



Casco Bay Lines  
P.O. Box 4656  
56 Commercial St.  
Portland, ME 04112

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March 27, 2020

**FY 2020 Financial Notes:**  
For the Month of February, 2020

**Synopsis:**

February Revenues were \$158K and compared favorably to budget by 19.5% and were 9.2% favorable to February, 2019. Expenses were also favorable to budget by 28.8% and were 7.1% below February of last year, primarily due to delay in Maquoit drydock. Operating results were 33.1% favorable to budget at -\$261K, and were also favorable to February of last year by 14.8%. **The result was a loss that was 2.6% better than expected at -\$206K, and 2.8% unfavorable to February of last year. On YTD basis, Revenue was 12.5% better than budget and 7.4% better than last YTD, and expenses were 8.2% better than budget and 7.0% higher than last YTD.**

**Some financial downturn is expected to begin in March, 2020, due to COVID-19 pandemic, decreased ridership and reduced schedules. CBITD staff are working diligently to find way of mitigating some of the impact to CBITD and island passengers. More information will be shared as it becomes available.**

**Revenue Assessment: Excellent**

*Current Month:*

February Operating Revenue of \$158K closed 19.5% above budgeted amounts and 9.2% above the same period last fiscal year.

- Scheduled passenger revenues of \$59K were 9.5% below budget and 2.3% below the same period last year.
- Vehicle revenues of \$43K were higher than expectations and closed 46.4% higher than budget and also 11.2% higher than the same period last year.
- Freight revenues were good at \$35K and closed 22.9% above budget and 0.7% above the same period last year.
- Group sales closed 299.2% above projections and 161.4% higher than the same month last year.

*Year to date (YTD):*

YTD Operating Revenue was \$1.137M and was 12.5% ahead of budget and 7.4% above the same period last fiscal year.

- Scheduled passenger revenues YTD were better than budget by 0.5%, and were up 4.9% as compared to last fiscal year.
- Vehicle revenues YTD of \$284K are better than budget by 22.6% and are 5.4% ahead of FY19 YTD.
- Freight revenues YTD of \$253K were 17.6% above budgeted numbers and were 3.1% ahead of last fiscal YTD.
- Group sales YTD of \$133K closed 46.3% ahead of budget and 40.1% ahead of the same period last year.

## **Expense Assessment: Excellent**

### *Current Month:*

February expenses of \$420K were 28.8% below budgeted amount and were 7.1% lower than February of last year.

- Personnel expenses were 3.9% under budget and 1.2% below last February.
  - Direct Offset was back to normal for January at -\$4.9K.
  - Employee insurances were well under budget for the month, despite sharp increases in 2020.
- Vessel maintenance ended 67.8% under budget and 9.1% below February of last year. Much of this variance can be attributed to Maquoit drydock delay, for which \$160K was budgeted in February.
  - Machigonne was near budget for February. The vessel required repair of an antifreeze leak as well as equipment rental to inspect fire damper system. February repairs totaled \$5.5K vs. a budget of \$7.3K.
  - Wabanaki for the month included various small repairs and expense was \$4.1K vs. a budget of \$4K.
  - Maquoit required some preparation for drydock and various small repairs. Maquoit maintenance totaled \$7.9K vs. budget of \$160K, all of budget was anticipated to be drydock related, but expense is anticipated for March.
  - Bay Mist and Aucocisco required little to no repairs during the month.
  - Fuel was over budget, but this line item is subject to timing variances. CBL has locked fuel pricing through approx. July, 2020 at \$2.38 per gallon. CBL has entered into a new lock from August, 2020 through September, 2021 at \$2.25 per gallon. Biodiesel is currently locked at \$2.25 per gallon. Some of the fuel activity is in response to additional gallons required for updated service schedule.
  - Diving expense was not recognized in February, due to a timing issue.
- Operations expense was 22.3% under budget and 21.7% below the same period last year.
  - Data processing was under budget due to a timing variance in billing for ticketing system support and maintenance. It's expected that this invoice will correct in March.
  - Credit card fees were slightly under budget for the month
  - Damages were zero for the month.
  - Ops Misc. included monthly pass stickers.
  - Accountants was impacted by a timing variance, as \$8K progress payment against FY2019 audit was recognized.
- Terminal expense was 6.4% under budget and 21.7% below February of last year.
  - Terminal Misc. included various small repairs and supply orders.
- Sales expense was under budget and closed 35.4% over projections and 49.4% higher than the same period last year.
  - Marketing included marketing consulting and related services for the month.
  - Sailing Schedules included an order of winter schedules, while Concert Cruises included food for Inter Island Cruise.

