

**CBITD Revenues and Expenses  
Summary**

|                                | FY2020<br>BUDGET    | JULY                |                     |                     |               | 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         | \$ 943,056          | \$ 530,678          | \$ (412,378)        | -43.7%        | \$ 3,144,878          | \$ 2,155,256          | \$ (989,622)          | -31.5%        | \$ 3,384,427          | -36.3%         |
| GR SALES                       | \$1,033,577         | \$ 242,267          | \$ 897              | \$ (241,370)        | -99.6%        | \$ 577,617            | \$ 142,481            | \$ (435,136)          | -75.3%        | \$ 680,533            | -79.1%         |
| MISC                           | \$56,340            | \$ 4,215            | \$ 132              | \$ (4,083)          | -96.9%        | \$ 46,900             | \$ 34,702             | \$ (12,198)           | -26.0%        | \$ 46,001             | -24.6%         |
| <b>TOTAL REVENUES</b>          | <b>\$5,597,537</b>  | <b>\$ 1,189,538</b> | <b>\$ 531,707</b>   | <b>\$ (657,831)</b> | <b>-55.3%</b> | <b>\$ 3,769,395</b>   | <b>\$ 2,332,439</b>   | <b>\$ (1,436,956)</b> | <b>-38.1%</b> | <b>\$ 4,110,961</b>   | <b>-43.3%</b>  |
| <b>EXPENSES</b>                |                     |                     |                     |                     |               |                       |                       |                       |               |                       |                |
| PERSONNEL                      | \$4,204,868         | \$ 510,263          | \$ 536,215          | \$ (25,952)         | -5.1%         | \$ 3,406,935          | \$ 3,314,872          | \$ 92,063             | 2.7%          | \$ 3,199,470          | -3.6%          |
| VESSELS                        | \$1,711,175         | \$ 149,300          | \$ 238,460          | \$ (89,160)         | -59.7%        | \$ 1,472,318          | \$ 1,502,747          | \$ (30,429)           | -2.1%         | \$ 1,861,158          | 19.3%          |
| OPERATIONS                     | \$638,382           | \$ 56,720           | \$ 52,006           | \$ 4,714            | 8.3%          | \$ 512,544            | \$ 463,160            | \$ 49,384             | 9.6%          | \$ 508,386            | 8.9%           |
| TERMINAL                       | \$312,693           | \$ 27,834           | \$ 26,809           | \$ 1,025            | 3.7%          | \$ 259,215            | \$ 298,044            | \$ (38,829)           | -15.0%        | \$ 284,626            | -4.7%          |
| SALES                          | \$319,120           | \$ 53,865           | \$ 6,896            | \$ 46,969           | 87.2%         | \$ 227,278            | \$ 107,122            | \$ 120,156            | 52.9%         | \$ 205,473            | 47.9%          |
| DEBT SERVICE                   | \$0                 | \$ -                | \$ -                | \$ -                | 0.0%          | \$ -                  | \$ -                  | \$ -                  | 0.0%          | \$ -                  | 0.0%           |
| PROVISION FOR DEF RED          | \$0                 | \$ -                | \$ -                | \$ -                | 0.0%          | \$ -                  | \$ -                  | \$ -                  | 0.0%          | \$ -                  | 0.0%           |
| <b>TOTAL EXPENSES</b>          | <b>\$7,186,238</b>  | <b>\$ 797,982</b>   | <b>\$ 860,386</b>   | <b>\$ (62,404)</b>  | <b>-7.8%</b>  | <b>\$ 5,878,290</b>   | <b>\$ 5,685,946</b>   | <b>\$ 192,345</b>     | <b>3.3%</b>   | <b>\$ 6,059,113</b>   | <b>6.2%</b>    |
| <b>OPERATING SURPLUS/LOSS</b>  | <b>-\$1,588,701</b> | <b>\$ 391,556</b>   | <b>\$ (328,679)</b> | <b>\$ (720,235)</b> | <b>183.9%</b> | <b>\$ (2,108,895)</b> | <b>\$ (3,353,507)</b> | <b>\$ (1,244,612)</b> | <b>59.0%</b>  | <b>\$ (1,948,152)</b> | <b>-72.1%</b>  |
