

**CBITD Revenues and Expenses
Overview**

	FY2020 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
REVENUES											
SCH SERVICE	\$4,507,620	\$243,617	\$97,165	-\$146,452	-60.1%	\$1,272,310	\$1,216,389	-\$55,921	-4.4%	\$1,409,380	-13.7%
GR SALES	\$1,033,577	\$15,690	\$19	-\$15,671	-99.9%	\$121,817	\$137,656	\$15,839	13.0%	\$138,595	-0.7%
MISC	\$56,340	\$4,455	\$1,627	-\$2,828	-63.5%	\$34,495	\$32,711	-\$1,784	-5.2%	\$34,207	-4.4%
TOTAL REVENUES	\$5,597,537	\$263,762	\$98,811	-\$164,951	-62.5%	\$1,428,622	\$1,386,756	-\$41,866	-2.9%	\$1,582,182	-12.4%
EXPENSES											
PERSONNEL	\$4,204,868	\$356,002	\$350,518	\$5,484	1.5%	\$2,211,313	\$2,144,149	\$67,164	3.0%	\$2,030,302	-5.6%
VESSELS	\$1,711,175	\$111,563	\$169,713	-\$58,150	-52.1%	\$1,103,690	\$1,003,174	\$100,516	9.1%	\$934,923	-7.3%
OPERATIONS	\$638,382	\$46,521	\$40,741	\$5,780	12.4%	\$343,789	\$297,782	\$46,007	13.4%	\$312,688	4.8%
TERMINAL	\$312,693	\$18,560	\$30,361	-\$11,801	-63.6%	\$179,075	\$198,174	-\$19,099	-10.7%	\$197,449	-0.4%
SALES	\$319,120	\$11,113	\$6,747	\$4,366	39.3%	\$105,903	\$85,278	\$20,625	19.5%	\$96,719	11.8%
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	\$7,186,238	\$543,759	\$598,080	-\$54,321	-10.0%	\$3,943,770	\$3,728,557	\$215,213	5.5%	\$3,572,081	-4.4%
OPERATING SURPLUS/LOSS	-\$1,588,701	-\$279,997	-\$499,268	-\$219,271	78.3%	-\$2,515,148	-\$2,341,801	\$173,347	6.9%	-\$1,989,899	-17.7%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,145,214	\$57,971	\$4,854	-\$53,117	-91.6%	\$786,697	\$439,507	-\$347,190	-44.1%	\$608,983	-27.8%
FTA RURAL REVENUE	\$300,000	\$32,600	\$0	-\$32,600	-100.0%	\$261,900	\$165,188	-\$96,712	-36.9%	\$245,068	-32.6%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$8,444	\$0	-\$8,444	0.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
TOTAL OP GRANT RESERVES	\$1,513,658	\$99,015	\$4,854	-\$94,161	-95.1%	\$1,117,041	\$673,139	-\$443,902	-39.7%	\$922,495	-27.0%
SURPLUS/LOSS	-\$75,043	-\$180,982	-\$494,414	-\$313,432	173.2%	-\$1,398,107	-\$1,668,662	-\$270,555	19.4%	-\$1,067,404	-56.3%