### *Year to date (YTD):*

YTD Expenses were 8.2% under budget and were 7.2% higher than last YTD, with delay in Maquoit drydock being a major factor.

- Personnel expenses YTD were 1.6% favorable to budget and 3.6% above last YTD.
  - Employee insurance, medical coverage experienced sharp increases of 26.0% from calendar 2019 to calendar 2020, due to state legislation changes for groups CBITD's size.
- Vessel maintenance is 20.2% under budget and 16.6% higher than last fiscal YTD.
  - Wabanaki drydock expense was recognized in December and final cost was \$175K against \$150K budgeted.
  - Maquoit is scheduled for drydock starting in March, and may not be recognized until April, though it was budgeted to split between February and March.
- Operations expense was 17.5% better than budget and 2.5% above last YTD.
- Terminal expense was 4.5% unfavorable to budget and 2.7% below last YTD.
- Sales expense YTD was 16.5% below budget and 17.0% above last YTD.

**Operating Surplus/Loss:            Very Good**

*Current Month:*

Operating result of -\$261K was 33.1% better than budget and 14.8% better than the same period last year.

*Year to date (YTD):*

YTD operating result of \$-1.425M was 19.9% better than budget and 6.8% unfavorable to last YTD where the result was \$-1.335M.

**Grant Revenues: Good**

*Current Month:*

Grant revenue of \$54K was 77.8% below budget and 37.0% below the same period last year. Almost all of the monthly variation is a result of the delayed Maquoit drydock, as expenses are offset by grant revenue in the same month they are incurred. It is anticipated that grant revenue will catch up to budget by April, 2020.

*Year to date (YTD):*

Grant revenue YTD of \$668K is 12.6% under budget, and 22.8% above last YTD.

**Surplus/Loss:            Excellent**

*Current Month:*

Final result of \$-206K was better than projections by a margin of 2.6% and were 2.8% lower than February of last year, where the result was a surplus of \$-201K.

*Year to date (YTD):*

Our current YTD result is -\$757K, which is 25.4% better than budget and 4.3% favorable to last YTD, where the result was -\$791K.

**Line of Credit Balance: \$0**

**CBITD Revenues and Expenses  
Overview**

	FY2020 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
<b>REVENUES</b>											
SCH SERVICE	\$4,507,620	\$124,058	\$138,071	\$14,013	11.3%	\$894,341	\$976,232	\$81,891	9.2%	\$937,797	4.1%
GR SALES	\$1,033,577	\$4,096	\$16,353	\$12,257	299.2%	\$91,509	\$133,886	\$42,377	46.3%	\$95,538	40.1%
MISC	\$56,340	\$4,850	\$4,546	-\$304	-6.3%	\$25,290	\$27,614	\$2,324	9.2%	\$25,983	6.3%
<b>TOTAL REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,970</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,592</b>	<b>12.5%</b>	<b>\$1,059,318</b>	<b>7.4%</b>
<b>EXPENSES</b>											
PERSONNEL	\$4,204,868	\$289,816	\$278,458	\$11,358	3.9%	\$1,563,384	\$1,538,201	\$25,183	1.6%	\$1,484,773	-3.6%
VESSELS	\$1,711,175	\$223,133	\$71,870	\$151,263	67.8%	\$749,730	\$598,438	\$151,292	20.2%	\$513,065	-16.6%
OPERATIONS	\$638,382	\$41,351	\$32,114	\$9,237	22.3%	\$261,455	\$217,165	\$44,290	16.9%	\$195,441	-11.1%
TERMINAL	\$312,693	\$26,908	\$25,194	\$1,714	6.4%	\$134,963	\$141,576	-\$6,613	-4.9%	\$143,302	1.2%
SALES	\$319,120	\$9,250	\$12,523	-\$3,273	-35.4%	\$81,625	\$68,138	\$13,487	16.5%	\$58,243	-17.0%
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>\$7,186,238</b>	<b>\$590,458</b>	<b>\$420,159</b>	<b>\$170,299</b>	<b>28.8%</b>	<b>\$2,791,157</b>	<b>\$2,563,518</b>	<b>\$227,639</b>	<b>8.2%</b>	<b>\$2,394,824</b>	<b>-7.0%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$457,454</b>	<b>-\$261,188</b>	<b>\$196,266</b>	<b>42.9%</b>	<b>-\$1,780,017</b>	<b>-\$1,425,786</b>	<b>\$354,231</b>	<b>19.9%</b>	<b>-\$1,335,507</b>	<b>-6.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,145,214	\$188,037	\$27,875	-\$160,162	-85.2%	\$530,784	\$434,653	-\$96,131	-18.1%	\$283,696	53.2%
FTA RURAL REVENUE	\$300,000	\$42,200	\$26,531	-\$15,669	-37.1%	\$189,100	\$165,188	-\$23,912	-12.6%	\$192,229	-14.1%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$15,000	\$0	-\$15,000	0.0%	\$45,000	\$68,444	\$23,444	0.0%	\$68,444	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,513,658</b>	<b>\$245,237</b>	<b>\$54,406</b>	<b>-\$190,831</b>	<b>-77.8%</b>	<b>\$764,884</b>	<b>\$668,285</b>	<b>-\$96,599</b>	<b>-12.6%</b>	<b>\$544,369</b>	<b>22.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$212,217</b>	<b>-\$206,782</b>	<b>\$5,435</b>	<b>2.6%</b>	<b>-\$1,015,133</b>	<b>-\$757,500</b>	<b>\$257,633</b>	<b>25.4%</b>	<b>-\$791,138</b>	<b>4.3%</b>

