

**CBITD Revenues and Expenses
Overview**

	FY2018 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY17
REVENUES											
SCH SERVICE	\$4,247,216	\$299,237	\$399,513	\$100,276	33.5%	\$1,670,282	\$1,840,431	\$170,149	10.2%	\$1,703,844	8.0%
GR SALES	\$938,835	\$52,136	\$73,950	\$21,814	41.8%	\$202,214	\$231,056	\$28,842	14.3%	\$251,274	-8.0%
MISC	\$23,196	\$670	\$3,111	\$2,441	364.3%	\$17,321	\$21,351	\$4,030	23.3%	\$9,961	114.3%
TOTAL REVENUES	\$5,209,247	\$352,043	\$476,574	\$124,531	35.4%	\$1,889,817	\$2,092,838	\$203,021	10.7%	\$1,965,079	6.5%
EXPENSES											
PERSONNEL	\$3,918,048	\$330,428	\$334,561	-\$4,133	-1.3%	\$2,349,795	\$2,358,719	-\$8,924	-0.4%	\$2,297,824	-2.7%
VESSELS	\$1,775,767	\$261,932	\$252,150	\$9,782	3.7%	\$1,139,684	\$1,081,517	\$58,167	5.1%	\$1,259,862	14.2%
OPERATIONS	\$528,802	\$67,871	\$97,055	-\$29,184	-43.0%	\$317,768	\$349,398	-\$31,630	-10.0%	\$350,629	0.4%
TERMINAL	\$305,815	\$20,202	\$20,359	-\$157	-0.8%	\$195,333	\$202,535	-\$7,202	-3.7%	\$222,000	8.8%
SALES	\$244,218	\$18,690	\$24,015	-\$5,325	-28.5%	\$96,052	\$105,404	-\$9,352	-9.7%	\$70,070	-50.4%
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	\$6,772,650	\$670,573	\$728,141	-\$29,017	-4.3%	\$4,098,632	\$4,097,573	\$1,059	0.0%	\$4,200,385	2.4%
OPERATING SURPLUS/LOSS	-\$1,563,403	-\$318,530	-\$251,567	\$66,963	21.0%	-\$2,208,815	-\$2,004,734	\$204,081	9.2%	-\$2,235,307	10.3%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,199,995	\$57,591	\$182,451	\$124,860	216.8%	\$796,347	\$723,425	-\$72,922	-9.2%	\$1,106,155	-34.6%
FTA RURAL REVENUE	\$300,682	\$17,600	\$12,882	-\$4,718	-26.8%	\$220,682	\$265,587	\$44,905	20.3%	\$189,665	40.0%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$343,517	-100.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$0	\$0	0.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
FTA INDIRECT COST	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
TOTAL OP GRANT RESERVES	\$1,569,121	\$75,191	\$195,333	\$120,142	159.8%	\$1,085,473	\$1,057,456	-\$28,017	-2.6%	\$1,707,781	-38.1%
SURPLUS/LOSS	\$5,718	-\$243,339	-\$56,234	\$187,105	76.9%	-\$1,123,342	-\$947,278	\$176,064	15.7%	-\$527,526	-79.6%

