

	Budget FY21	Budget FY20	Budgets FY21 vs FY20	Budget FY20 vs FY21 % change	Actual FY20	BUD FY21 as comp. to ACT FY20
<b>Revenues</b>						
<b>Schedule Service</b>						
Passenger	\$885,222	\$2,529,205	-\$1,643,983	-65.0%	\$ 1,184,908	-33.9%
Vehicle	720,326	1,059,461	-339,135	-32.0%	\$ 801,299	-11.2%
Freight	509,396	848,994	-339,598	-40.0%	\$ 671,809	-31.9%
Mail	69,960	69,960	0	0.0%	\$ 67,166	4.0%
<b>Total</b>	<b>\$2,184,904</b>	<b>\$4,507,620</b>	<b>-\$2,322,716</b>	<b>-51.5%</b>	<b>\$ 2,725,182</b>	<b>-24.7%</b>
<b>Gr Sales</b>						
Group Cruises	\$239,740	\$599,351	-\$359,611	-60.0%	\$ 69,048	71.2%
Charters	0	224,500	-224,500	-100.0%	\$ 33,592	0.0%
Catering	0	168,550	-168,550	-100.0%	\$ 28,204	0.0%
Vending	8,000	8,000	0	0.0%	\$ 2,045	74.4%
Promotional	2,900	9,000	-6,100	-67.8%	\$ 4,246	-46.4%
Advertising	10,800	24,173	-13,373	-55.3%	\$ 12,591	-16.6%
<b>Total</b>	<b>\$261,440</b>	<b>\$1,033,574</b>	<b>-\$772,134</b>	<b>-74.7%</b>	<b>\$ 149,726</b>	<b>42.7%</b>
<b>Other</b>						
Misc	\$8,355	\$11,140	-\$2,785	-25.0%	\$ 6,483	22.4%
Interest	30,188	45,200	-\$15,013	-33.2%	\$ 28,776	4.7%
<b>Total</b>	<b>\$38,543</b>	<b>\$56,340</b>	<b>-\$17,798</b>	<b>-31.6%</b>	<b>\$ 35,259</b>	<b>8.5%</b>
<b>Total Revenues</b>	<b>\$2,484,887</b>	<b>\$5,597,534</b>	<b>-\$3,112,647</b>	<b>-55.6%</b>	<b>\$ 2,903,876</b>	<b>-16.9%</b>
<b>Expenses</b>						
<b>Personnel</b>						
Payroll	\$3,348,440	\$3,151,944	\$196,496	6.2%	\$ 2,830,872	15.5%
Taxes	261,980	246,924	15,056	6.1%	\$ 216,955	17.2%
Insurance	471,181	415,160	56,021	13.5%	\$ 322,421	31.6%
Emp Rel Exp	18,390	18,390	0	0.0%	\$ 15,295	16.8%
Pension	395,667	372,448	23,219	6.2%	\$ 341,680	13.6%
<b>Total</b>	<b>\$4,495,657</b>	<b>\$4,204,866</b>	<b>\$290,791</b>	<b>6.9%</b>	<b>\$ 3,727,223</b>	<b>17.1%</b>
<b>Vessels</b>						
Repairs	\$1,586,900	\$954,350	\$632,550	66.3%	\$ 1,032,883	34.9%
Fuel	594,566	680,026	-85,459	-12.6%	\$ 504,757	15.1%
Insurance	76,800	76,800	0	0.0%	\$ 63,874	16.8%
<b>Total</b>	<b>\$2,258,266</b>	<b>\$1,711,176</b>	<b>\$547,091</b>	<b>32.0%</b>	<b>\$ 1,601,514</b>	<b>29.1%</b>
<b>Operations</b>						
Telephone	\$22,440	\$22,440	\$0	0.0%	\$ 21,262	5.2%
Mail Agent	11,220	11,220	0	0.0%	\$ 10,293	8.3%
Office	180,989	241,582	-60,593	-25.1%	\$ 240,399	-32.8%
Credit Card	92,857	123,809	-30,952	-25.0%	\$ 85,966	7.4%
Postage	3,360	3,360	0	0.0%	\$ 2,960	11.9%
Travel	4,800	16,500	-11,700	-70.9%	\$ 10,328	-115.2%
Damages	22,950	22,950	0	0.0%	\$ 12,441	45.8%