**CBITD Revenues  
Summary**

	FY2020 BUDGET	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,529,205	\$65,794	\$59,538	-\$6,256	-9.5%	\$447,334	\$439,069	-\$8,265	-1.8%	\$422,714	3.9%
VEHICLE	1,059,460	29,377	43,018	\$13,641	46.4%	231,777	284,101	\$52,324	22.6%	269,662	5.4%
FREIGHT	848,995	23,057	29,667	\$6,610	28.7%	186,080	222,477	\$36,397	19.6%	214,140	3.9%
MAIL	69,960	5,830	5,850	\$20	0.3%	29,150	30,586	\$1,436	4.9%	31,279	-2.2%
<b>TOTAL</b>	<b>\$4,507,620</b>	<b>\$124,058</b>	<b>\$138,071</b>	<b>\$14,013</b>	<b>11.3%</b>	<b>\$894,341</b>	<b>\$976,232</b>	<b>\$81,891</b>	<b>9.2%</b>	<b>\$937,797</b>	<b>4.1%</b>
<b>GR SALES</b>											
TOURS	\$599,351	\$1,328	\$3,712	\$2,384	179.5%	\$53,378	\$65,466	\$12,088	22.6%	\$57,798	13.3%
CHARTERS	224,500	0	3,650	3,650	0.0%	20,000	33,092	13,092	65.5%	12,205	171.1%
CATERING	168,550	0	8,644	8,644	0.0%	3,500	28,204	24,704	705.8%	17,958	57.1%
VENDING	8,000	500	203	-297	-59.4%	2,750	1,698	-1,052	-38.3%	2,182	-22.2%
PROMOTIONAL	9,000	0	145	145	0.0%	3,250	1,150	-2,100	-64.6%	1,185	0.0%
ADVERTISING	24,176	2,268	0	-2,268	-100.0%	8,631	4,275	-4,356	-50.5%	4,210	1.5%
<b>TOTAL</b>	<b>\$1,033,577</b>	<b>\$4,096</b>	<b>\$16,353</b>	<b>\$12,257</b>	<b>299.2%</b>	<b>\$91,509</b>	<b>\$133,886</b>	<b>\$42,377</b>	<b>46.3%</b>	<b>\$95,538</b>	<b>40.1%</b>
<b>OTHER INCOME</b>											
MISC	11,140	950	1,059	\$109	11.5%	4,990	7,167	\$2,177	43.6%	5,865	22.2%
INTEREST	45,200	3,900	3,487	-413	-10.6%	20,300	20,446	146	0.7%	20,118	1.6%
<b>TOTAL</b>	<b>\$56,340</b>	<b>\$4,850</b>	<b>\$4,546</b>	<b>-\$304</b>	<b>-6.3%</b>	<b>\$25,290</b>	<b>\$27,614</b>	<b>\$2,323</b>	<b>9.2%</b>	<b>\$25,983</b>	<b>6.3%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,971</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,591</b>	<b>12.5%</b>	<b>\$1,059,317</b>	<b>7.4%</b>

