

**CBITD Revenues and Expenses
Overview**

	FY2020 BUDGET	JANUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
REVENUES											
SCH SERVICE	\$4,507,620	\$127,086	\$151,542	\$24,456	19.2%	\$770,283	\$838,161	\$67,878	8.8%	\$802,907	4.4%
GR SALES	\$1,033,577	\$5,446	\$12,963	\$7,517	138.0%	\$87,413	\$117,533	\$30,120	34.5%	\$89,282	31.6%
MISC	\$56,340	\$5,050	\$4,156	-\$894	-17.7%	\$20,440	\$23,067	\$2,627	12.9%	\$21,522	7.2%
TOTAL REVENUES	\$5,597,537	\$137,582	\$168,661	\$31,079	22.6%	\$878,136	\$978,761	\$100,625	11.5%	\$913,711	7.1%
EXPENSES											
PERSONNEL	\$4,204,868	\$343,140	\$279,697	\$63,443	18.5%	\$1,273,568	\$1,259,743	\$13,825	1.1%	\$1,202,889	-4.7%
VESSELS	\$1,711,175	\$160,062	\$100,590	\$59,472	37.2%	\$526,597	\$526,568	\$29	0.0%	\$424,251	-24.1%
OPERATIONS	\$638,382	\$54,506	\$35,289	\$19,217	35.3%	\$220,104	\$185,621	\$34,483	15.7%	\$168,418	-10.2%
TERMINAL	\$312,693	\$32,268	\$30,735	\$1,533	4.8%	\$108,055	\$115,811	-\$7,756	-7.2%	\$111,146	-4.2%
SALES	\$319,120	\$18,900	\$7,955	\$10,945	57.9%	\$72,375	\$55,615	\$16,760	23.2%	\$49,859	-11.5%
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	\$608,876	\$454,266	\$154,610	25.4%	\$2,200,699	\$2,143,358	\$57,341	2.6%	\$1,956,564	-9.5%
OPERATING SURPLUS/LOSS	-\$1,588,701	-\$471,294	-\$285,605	\$185,689	39.4%	-\$1,322,563	-\$1,164,598	\$157,965	11.9%	-\$1,042,853	-11.7%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,145,214	\$111,494	\$46,224	-\$65,270	-58.5%	\$342,747	\$406,778	\$64,031	18.7%	\$233,562	74.2%
FTA RURAL REVENUE	\$300,000	\$40,100	\$24,465	-\$15,635	-39.0%	\$146,900	\$138,657	-\$8,243	-5.6%	\$156,040	-11.1%
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%	\$30,000	\$68,444	\$38,444	0.0%	\$68,444	0.0%
TOTAL OP GRANT RESERVES	\$1,513,658	\$166,594	\$70,689	-\$95,905	-57.6%	\$519,647	\$613,879	\$94,232	18.1%	\$458,046	34.0%
SURPLUS/LOSS	-\$75,043	-\$304,700	-\$214,916	\$89,784	29.5%	-\$802,916	-\$550,718	\$252,198	31.4%	-\$584,807	5.8%