Other Insurances	29,880	29,880	0	0.0%	\$ 25,927	13.2%
Misc	14,654	16,076	-1,422	-8.8%	\$ 8,883	39.4%
Barge subcontracting	158,500	8,500	150,000	1764.7%	\$ 13,400	91.5%
Professional	87,225	95,125	-7,900	-8.3%	\$ 60,214	31.0%
Dues	17,975	20,975	-3,000	-14.3%	\$ 12,534	30.3%
Uniforms	19,985	17,385	2,600	15.0%	\$ 12,347	38.2%
Boots	11,530	11,530	0	0.0%	\$ 4,112	64.3%
Training	9,750	9,750	0	0.0%	\$ -	100.0%
<b>Total</b>	<b>\$688,115</b>	<b>\$651,082</b>	<b>\$37,033</b>	<b>5.7%</b>	<b>\$ 521,066</b>	<b>24.3%</b>
<b>Terminal</b>						
Utilities	\$60,003	\$60,003	\$0	0.0%	\$ 50,458	15.9%
Janitorial	78,540	72,540	6,000	8.3%	\$ 75,200	4.3%
Rent	35,940	35,940	0	0.0%	\$ 31,287	12.9%
Maintenance	170,915	144,210	26,705	18.5%	\$ 172,372	-0.9%
<b>Total</b>	<b>\$345,398</b>	<b>\$312,693</b>	<b>\$32,705</b>	<b>10.5%</b>	<b>\$ 329,317</b>	<b>4.7%</b>
<b>Sales</b>						
Advertising	\$172,665	\$172,565	\$100	0.1%	\$ 89,733	48.0%
Concert Cruises	\$0	\$15,750	-\$15,750	-100.0%	\$ 3,406	0.0%
Catering	0	130,805	-130,805	-100.0%	\$ 22,526	0.0%
<b>Total</b>	<b>\$172,665</b>	<b>\$319,120</b>	<b>-\$146,455</b>	<b>-45.9%</b>	<b>\$ 112,259</b>	<b>35.0%</b>
<b>Debt Service</b>						
Interest	\$0	\$0	\$0	0.0%	\$ -	0.0%
<b>Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$ -</b>	<b>0.0%</b>
<b>Reserves</b>						
Provision for Deficit Reduction	0	0	\$0	0.0%	\$ -	0.0%
Provision for Fund Balance Deposit/Use	-\$72,391	-\$76,215	\$0	0.0%	\$ -	100.0%

	Budget FY21	Budget FY20	Budgets FY21 vs FY20	Budget FY20 vs FY21 % change	Actual FY20	BUD FY21 as comp. to
<b>Total</b>	-\$72,391	-\$76,215	\$0	0.0%	\$ -	100.0%
<b>Total Expenses</b>	<b>\$7,887,711</b>	<b>\$7,111,192</b>	<b>\$776,519</b>	<b>10.9%</b>	<b>\$ 6,291,561</b>	<b>20.2%</b>
<b>Total Op Revenues</b>	\$2,484,887	\$5,597,534	-\$3,112,647	-55.6%	\$ 2,903,876	-16.9%
<b>Oper Surplus/loss</b>	<b>-\$5,402,824</b>	<b>-\$1,513,659</b>	<b>-\$3,889,165</b>	<b>256.9%</b>	<b>\$ (3,387,685)</b>	<b>37.3%</b>
<b>Op Grant Revenues</b>						
FTA PM 5307 Incl Indirect Cost	\$1,711,872	\$1,145,215	\$566,657	49.5%	\$ 444,142	74.1%
FTA Rural 5311	800,000	300,000	\$500,000	166.7%	\$ 712,318	11.0%
FTA OP 5307 (CARES Act)	2,822,508	0	\$0	0.0%	\$ 68,444	0.0%
State Subsidy	68,444	68,444	\$0	0.0%	\$ -	100.0%
<b>Total</b>	<b>\$5,402,824</b>	<b>\$1,513,659</b>	<b>\$3,889,165</b>	<b>256.9%</b>	<b>\$ 1,224,904</b>	<b>77.3%</b>
<b>Surplus/loss</b>	<b>\$0</b>	<b>\$ 0</b>	<b>0</b>	<b>0</b>	<b>\$ (493,409)</b>	<b>0.0%</b>