| <b>OP GRANT REVENUES</b>       |                     |                     |                     |                     |               |                       |                       |                       |               |                       |                |
| FTA PM REVENUE                 | \$1,145,214         | \$ 79,377           | \$ -                | \$ (79,377)         | -100.0%       | \$ 1,007,423          | \$ 441,115            | \$ (566,308)          | -56.2%        | \$ 1,326,166          | -66.7%         |
| FTA RURAL REVENUE              | \$300,000           | \$ -                | \$ 82,498           | \$ 82,498           | #DIV/0!       | \$ 300,000            | \$ 704,507            | \$ 404,507            | 134.8%        | \$ 314,281            | 124.2%         |
| FTA OPERATING REVENUE          | \$0                 | \$ -                | \$ 246,181          | \$ 246,181          | 0.0%          | \$ -                  | \$ 1,646,064          | \$ 1,646,064          | 0.0%          | \$ -                  | 0.0%           |
| STATE SUBSIDY REVENUE          | \$68,444            | \$ -                | \$ -                | \$ -                | 0.0%          | \$ 68,444             | \$ 68,444             | \$ -                  | 0.0%          | \$ 68,444             | 0.0%           |
| <b>TOTAL OP GRANT RESERVES</b> | <b>\$1,513,658</b>  | <b>\$ 79,377</b>    | <b>\$ 328,679</b>   | <b>\$ 249,302</b>   | <b>314.1%</b> | <b>\$ 1,375,867</b>   | <b>\$ 2,860,130</b>   | <b>\$ 1,484,263</b>   | <b>107.9%</b> | <b>\$ 1,708,891</b>   | <b>67.4%</b>   |
| <b>SURPLUS/LOSS</b>            | <b>-\$75,043</b>    | <b>\$ 470,933</b>   | <b>\$ -</b>         | <b>\$ (470,933)</b> | <b>100.0%</b> | <b>\$ (733,028)</b>   | <b>\$ (493,376)</b>   | <b>\$ 239,652</b>     | <b>32.7%</b>  | <b>\$ (239,261)</b>   | <b>-106.2%</b> |

**CBITD Revenues and Expenses  
Overview**

|                          | FY2020<br>BUDGET    | JULY                |                   |                     |               | FISCAL YEAR TO DATE |                     |                       |               | PREVIOUS            | FY20 vs FY19  |
|--------------------------|---------------------|---------------------|-------------------|---------------------|---------------|---------------------|---------------------|-----------------------|---------------|---------------------|---------------|
|                          |                     | PROJECTED           | ACTUAL            | VARIANCE            | VARIANCE %    | PROJECTED           | ACTUAL              | VARIANCE              | VARIANCE %    | YTD                 |               |
| <b>REVENUES</b>          |                     |                     |                   |                     |               |                     |                     |                       |               |                     |               |
| PASSENGER                | \$ 2,529,205        | \$ 573,435          | \$ 239,536        | \$ (333,899)        | -58.2%        | \$ 1,718,683        | \$ 871,956          | \$ (846,727)          | -49.3%        | \$ 1,821,147        | -52.1%        |
| VEHICLE                  | \$ 1,059,460        | \$ 211,695          | \$ 171,566        | \$ (40,129)         | -19.0%        | \$ 742,948          | \$ 675,285          | \$ (67,663)           | -9.1%         | \$ 791,932          | -14.7%        |
| FREIGHT                  | \$ 848,995          | \$ 152,096          | \$ 113,440        | \$ (38,656)         | -25.4%        | \$ 624,947          | \$ 546,991          | \$ (77,956)           | -12.5%        | \$ 709,040          | -22.9%        |
| MAIL                     | \$ 69,960           | \$ 5,830            | \$ 6,137          | \$ 307              | 5.3%          | \$ 58,300           | \$ 61,026           | \$ 2,726              | 4.7%          | \$ 62,310           | -2.1%         |