**CBITD Revenues
Summary**

	FY2018 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,415,788	\$173,512	\$209,270	\$35,758	20.6%	\$815,073	\$860,491	\$45,418	5.6%	\$865,968	-0.6%
VEHICLE	1,040,834	54,186	84,635	\$30,449	56.2%	466,268	542,125	\$75,857	16.3%	461,537	17.5%
FREIGHT	720,192	65,709	99,511	\$33,802	51.4%	341,859	390,400	\$48,541	14.2%	329,778	23200.0%
MAIL	70,402	5,830	6,096	\$266	4.6%	47,082	47,416	\$334	0.7%	46,561	8200.0%
TOTAL	\$4,247,216	\$299,237	\$399,512	\$100,275	33.5%	\$1,670,282	\$1,840,432	\$170,150	10.2%	\$1,703,844	8.0%
GR SALES											
TOURS	\$559,132	\$21,298	\$32,556	\$11,258	52.9%	\$107,202	\$122,928	\$15,726	14.7%	\$103,306	19.0%
CHARTERS	194,834	15,000	20,000	5,000	0.0%	34,834	42,134	7,300	21.0%	71,372	-41.0%
CATERING	143,016	12,500	20,505	8,005	64.0%	32,316	41,329	9,013	27.9%	48,503	-14.8%
VENDING	12,292	1,500	358	-1,142	-76.1%	5,292	3,472	-1,820	-34.4%	6,647	-47.8%
PROMOTIONAL	3,250	550	0	-550	-100.0%	1,900	0	-1,900	-100.0%	3,888	-100.0%
ADVERTISING	26,311	1,288	531	-757	-58.8%	20,670	21,194	524	2.5%	17,557	20.7%
TOTAL	\$938,835	\$52,136	\$73,950	\$21,814	41.8%	\$202,214	\$231,057	\$28,843	14.3%	\$251,273	-8.0%
OTHER INCOME											
MISC	11,991	650	1,011	\$361	55.5%	6,196	6,070	-\$126	-2.0%	6,263	-3.1%
INTEREST	11,205	20	2,100	2,080	10400.0%	11,125	15,281	4,156	37.4%	3,697	313.3%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0		0	0.0%
TOTAL	\$23,196	\$670	\$3,111	\$2,441	364.3%	\$17,321	\$21,351	\$4,030	23.3%	\$9,960	114.4%
TOTAL OP REVENUES	\$5,209,247	\$352,043	\$476,573	\$124,530	35.4%	\$1,889,817	\$2,092,840	\$203,023	10.7%	\$1,965,077	6.5%

**CBITD Expenses
Summary**

	FY2018 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$2,946,918	\$249,051	\$256,691	-\$7,640	-3.1%	\$1,731,981	\$1,745,024	-\$13,043	-0.8%	\$1,710,051	-2.0%
TAXES	223,462	19,207	20,363	-1,156	-6.0%	132,833	134,364	-1,531	-1.2%	126,112	-6.5%
EMPLOYEE INSURANCE	362,029	28,487	28,682	-195	-0.7%	248,085	246,179	1,906	0.8%	203,921	-20.7%
EMPLOYEE RELATED EXP	21,579	825	2,277	-1,452	-176.0%	17,111	19,301	-2,190	-12.8%	8,604	-124.3%
PENSION	364,060	32,858	26,547	6,311	19.2%	219,785	213,852	5,933	2.7%	249,135	14.2%
TOTAL	\$3,918,048	\$330,428	\$334,560	-\$4,132	-1.3%	\$2,349,795	\$2,358,720	-\$8,925	-0.4%	\$2,297,823	-2.7%
VESSELS											
REPAIRS	\$1,025,355	\$203,400	\$180,826	\$22,574	11.1%	\$677,355	\$605,616	\$71,739	10.6%	\$923,929	34.5%
FUEL	643,948	49,660	62,453	-12,793	-25.8%	391,353	404,925	-13,572	-3.5%	300,301	-34.8%
INSURANCE	106,464	8,872	8,872	0	0.0%	70,976	70,976	0	0.0%	35,632	-99.2%
TOTAL	\$1,775,767	\$261,932	\$252,151	\$9,781	3.7%	\$1,139,684	\$1,081,517	\$58,167	5.1%	\$1,259,862	14.2%
OPERATIONS											
TELEPHONE	\$20,928	\$1,870	\$1,570	\$300	16.0%	\$13,448	\$14,159	-\$711	-5.3%	\$15,450	8.4%
MAIL AGENT	10,720	935	935	0	0.0%	6,980	6,980	0	0.0%	8,415	17.1%
OFFICE	176,954	15,421	16,273	-852	-5.5%	110,565	113,244	-2,679	-2.4%	101,369	-11.7%
CREDIT CARD	91,308	4,230	7,020	-2,790	-66.0%	42,078	46,235	-4,157	-9.9%	41,052	-12.6%
POSTAGE	2,883	250	624	-374	-149.6%	1,883	2,107	-224	-11.9%	1,788	-17.8%
TRAVEL	9,672	1,000	5,276	-4,276	-427.6%	8,072	10,949	-2,877	-35.6%	11,058	1.0%
DAMAGES	15,392	2,050	544	1,506	0.0%	3,942	2,817	1,125	28.5%	6,535	56.9%
OTHER INSURANCES	39,600	3,300	3,300	0	0.0%	26,400	26,400	0	0.0%	23,100	-14.3%
MISCELLANEOUS	10,985	600	571	29	4.8%	3,060	3,393	-333	-10.9%	6,890	50.8%
BARGE SUBCONTRACTING	45,750	28,550	41,850	-13,300	-46.6%	40,750	50,150	-9,400	-23.1%	51,300	0.0%
PROFESSIONAL	69,206	7,340	7,815	-475	-6.5%	41,656	46,178	-4,522	0.0%	52,996	12.9%
DUE & PUC	9,375	100	10,642	-10,542	0.0%	5,275	17,551	-12,276	0.0%	7,994	0.0%
UNIFORMS	19,816	1,275	633	642	50.4%	9,246	7,703	1,543	16.7%	20,761	62.9%
TRAINING	6,213	450	0	450	100.0%	4,413	1,533	2,880	65.3%	1,921	0.0%
TOTAL	\$528,802	\$67,371	\$97,053	-\$29,682	-44.1%	\$317,768	\$349,399	-\$31,631	-10.0%	\$350,629	0.4%