**CBITD Expenses  
Summary**

	FY2020	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>PERSONNEL</b>											
PAYROLL	\$3,151,946	\$205,055	\$201,896	\$3,159	1.5%	\$1,150,035	\$1,156,432	-\$6,397	-0.6%	\$1,105,053	-4.6%
TAXES	246,924	16,115	15,350	765	4.7%	90,331	87,661	2,670	3.0%	85,550	-2.5%
EMPLOYEE INSURANCE	415,160	36,384	29,075	7,309	20.1%	160,473	131,601	28,872	18.0%	127,782	-3.0%
EMPLOYEE RELATED EXP	18,390	1,225	1,100	125	10.2%	7,360	6,869	491	6.7%	8,937	23.1%
PENSION	372,448	31,037	31,037	0	0.0%	155,185	155,638	-453	-0.3%	157,450	1.2%
<b>TOTAL</b>	<b>\$4,204,868</b>	<b>\$289,816</b>	<b>\$278,458</b>	<b>\$11,358</b>	<b>3.9%</b>	<b>\$1,563,384</b>	<b>\$1,538,201</b>	<b>\$25,183</b>	<b>1.6%</b>	<b>\$1,484,773</b>	<b>-3.6%</b>
<b>VESSELS</b>											
REPAIRS	\$954,350	\$179,150	\$19,423	\$159,727	89.2%	\$451,400	\$314,467	\$136,933	30.3%	\$198,524	-58.4%
FUEL	680,025	37,583	46,640	-9,057	-24.1%	266,330	254,937	11,393	4.3%	285,507	10.7%
INSURANCE	76,800	6,400	5,807	593	9.3%	32,000	29,034	2,966	9.3%	29,034	0.0%
<b>TOTAL</b>	<b>\$1,711,175</b>	<b>\$223,133</b>	<b>\$71,870</b>	<b>\$151,263</b>	<b>67.8%</b>	<b>\$749,730</b>	<b>\$598,438</b>	<b>\$151,292</b>	<b>20.2%</b>	<b>\$513,065</b>	<b>-16.6%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$22,440	\$1,870	\$1,948	-\$78	-4.2%	\$9,350	\$9,582	-\$232	-2.5%	\$7,812	-22.7%
MAIL AGENT	11,220	935	935	0	0.0%	4,675	4,675	0	0.0%	4,675	0.0%
OFFICE	228,882	14,861	8,659	6,202	41.7%	102,100	74,805	27,295	26.7%	77,411	3.4%
CREDIT CARD	123,809	4,655	4,504	151	3.2%	38,290	44,937	-6,647	-17.4%	35,155	-27.8%
POSTAGE	3,360	280	356	-76	-27.1%	1,400	1,589	-189	-13.5%	1,272	-24.9%
TRAVEL	16,500	4,000	1,688	2,312	57.8%	10,400	9,080	1,320	12.7%	5,665	-60.3%
DAMAGES	22,950	0	0	0	0.0%	9,450	3,881	5,569	58.9%	2,190	-77.2%
OTHER INSURANCES	29,880	2,490	2,065	425	17.1%	12,450	10,323	2,127	17.1%	13,000	20.6%
MISCELLANEOUS	16,076	500	1,086	-586	-117.2%	3,390	3,662	-272	-8.0%	3,242	-13.0%
BARGE SUBCONTRACTING	8,500	0	0	0	0.0%	1,000	5,850	-4,850	-485.0%	300	0.0%
PROFESSIONAL	95,125	7,855	10,581	-2,726	-34.7%	46,720	30,635	16,085	0.0%	34,178	10.4%
DUE & PUC	20,975	0	0	0	0.0%	4,450	9,082	-4,632	0.0%	7,742	-17.3%
UNIFORMS	28,915	1,280	293	987	77.1%	13,355	9,063	4,292	32.1%	1,000	-806.3%
TRAINING	9,750	2,625	0	2,625	100.0%	4,425	0	4,425	100.0%	1,799	0.0%
<b>TOTAL</b>	<b>\$638,382</b>	<b>\$41,351</b>	<b>\$32,114</b>	<b>\$9,236</b>	<b>22.3%</b>	<b>\$261,455</b>	<b>\$217,165</b>	<b>\$44,291</b>	<b>16.9%</b>	<b>\$195,441</b>	<b>-11.1%</b>