| <b>TOTAL</b>             | <b>\$ 4,507,620</b> | <b>\$ 943,056</b>   | <b>\$ 530,678</b> | <b>\$ (412,378)</b> | <b>-43.7%</b> | <b>\$ 3,144,878</b> | <b>\$ 2,155,256</b> | <b>\$ (989,622)</b>   | <b>-31.5%</b> | <b>\$ 3,384,427</b> | <b>-36.3%</b> |
| <b>GR SALES</b>          |                     |                     |                   |                     |               |                     |                     |                       |               |                     |               |
| TOURS                    | \$ 599,351          | \$ 163,329          | \$ -              | \$ (163,329)        | -100.0%       | \$ 323,145          | \$ 68,979           | \$ (254,166)          | -78.7%        | \$ 388,601          | -82.2%        |
| CHARTERS                 | \$ 224,500          | \$ 47,000           | \$ -              | \$ (47,000)         | 0.0%          | \$ 130,000          | \$ 33,592           | \$ (96,408)           | -74.2%        | \$ 151,527          | -77.8%        |
| CATERING                 | \$ 168,550          | \$ 28,300           | \$ -              | \$ (28,300)         | 0.0%          | \$ 86,800           | \$ 28,204           | \$ (58,596)           | -67.5%        | \$ 113,780          | -75.2%        |
| VENDING                  | \$ 8,000            | \$ 1,000            | \$ 37             | \$ (963)            | -96.3%        | \$ 6,250            | \$ 2,045            | \$ (4,205)            | -67.3%        | \$ 4,866            | -58.0%        |
| PROMOTIONAL              | \$ 9,000            | \$ 1,350            | \$ 860            | \$ (490)            | 0.0%          | \$ 9,000            | \$ 3,360            | \$ (5,640)            | -62.7%        | \$ 4,256            | 0.0%          |
| ADVERTISING              | \$ 24,176           | \$ 1,288            | \$ -              | \$ (1,288)          | -100.0%       | \$ 22,422           | \$ 6,300            | \$ (16,122)           | -71.9%        | \$ 17,504           | -64.0%        |
| <b>TOTAL</b>             | <b>\$ 1,033,577</b> | <b>\$ 242,267</b>   | <b>\$ 897</b>     | <b>\$ (241,370)</b> | <b>-99.6%</b> | <b>\$ 577,617</b>   | <b>\$ 142,481</b>   | <b>\$ (435,136)</b>   | <b>-75.3%</b> | <b>\$ 680,533</b>   | <b>-79.1%</b> |
| <b>OTHER INCOME</b>      |                     |                     |                   |                     |               |                     |                     |                       |               |                     |               |
| MISC                     | \$ 11,140           | \$ 815              | \$ (667)          | \$ (1,482)          | -181.8%       | \$ 9,400            | \$ 6,885            | \$ (2,515)            | -26.8%        | \$ 7,566            | -9.0%         |
| INTEREST                 | \$ 45,200           | \$ 3,400            | \$ 799            | \$ (2,601)          | -76.5%        | \$ 37,500           | \$ 27,817           | \$ (9,683)            | -25.8%        | \$ 38,435           | -27.6%        |
| <b>TOTAL</b>             | <b>\$ 56,340</b>    | <b>\$ 4,215</b>     | <b>\$ 132</b>     | <b>\$ (4,083)</b>   | <b>-96.9%</b> | <b>\$ 46,900</b>    | <b>\$ 34,702</b>    | <b>\$ (12,198)</b>    | <b>-26.0%</b> | <b>\$ 46,001</b>    | <b>-24.6%</b> |
| <b>TOTAL OP REVENUES</b> | <b>\$ 5,597,537</b> | <b>\$ 1,189,538</b> | <b>\$ 531,708</b> | <b>\$ (657,831)</b> | <b>-55.3%</b> | <b>\$ 3,769,395</b> | <b>\$ 2,332,439</b> | <b>\$ (1,436,956)</b> | <b>-38.1%</b> | <b>\$ 4,110,961</b> | <b>-43.3%</b> |

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|                      | FY2020              | JULY              |                   |                    |               | 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        | \$ 408,979        | \$ 403,425        | \$ 5,554           | 1.4%          | \$ 2,540,216        | \$ 2,513,145        | \$ 27,071          | 1.1%         | \$ 2,425,229        | -3.6%        |