**CBITD Revenues
Summary**

	FY2020 BUDGET	JANUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$68,318	\$64,551	-\$3,767	-5.5%	\$381,540	\$379,531	-\$2,009	-0.5%	\$361,776	4.9%
VEHICLE	1,059,460	30,347	44,933	\$14,586	48.1%	202,400	241,083	\$38,683	19.1%	230,989	4.4%
FREIGHT	848,995	22,591	35,813	\$13,222	58.5%	163,023	192,810	\$29,787	18.3%	184,542	4.5%
MAIL	69,960	5,830	6,244	\$414	7.1%	23,320	24,736	\$1,416	6.1%	25,599	-3.4%
TOTAL	\$4,507,620	\$127,086	\$151,542	\$24,456	19.2%	\$770,283	\$838,161	\$67,878	8.8%	\$802,907	4.4%
GR SALES											
TOURS	\$599,351	\$1,328	\$2,594	\$1,266	95.3%	\$52,050	\$61,754	\$9,704	18.6%	\$55,292	11.7%
CHARTERS	224,500	0	3,380	3,380	0.0%	20,000	29,442	9,442	47.2%	11,505	155.9%
CATERING	168,550	0	2,066	2,066	0.0%	3,500	19,561	16,061	458.9%	15,458	26.5%
VENDING	8,000	500	427	-73	-14.6%	2,250	1,495	-755	-33.6%	1,827	-18.2%
PROMOTIONAL	9,000	1,350	221	-1,129	0.0%	3,250	1,005	-2,245	-69.1%	979	0.0%
ADVERTISING	24,176	2,268	4,275	2,007	88.5%	6,363	4,275	-2,088	-32.8%	4,221	1.3%
TOTAL	\$1,033,577	\$5,446	\$12,963	\$7,517	138.0%	\$87,413	\$117,533	\$30,120	34.5%	\$89,282	31.6%
OTHER INCOME											
MISC	11,140	1,000	485	-\$515	-51.5%	4,040	6,108	\$2,068	51.2%	5,477	11.5%
INTEREST	45,200	4,050	3,671	-379	-9.4%	16,400	16,959	559	3.4%	16,045	5.7%
TOTAL	\$56,340	\$5,050	\$4,156	-\$894	-17.7%	\$20,440	\$23,067	\$2,627	12.9%	\$21,522	7.2%
TOTAL OP REVENUES	\$5,597,537	\$137,582	\$168,661	\$31,079	22.6%	\$878,136	\$978,761	\$100,625	11.5%	\$913,711	7.1%

**CBITD Expenses
Summary**

	FY2020	JANUARY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$3,151,946	\$254,490	\$201,657	\$52,833	20.8%	\$944,980	\$954,537	-\$9,557	-1.0%	\$898,765	-6.2%
TAXES	246,924	20,004	15,585	4,419	22.1%	74,216	72,311	1,905	2.6%	69,730	-3.7%
EMPLOYEE INSURANCE	415,160	36,384	30,197	6,187	17.0%	124,089	102,526	21,563	17.4%	100,869	-1.6%
EMPLOYEE RELATED EXP	18,390	1,225	1,220	5	0.4%	6,135	5,769	366	6.0%	7,565	23.7%
PENSION	372,448	31,037	31,037	0	0.0%	124,148	124,601	-453	-0.4%	125,960	1.1%
TOTAL	\$4,204,868	\$343,140	\$279,697	\$63,443	18.5%	\$1,273,568	\$1,259,743	\$13,825	1.1%	\$1,202,889	-4.7%
VESSELS											
REPAIRS	\$954,350	\$92,450	\$49,772	\$42,678	46.2%	\$272,250	\$295,044	-\$22,794	-8.4%	\$164,004	-79.9%
FUEL	680,025	61,212	45,012	16,200	26.5%	228,747	208,297	20,450	8.9%	237,020	12.1%
INSURANCE	76,800	6,400	5,807	593	9.3%	25,600	23,227	2,373	9.3%	23,227	0.0%
TOTAL	\$1,711,175	\$160,062	\$100,590	\$59,472	37.2%	\$526,597	\$526,568	\$29	0.0%	\$424,251	-24.1%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,948	-\$78	-4.2%	\$7,480	\$7,634	-\$154	-2.1%	\$6,085	-25.5%
MAIL AGENT	11,220	935	935	0	0.0%	3,740	3,740	0	0.0%	3,740	0.0%
OFFICE	228,882	20,786	14,481	6,305	30.3%	87,239	66,837	20,402	23.4%	67,110	0.4%
CREDIT CARD	123,809	4,655	5,196	-541	-11.6%	33,635	40,433	-6,798	-20.2%	31,546	-28.2%
POSTAGE	3,360	280	373	-93	-33.2%	1,120	1,233	-113	-10.1%	1,008	-22.3%
TRAVEL	16,500	400	1,981	-1,581	-395.3%	6,400	7,393	-993	-15.5%	5,085	-45.4%
DAMAGES	22,950	0	843	-843	0.0%	9,450	3,881	5,569	58.9%	1,304	-197.6%
OTHER INSURANCES	29,880	2,490	2,065	425	17.1%	9,960	8,259	1,701	17.1%	10,400	20.6%
MISCELLANEOUS	16,076	700	554	146	20.9%	2,890	2,576	314	10.9%	2,413	-6.8%
BARGE SUBCONTRACTING	8,500	0	0	0	0.0%	1,000	5,850	-4,850	-485.0%	300	0.0%
PROFESSIONAL	95,125	20,500	6,134	14,366	70.1%	38,865	20,054	18,811	0.0%	29,141	31.2%
DUE & PUC	20,975	175	350	-175	0.0%	4,450	9,082	-4,632	0.0%	7,646	-18.8%
UNIFORMS	28,915	1,265	430	835	66.0%	12,075	8,650	3,425	28.4%	860	-905.8%
TRAINING	9,750	450	0	450	100.0%	1,800	0	1,800	100.0%	1,780	0.0%
TOTAL	\$638,382	\$54,506	\$35,289	\$19,216	35.3%	\$220,104	\$185,621	\$34,482	15.7%	\$168,418	-10.2%