**CBITD Revenues
Summary**

	FY2020 BUDGET	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$131,699	\$22,138	-\$109,561	-83.2%	\$654,757	\$510,905	-\$143,852	-22.0%	\$641,916	-20.4%
VEHICLE	1,059,460	67,962	25,349	-\$42,613	-62.7%	326,977	356,180	\$29,203	8.9%	413,790	-13.9%
FREIGHT	848,995	38,126	43,683	\$5,557	14.6%	249,766	306,481	\$56,715	22.7%	310,020	-1.1%
MAIL	69,960	5,830	5,997	\$167	2.9%	40,810	42,823	\$2,013	4.9%	43,654	-1.9%
TOTAL	\$4,507,620	\$243,617	\$97,165	-\$146,452	-60.1%	\$1,272,310	\$1,216,389	-\$55,921	-4.4%	\$1,409,380	-13.7%
GR SALES											
TOURS	\$599,351	\$9,462	\$0	-\$9,462	-100.0%	\$66,222	\$68,979	\$2,757	4.2%	\$77,848	-11.4%
CHARTERS	224,500	0	0	0	0.0%	22,500	33,092	10,592	47.1%	16,937	95.4%
CATERING	168,550	500	0	-500	0.0%	5,000	28,204	23,204	464.1%	30,107	-6.3%
VENDING	8,000	500	0	-500	-100.0%	3,750	1,698	-2,052	-54.7%	2,856	-40.5%
PROMOTIONAL	9,000	1,350	19	-1,331	0.0%	7,100	1,407	-5,693	-80.2%	1,655	0.0%
ADVERTISING	24,176	3,878	0	-3,878	-100.0%	17,245	4,275	-12,970	-75.2%	9,192	-53.5%
TOTAL	\$1,033,577	\$15,690	\$19	-\$15,671	-99.9%	\$121,817	\$137,656	\$15,839	13.0%	\$138,595	-0.7%
OTHER INCOME											
MISC	11,140	855	227	-\$628	-73.5%	6,795	7,591	\$796	11.7%	6,558	15.8%
INTEREST	45,200	3,600	1,401	-2,199	-61.1%	27,700	25,121	-2,579	-9.3%	27,649	-9.1%
TOTAL	\$56,340	\$4,455	\$1,627	-\$2,827	-63.5%	\$34,495	\$32,711	-\$1,783	-5.2%	\$34,207	-4.4%
TOTAL OP REVENUES	\$5,597,537	\$263,762	\$98,812	-\$164,950	-62.5%	\$1,428,622	\$1,386,756	-\$41,865	-2.9%	\$1,582,182	-12.4%

**CBITD Expenses
Summary**

	FY2020	APRIL				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$3,151,946	\$266,419	\$263,858	\$2,561	1.0%	\$1,623,455	\$1,629,412	-\$5,957	-0.4%	\$1,501,925	-8.5%
TAXES	246,924	20,937	20,373	564	2.7%	127,548	123,967	3,581	2.8%	116,362	-6.5%
EMPLOYEE INSURANCE	415,160	36,384	34,358	2,026	5.6%	233,241	164,280	68,961	29.6%	179,721	8.6%
EMPLOYEE RELATED EXP	18,390	1,225	891	334	27.3%	9,810	8,777	1,033	10.5%	11,864	26.0%
PENSION	372,448	31,037	31,037	0	0.0%	217,259	217,712	-453	-0.2%	220,430	1.2%
TOTAL	\$4,204,868	\$356,002	\$350,518	\$5,484	1.5%	\$2,211,313	\$2,144,149	\$67,164	3.0%	\$2,030,302	-5.6%
VESSELS											
REPAIRS	\$954,350	\$40,450	\$139,649	-\$99,199	-245.2%	\$681,300	\$632,175	\$49,125	7.2%	\$507,285	-24.6%
FUEL	680,025	64,713	24,258	40,455	62.5%	377,590	330,352	47,238	12.5%	386,991	14.6%
INSURANCE	76,800	6,400	5,807	593	9.3%	44,800	40,647	4,153	9.3%	40,647	0.0%
TOTAL	\$1,711,175	\$111,563	\$169,713	-\$58,150	-52.1%	\$1,103,690	\$1,003,174	\$100,516	9.1%	\$934,923	-7.3%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,938	-\$68	-3.6%	\$13,090	\$13,462	-\$372	-2.8%	\$11,278	-19.4%
MAIL AGENT	11,220	935	935	0	0.0%	6,545	6,553	-8		6,545	-0.1%
OFFICE	228,882	21,461	23,659	-2,198	-10.2%	138,872	121,164	17,708	12.8%	111,443	-8.7%
CREDIT CARD	123,809	3,325	4,094	-769	-23.1%	44,807	53,179	-8,372	-18.7%	42,903	-24.0%
POSTAGE	3,360	280	0	280	100.0%	1,960	1,789	171	8.7%	1,619	-10.5%
TRAVEL	16,500	1,900	371	1,529	80.5%	13,900	9,465	4,435	31.9%	9,258	-2.2%
DAMAGES	22,950	0	605	-605	0.0%	9,450	4,486	4,964	52.5%	3,139	-42.9%
OTHER INSURANCES	29,880	2,490	2,708	-218	-8.8%	17,430	15,095	2,335	13.4%	17,689	14.7%
MISCELLANEOUS	16,076	405	88	317	78.3%	4,495	4,146	349	7.8%	5,127	19.1%
BARGE SUBCONTRACTING	8,500	0	0	0	0.0%	3,000	8,550	-5,550	-185.0%	39,900	0.0%
PROFESSIONAL	95,125	7,055	6,238	817	11.6%	59,630	40,807	18,823	0.0%	52,634	22.5%
DUE & PUC	20,975	725	0	725	0.0%	5,175	9,412	-4,237	0.0%	8,214	-14.6%
UNIFORMS	28,915	3,450	105	3,345	97.0%	17,935	9,673	8,262	46.1%	1,140	-748.5%
TRAINING	9,750	2,625	0	2,625	100.0%	7,500	0	7,500	100.0%	1,799	0.0%
TOTAL	\$638,382	\$46,521	\$40,741	\$5,780	12.4%	\$343,789	\$297,782	\$46,008	13.4%	\$312,688	4.8%

