,753,166</b>	<b>\$105,856</b>	<b>5.7%</b>	<b>-\$1,965,128</b>	<b>10.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,060,320	\$182,979	\$121,001	-\$61,978	-33.9%	\$602,952	\$540,974	-\$61,978	-10.3%	\$648,721	-16.6%
FTA RURAL 5311	300,682	20,000	69,623	49,623	248.1%	203,082	252,705	49,623	24.4%	174,665	44.7%
FTA OPERATING	0	0	0	0	0.0%	0	0	0	0.0%	343,517	-100.0%
STATE SUBSIDY	68,444	17,111	68,444	51,333	0.0%	17,111	68,444	51,333	0.0%	68,444	0.0%
<b>TOTAL</b>	<b>\$1,429,446</b>	<b>\$220,090</b>	<b>\$259,068</b>	<b>\$38,978</b>	<b>17.7%</b>	<b>\$823,145</b>	<b>\$862,123</b>	<b>\$38,978</b>	<b>4.7%</b>	<b>\$1,235,347</b>	<b>-30.2%</b>
<b>SURPLUS/LOSS</b>	<b>\$0</b>	<b>-\$76,190</b>	<b>\$73,319</b>	<b>\$149,509</b>	<b>196.2%</b>	<b>-\$1,035,877</b>	<b>-\$891,043</b>	<b>\$144,834</b>	<b>14.0%</b>	<b>-\$729,781</b>	<b>-22.1%</b>