**CBITD Expenses
Summary**

	FY2018 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY18 vs FY17
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$58,654	\$4,157	\$3,609	\$548	13.2%	\$41,967	\$42,081	-\$114	-0.3%	\$36,728	-14.6%
JANITORIAL	\$72,137	\$6,085	\$5,905	180	3.0%	\$48,157	\$49,564	-\$1,407	-2.9%	\$45,694	-8.5%
RENT	34,627	2,995	1,333	1,662	55.5%	22,647	19,324	3,323	14.7%	33,196	41.8%
MAINTENANCE	140,397	6,965	9,511	-2,546	-36.6%	82,562	91,566	-9,004	-10.9%	106,382	13.9%
TOTAL	\$305,815	\$20,202	\$20,358	-\$156	-0.8%	\$195,333	\$202,535	-\$7,202	-3.7%	\$222,000	8.8%
SALES											
ADVERTISING	\$141,137	\$10,090	\$8,620	\$1,470	14.6%	\$70,702	\$71,749	-\$1,047	-1.5%	\$54,554	-31.5%
CATERING	103,081	8,600	15,395	-6,795	-79.0%	25,350	33,654	-8,304	-32.8%	15,516	-116.9%
TOTAL	\$244,218	\$18,690	\$24,015	-\$5,325	-28.5%	\$96,052	\$105,403	-\$9,351	-9.7%	\$70,070	-50.4%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$6,638,696	\$698,623	\$728,137	-\$29,514	-4.2%	\$4,098,632	\$4,097,574	\$1,058	0.0%	\$4,200,384	2.4%
TOTAL OP REVENUES	\$5,209,247	\$352,043	\$476,573	\$124,530	35.4%	\$1,889,817	\$2,092,840	\$203,023	10.7%	\$1,965,077	6.5%
OP SURPLUS/LOSS	-\$1,429,449	-\$346,580	-\$251,564	\$95,016	27.4%	-\$2,208,815	-\$2,004,734	\$204,081	9.2%	-\$2,235,307	10.3%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,199,995	\$57,591	\$182,451	\$124,860	216.8%	\$796,347	\$723,425	-\$72,922	-9.2%	\$1,106,155	-34.6%
FTA RURAL 5311	300,682	17,600	12,882	-4,718	-26.8%	220,682	265,587	44,905	20.3%	189,665	40.0%
FTA OPERATING	0	0	0	0	0.0%	0	0	0	0.0%	343,517	-100.0%
STATE SUBSIDY	68,444	0	0	0	0.0%	68,444	68,444	0	0.0%	68,444	0.0%
TOTAL	\$1,569,121	\$75,191	\$195,333	\$120,142	159.8%	\$1,085,473	\$1,057,456	-\$28,017	-2.6%	\$1,707,781	-38.1%
SURPLUS/LOSS	\$139,672	-\$271,389	-\$56,231	\$215,158	79.3%	-\$1,123,342	-\$947,278	\$176,064	15.7%	-\$527,526	-79.6%