**CBITD Expenses  
Summary**

FY2020	FEBRUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19	
	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD		
<b>EXPENSES</b>											
<b>TERMINAL</b>											
UTILITIES	\$60,003	\$7,008	\$6,388	\$620	8.8%	\$28,268	\$28,362	-\$94	-0.3%	\$30,960	8.4%
JANITORIAL	\$72,540	\$5,890	\$5,629	261	4.4%	\$29,810	\$29,507	303	1.0%	\$32,217	8.4%
RENT	35,940	2,995	2,995	0	0.0%	14,975	13,315	1,660	11.1%	14,319	7.0%
MAINTENANCE	144,210	11,015	10,182	833	7.6%	61,910	70,391	-8,481	-13.7%	65,806	-7.0%
<b>TOTAL</b>	<b>\$312,693</b>	<b>\$26,908</b>	<b>\$25,194</b>	<b>\$1,714</b>	<b>6.4%</b>	<b>\$134,963</b>	<b>\$141,576</b>	<b>-\$6,613</b>	<b>-4.9%</b>	<b>\$143,302</b>	<b>1.2%</b>
<b>SALES</b>											
ADVERTISING	\$172,565	\$9,250	\$9,077	\$173	1.9%	\$58,400	\$45,826	\$12,574	21.5%	\$42,665	-7.4%
CATERING	146,555	0	3,446	-3,446	#DIV/0!	23,225	22,312	913	3.9%	15,578	-43.2%
<b>TOTAL</b>	<b>\$319,120</b>	<b>\$9,250</b>	<b>\$12,523</b>	<b>-\$3,273</b>	<b>-35.4%</b>	<b>\$81,625</b>	<b>\$68,138</b>	<b>\$13,487</b>	<b>16.5%</b>	<b>\$58,243</b>	<b>-17.0%</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>\$7,186,238</b>	<b>\$590,458</b>	<b>\$420,159</b>	<b>\$170,299</b>	<b>28.8%</b>	<b>\$2,791,157</b>	<b>\$2,563,518</b>	<b>\$227,639</b>	<b>8.2%</b>	<b>\$2,394,824</b>	<b>-7.0%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$133,004</b>	<b>\$158,971</b>	<b>\$25,966</b>	<b>19.5%</b>	<b>\$1,011,140</b>	<b>\$1,137,732</b>	<b>\$126,591</b>	<b>12.5%</b>	<b>\$1,059,317</b>	<b>7.4%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$457,454</b>	<b>-\$261,188</b>	<b>\$196,265</b>	<b>42.9%</b>	<b>-\$1,780,017</b>	<b>-\$1,425,786</b>	<b>\$354,231</b>	<b>19.9%</b>	<b>-\$1,335,507</b>	<b>-6.8%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,145,214	\$188,037	\$27,875	-\$160,162	-85.2%	\$530,784	\$434,653	-\$96,131	-18.1%	\$283,696	53.2%
FTA RURAL 5311	300,000	42,200	26,531	-15,669	0.0%	189,100	165,188	-23,912	-12.6%	192,229	-14.1%
STATE SUBSIDY	68,444	15,000	0	-15,000	0.0%	45,000	68,444	23,444	0.0%	68,444	0.0%
<b>TOTAL</b>	<b>\$1,513,658</b>	<b>\$245,237</b>	<b>\$54,406</b>	<b>-\$190,831</b>	<b>-77.8%</b>	<b>\$764,884</b>	<b>\$668,285</b>	<b>-\$96,599</b>	<b>-12.6%</b>	<b>\$544,369</b>	<b>22.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$212,217</b>	<b>-\$206,782</b>	<b>\$5,434</b>	<b>2.6%</b>	<b>-\$1,015,133</b>	<b>-\$757,500</b>	<b>\$257,632</b>	<b>25.4%</b>	<b>-\$791,138</b>	<b>4.3%</b>