| TAXES                | \$ 246,924          | \$ 31,843         | \$ 30,968         | \$ 875             | 2.7%          | \$ 199,126          | \$ 192,410          | \$ 6,716           | 3.4%         | \$ 187,427          | -2.7%        |
| EMPLOYEE INSURANCE   | \$ 415,160          | \$ 36,384         | \$ 69,626         | \$ (33,242)        | -91.4%        | \$ 342,393          | \$ 285,311          | \$ 57,082          | 16.7%        | \$ 257,772          | -10.7%       |
| EMPLOYEE RELATED EXP | \$ 18,390           | \$ 2,020          | \$ 1,159          | \$ 861             | 42.6%         | \$ 14,830           | \$ 13,182           | \$ 1,648           | 11.1%        | \$ 14,142           | 6.8%         |
| PENSION              | \$ 372,448          | \$ 31,037         | \$ 31,037         | \$ -               | 0.0%          | \$ 310,370          | \$ 310,823          | \$ (453)           | -0.1%        | \$ 314,900          | 1.3%         |
| <b>TOTAL</b>         | <b>\$ 4,204,868</b> | <b>\$ 510,263</b> | <b>\$ 536,215</b> | <b>\$ (25,952)</b> | <b>-5.1%</b>  | <b>\$ 3,406,935</b> | <b>\$ 3,314,872</b> | <b>\$ 92,063</b>   | <b>2.7%</b>  | <b>\$ 3,199,470</b> | <b>-3.6%</b> |
| <b>VESSELS</b>       |                     |                   |                   |                    |               |                     |                     |                    |              |                     |              |
| REPAIRS              | \$ 954,350          | \$ 59,050         | \$ 179,906        | \$ (120,856)       | -204.7%       | \$ 849,250          | \$ 991,319          | \$ (142,069)       | -16.7%       | \$ 1,231,649        | 19.5%        |
| FUEL                 | \$ 680,025          | \$ 83,850         | \$ 52,747         | \$ 31,103          | 37.1%         | \$ 559,068          | \$ 453,360          | \$ 105,708         | 18.9%        | \$ 571,442          | 20.7%        |
| INSURANCE            | \$ 76,800           | \$ 6,400          | \$ 5,807          | \$ 593             | 9.3%          | \$ 64,000           | \$ 58,068           | \$ 5,932           | 9.3%         | \$ 58,068           | 0.0%         |
| <b>TOTAL</b>         | <b>\$ 1,711,175</b> | <b>\$ 149,300</b> | <b>\$ 238,460</b> | <b>\$ (89,160)</b> | <b>-59.7%</b> | <b>\$ 1,472,318</b> | <b>\$ 1,502,747</b> | <b>\$ (30,429)</b> | <b>-2.1%</b> | <b>\$ 1,861,158</b> | <b>19.3%</b> |
| <b>OPERATIONS</b>    |                     |                   |                   |                    |               |                     |                     |                    |              |                     |              |
| TELEPHONE            | \$ 22,440           | \$ 1,870          | \$ 1,957          | \$ (87)            | -4.7%         | \$ 18,700           | \$ 19,298           | \$ (598)           | -3.2%        | \$ 16,488           | -17.0%       |
| MAIL AGENT           | \$ 11,220           | \$ 935            | \$ 935            | \$ -               | 0.0%          | \$ 9,350            | \$ 9,358            | \$ (8)             |              | \$ 9,350            | -0.1%        |
| OFFICE               | \$ 228,882          | \$ 22,761         | \$ 22,688         | \$ 73              | 0.3%          | \$ 196,155          | \$ 215,569          | \$ (19,414)        | -9.9%        | \$ 162,258          | -32.9%       |
| CREDIT CARD          | \$ 123,809          | \$ 14,630         | \$ 8,362          | \$ 6,268           | 42.8%         | \$ 74,599           | \$ 69,658           | \$ 4,941           | 6.6%         | \$ 79,990           | 12.9%        |
| POSTAGE              | \$ 3,360            | \$ 280            | \$ 232            | \$ 48              | 17.1%         | \$ 2,800            | \$ 2,709            | \$ 91              | 3.3%         | \$ 2,654            | -2.1%        |
| TRAVEL               | \$ 16,500           | \$ 400            | \$ -              | \$ 400             | 100.0%        | \$ 15,700           | \$ 10,328           | \$ 5,372           | 34.2%        | \$ 17,083           | 39.5%        |