**CBITD Expenses
Summary**

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		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$6,608	\$6,587	\$21	0.3%	\$21,260	\$21,974	-\$714	-3.4%	\$23,012	4.5%
JANITORIAL	\$72,540	\$5,950	\$5,756	194	3.3%	\$23,920	\$23,879	41	0.2%	\$25,823	7.5%
RENT	35,940	2,995	2,995	0	0.0%	11,980	10,320	1,660	13.9%	11,323	8.9%
MAINTENANCE	144,210	16,715	15,397	1,318	7.9%	50,895	59,638	-8,743	-17.2%	50,987	-17.0%
TOTAL	\$312,693	\$32,268	\$30,735	\$1,533	4.8%	\$108,055	\$115,811	-\$7,756	-7.2%	\$111,146	-4.2%
SALES											
ADVERTISING	\$172,565	\$16,400	\$7,753	\$8,647	52.7%	\$49,150	\$36,749	\$12,401	25.2%	\$35,031	-4.9%
CATERING	146,555	2,500	202	2,298	91.9%	23,225	18,866	4,359	18.8%	14,828	-27.2%
TOTAL	\$319,120	\$18,900	\$7,955	\$10,945	57.9%	\$72,375	\$55,615	\$16,760	23.2%	\$49,859	-11.5%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,186,238	\$608,876	\$454,266	\$154,610	25.4%	\$2,200,699	\$2,143,358	\$57,341	2.6%	\$1,956,564	-9.5%
TOTAL OP REVENUES	\$5,597,537	\$137,582	\$168,661	\$31,079	22.6%	\$878,136	\$978,761	\$100,625	11.5%	\$913,711	7.1%
OP SURPLUS/LOSS	-\$1,588,701	-\$471,294	-\$285,605	\$185,689	39.4%	-\$1,322,563	-\$1,164,598	\$157,965	11.9%	-\$1,042,853	-11.7%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,145,214	\$111,494	\$46,224	-\$65,270	-58.5%	\$342,747	\$406,778	\$64,031	18.7%	\$233,562	74.2%
FTA RURAL 5311	300,000	40,100	24,465	-15,635	0.0%	146,900	138,657	-8,243	-5.6%	156,040	-11.1%
STATE SUBSIDY	68,444	15,000	0	-15,000	0.0%	30,000	68,444	38,444	0.0%	68,444	0.0%
TOTAL	\$1,513,658	\$166,594	\$70,689	-\$95,905	-57.6%	\$519,647	\$613,879	\$94,232	18.1%	\$458,046	34.0%
SURPLUS/LOSS	-\$75,043	-\$304,700	-\$214,916	\$89,784	29.5%	-\$802,916	-\$550,718	\$252,197	31.4%	-\$584,807	5.8%