**CBITD Expenses
Summary**

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EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$4,610	\$4,814	-\$204	-4.4%	\$39,970	\$38,542	\$1,428	3.6%	\$42,804	10.0%
JANITORIAL	\$72,540	\$5,890	\$8,317	-2,427	-41.2%	\$41,650	\$44,106	-2,456	-5.9%	\$46,297	4.7%
RENT	35,940	2,995	4,328	-1,333	-44.5%	20,965	19,305	1,660	7.9%	20,309	4.9%
MAINTENANCE	144,210	5,065	12,902	-7,837	-154.7%	76,490	96,221	-19,731	-25.8%	88,040	-9.3%
TOTAL	\$312,693	\$18,560	\$30,361	-\$11,801	-63.6%	\$179,075	\$198,174	-\$19,099	-10.7%	\$197,449	-0.4%
SALES											
ADVERTISING	\$172,565	\$9,863	\$6,747	\$3,116	31.6%	\$81,278	\$62,752	\$18,526	22.8%	\$76,774	18.3%
CATERING	146,555	1,250	0	1,250	100.0%	24,625	22,526	2,099	8.5%	19,945	-12.9%
TOTAL	\$319,120	\$11,113	\$6,747	\$4,366	39.3%	\$105,903	\$85,278	\$20,625	19.5%	\$96,719	11.8%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,186,238	\$543,759	\$598,080	-\$54,321	-10.0%	\$3,943,770	\$3,728,557	\$215,213	5.5%	\$3,572,081	-4.4%
TOTAL OP REVENUES	\$5,597,537	\$263,762	\$98,812	-\$164,950	-62.5%	\$1,428,622	\$1,386,756	-\$41,865	-2.9%	\$1,582,182	-12.4%
OP SURPLUS/LOSS	-\$1,588,701	-\$279,997	-\$499,268	-\$219,271	-78.3%	-\$2,515,148	-\$2,341,801	\$173,347	6.9%	-\$1,989,899	-17.7%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,145,214	\$57,971	\$4,854	-\$53,117	-91.6%	\$786,697	\$439,507	-\$347,190	-44.1%	\$608,983	-27.8%
FTA RURAL 5311	300,000	32,600	0	-32,600	0.0%	261,900	165,188	-96,712	-36.9%	245,068	-32.6%
STATE SUBSIDY	68,444	8,444	0	-8,444	0.0%	68,444	68,444	0	0.0%	68,444	0.0%
TOTAL	\$1,513,658	\$99,015	\$4,854	-\$94,161	-95.1%	\$1,117,041	\$673,139	-\$443,902	-39.7%	\$922,495	-27.0%
SURPLUS/LOSS	-\$75,043	-\$180,982	-\$494,414	-\$313,432	-173.2%	-\$1,398,107	-\$1,668,662	-\$270,555	-19.4%	-\$1,067,404	-56.3%