| DAMAGES              | \$ 22,950           | \$ 1,250          | \$ 5,548          | \$ (4,298)         | 0.0%          | \$ 17,050           | \$ 12,307           | \$ 4,743           | 27.8%        | \$ 12,132           | -1.4%        |
| OTHER INSURANCES     | \$ 29,880           | \$ 2,490          | \$ 2,708          | \$ (218)           | -8.8%         | \$ 24,900           | \$ 23,219           | \$ 1,681           | 6.8%         | \$ 25,109           | 7.5%         |
| MISCELLANEOUS        | \$ 16,076           | \$ 2,879          | \$ 870            | \$ 2,009           | 69.8%         | \$ 11,650           | \$ 6,393            | \$ 5,257           | 45.1%        | \$ 12,665           | 49.5%        |
| BARGE SUBCONTRACTING | \$ 8,500            | \$ 1,000          | \$ 2,500          | \$ (1,500)         | 0.0%          | \$ 6,500            | \$ 12,400           | \$ (5,900)         | -90.8%       | \$ 74,650           | 0.0%         |
| PROFESSIONAL         | \$ 95,125           | \$ 6,025          | \$ 3,458          | \$ 2,567           | 42.6%         | \$ 83,030           | \$ 55,571           | \$ 27,459          | 0.0%         | \$ 72,098           | 22.9%        |
| DUE & PUC            | \$ 20,975           | \$ -              | \$ 135            | \$ (135)           | 0.0%          | \$ 16,975           | \$ 12,534           | \$ 4,441           | 0.0%         | \$ 19,916           | 37.1%        |
| UNIFORMS             | \$ 28,915           | \$ 1,750          | \$ 2,615          | \$ (865)           | -49.4%        | \$ 26,285           | \$ 13,816           | \$ 12,469          | 47.4%        | \$ 1,759            | -685.4%      |
| TRAINING             | \$ 9,750            | \$ 450            | \$ -              | \$ 450             | 100.0%        | \$ 8,850            | \$ -                | \$ 8,850           | 100.0%       | \$ 2,234            | 0.0%         |
| <b>TOTAL</b>         | <b>\$ 638,382</b>   | <b>\$ 56,720</b>  | <b>\$ 52,006</b>  | <b>\$ 4,712</b>    | <b>8.3%</b>   | <b>\$ 512,544</b>   | <b>\$ 463,160</b>   | <b>\$ 49,384</b>   | <b>9.6%</b>  | <b>\$ 508,386</b>   | <b>8.9%</b>  |

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|                          | FY2020                | JULY                |                     |                     |                | 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             | \$ 4,029            | \$ 2,488            | \$ 1,541            | 38.2%          | \$ 51,990             | \$ 47,466             | \$ 4,524              | 8.7%          | \$ 53,934             | 12.0%          |
| JANITORIAL               | \$ 72,540             | \$ 6,130            | \$ 5,756            | \$ 374              | 6.1%           | \$ 60,160             | \$ 69,444             | \$ (9,284)            | -15.4%        | \$ 72,446             | 4.1%           |
| RENT                     | \$ 35,940             | \$ 2,995            | \$ 2,995            | \$ -                | 0.0%           | \$ 29,950             | \$ 28,292             | \$ 1,658              | 5.5%          | \$ 29,295             | 3.4%           |
| MAINTENANCE              | \$ 144,210            | \$ 14,680           | \$ 15,570           | \$ (890)            | -6.1%          | \$ 117,115            | \$ 152,842            | \$ (35,727)           | -30.5%        | \$ 128,951            | -18.5%         |
| <b>TOTAL</b>             | <b>\$ 312,693</b>     | <b>\$ 27,834</b>    | <b>\$ 26,809</b>    | <b>\$ 1,025</b>     | <b>3.7%</b>    | <b>\$ 259,215</b>     | <b>\$ 298,044</b>     | <b>\$ (38,829)</b>    | <b>-15.0%</b> | <b>\$ 284,626</b>     | <b>-4.7%</b>   |
| <b>SALES</b>             |                       |                     |                     |                     |                |                       |                       |                       |               |                       |                |
| ADVERTISING              | \$ 172,565            | \$ 17,045           | \$ 6,896            | \$ 10,149           | 59.5%          | \$ 137,163            | \$ 84,596             | \$ 52,567             | 38.3%         | \$ 133,688            | 36.7%          |
| CATERING                 | \$ 146,555            | \$ 36,820           | \$ -                | \$ 36,820           | 100.0%         | \$ 90,115             | \$ 22,526             | \$ 67,589             | 75.0%         | \$ 71,785             | 68.6%          |
| <b>TOTAL</b>             | <b>\$ 319,120</b>     | <b>\$ 53,865</b>    | <b>\$ 6,896</b>     | <b>\$ 46,969</b>    | <b>87.2%</b>   | <b>\$ 227,278</b>     | <b>\$ 107,122</b>     | <b>\$ 120,156</b>     | <b>52.9%</b>  | <b>\$ 205,473</b>     | <b>47.9%</b>   |
| <b>DEBT SERVICE</b>      |                       |                     |                     |                     |                |                       |                       |                       |               |                       |                |
| <b>TOTAL</b>             | <b>\$ -</b>           | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         |                | <b>\$ -</b>           | <b>\$ -</b>           | <b>\$ -</b>           |               | <b>\$ -</b>           |                |
| <b>TOTAL EXPENSES</b>    | <b>\$ 7,186,238</b>   | <b>\$ 797,982</b>   | <b>\$ 860,386</b>   | <b>\$ (62,404)</b>  | <b>-7.8%</b>   | <b>\$ 5,878,290</b>   | <b>\$ 5,685,946</b>   | <b>\$ 192,344</b>     | <b>3.3%</b>   | <b>\$ 6,059,113</b>   | <b>6.2%</b>    |
| <b>TOTAL OP REVENUES</b> | <b>\$ 5,597,537</b>   | <b>\$ 1,189,538</b> | <b>\$ 531,708</b>   | <b>\$ (657,831)</b> | <b>-55.3%</b>  | <b>\$ 3,769,395</b>   | <b>\$ 2,332,439</b>   | <b>\$ (1,436,956)</b> | <b>-38.1%</b> | <b>\$ 4,110,961</b>   | <b>-43.3%</b>  |
| <b>OP SURPLUS/LOSS</b>   | <b>\$ (1,588,701)</b> | <b>\$ 391,556</b>   | <b>\$ (328,679)</b> | <b>\$ (720,235)</b> | <b>-183.9%</b> | <b>\$ (2,108,895)</b> | <b>\$ (3,353,507)</b> | <b>\$ (1,244,612)</b> | <b>-59.0%</b> | <b>\$ (1,948,152)</b> | <b>-72.1%</b>  |
| <b>OP GRANT REVENUES</b> |                       |                     |                     |                     |                |                       |                       |                       |               |                       |                |
| FTA PREVENTATIVE MAIN    | \$ 1,145,214          | \$ 79,377           | \$ -                | \$ (79,377)         | -100.0%        | \$ 1,007,423          | \$ 441,115            | \$ (566,308)          | -56.2%        | \$ 1,326,166          | -66.7%         |
| FTA RURAL REVENUE        | \$ 300,000            | \$ -                | \$ 82,498           | \$ 82,498           | 0.0%           | \$ 300,000            | \$ 704,507            | \$ 404,507            | 134.8%        | \$ 314,281            | 124.2%         |
| FTA OPERATING REVENUE    | \$ -                  | \$ -                | \$ 246,181          | \$ 246,181          | 0.0%           | \$ -                  | \$ 1,646,064          | \$ 1,646,064          | 0.0%          | \$ -                  | 0.0%           |
| STATE SUBSIDY REVENUE    | \$ 68,444             | \$ -                | \$ -                | \$ -                | 100.0%         | \$ 68,444             | \$ 68,444             | \$ -                  | 0.0%          | \$ 68,444             |                |
| <b>TOTAL</b>             | <b>\$ 1,513,658</b>   | <b>\$ 79,377</b>    | <b>\$ 328,679</b>   | <b>\$ 249,302</b>   | <b>314.1%</b>  | <b>\$ 1,375,867</b>   | <b>\$ 2,860,130</b>   | <b>\$ 1,484,263</b>   | <b>107.9%</b> | <b>\$ 1,708,891</b>   | <b>67.4%</b>   |
| <b>SURPLUS/LOSS</b>      | <b>\$ (75,043)</b>    | <b>\$ 470,933</b>   | <b>\$ -</b>         | <b>\$ (470,933)</b> | <b>-100.0%</b> | <b>\$ (733,028)</b>   | <b>\$ (493,376)</b>   | <b>\$ 239,652</b>     | <b>32.7%</b>  | <b>\$ (239,261)</b>   | <b>-106.2%</b> |