

**CBITD Revenues and Expenses  
Overview**

	FY2019 BUDGET	JULY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY18
<b>REVENUES</b>											
SCH SERVICE	\$4,409,093	\$925,416	\$955,588	\$30,172	3.3%	\$3,073,384	\$3,384,427	\$311,043	10.1%	\$3,420,477	-1.1%
GR SALES	\$983,842	\$232,771	\$271,749	\$38,978	16.7%	\$549,693	\$680,533	\$130,840	23.8%	\$666,462	2.1%
MISC	\$51,740	\$3,665	\$3,466	-\$199	-5.4%	\$40,800	\$46,001	\$5,201	12.7%	\$63,798	-27.9%
<b>TOTAL REVENUES</b>	<b>\$5,444,675</b>	<b>\$1,161,852</b>	<b>\$1,230,803</b>	<b>\$68,951</b>	<b>5.9%</b>	<b>\$3,663,877</b>	<b>\$4,110,961</b>	<b>\$447,084</b>	<b>12.2%</b>	<b>\$4,150,737</b>	<b>-1.0%</b>
<b>EXPENSES</b>											
PERSONNEL	\$3,954,542	\$461,624	\$475,374	-\$13,750	-3.0%	\$3,226,674	\$3,199,470	\$27,204	0.8%	\$3,077,585	-4.0%
VESSELS	\$2,248,006	\$139,993	\$340,184	-\$200,191	-143.0%	\$2,002,507	\$1,861,158	\$141,349	7.1%	\$1,276,830	-45.8%
OPERATIONS	\$579,546	\$45,933	\$48,690	-\$2,757	-6.0%	\$470,593	\$544,816	-\$74,223	-15.8%	\$467,558	-16.5%
TERMINAL	\$311,873	\$27,384	\$30,937	-\$3,553	-13.0%	\$258,715	\$284,626	-\$25,911	-10.0%	\$250,603	-13.6%
SALES	\$296,220	\$53,865	\$46,218	\$7,647	14.2%	\$207,128	\$214,686	-\$7,558	-3.6%	\$204,102	-5.2%
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>\$7,390,187</b>	<b>\$728,799</b>	<b>\$941,402</b>	<b>-\$212,604</b>	<b>-29.2%</b>	<b>\$6,165,617</b>	<b>\$6,104,757</b>	<b>\$60,861</b>	<b>1.0%</b>	<b>\$5,276,678</b>	<b>-15.7%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,945,512</b>	<b>\$433,053</b>	<b>\$289,402</b>	<b>-\$143,651</b>	<b>33.2%</b>	<b>-\$2,501,740</b>	<b>-\$1,993,796</b>	<b>\$507,944</b>	<b>20.3%</b>	<b>-\$1,125,940</b>	<b>-77.1%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,559,843	\$65,161	\$238,138	\$172,977	265.5%	\$1,444,272	\$1,326,166	-\$118,106	-8.2%	\$832,566	59.3%
FTA RURAL REVENUE	\$285,000	\$0	\$35,907	\$35,907	0.0%	\$285,000	\$314,281	\$29,281	10.3%	\$280,911	11.9%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$0	\$0	0.0%	\$68,444	\$68,444	\$0	0.0%	\$68,444	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,913,287</b>	<b>\$65,161</b>	<b>\$274,045</b>	<b>\$208,884</b>	<b>320.6%</b>	<b>\$1,797,716</b>	<b>\$1,708,891</b>	<b>-\$88,825</b>	<b>-4.9%</b>	<b>\$1,181,921</b>	<b>44.6%</b>
<b>SURPLUS/LOSS</b>	<b>-\$32,225</b>	<b>\$498,214</b>	<b>\$563,447</b>	<b>\$65,233</b>	<b>13.1%</b>	<b>-\$704,024</b>	<b>-\$284,905</b>	<b>\$419,119</b>	<b>59.5%</b>	<b>\$55,981</b>	<b>-608.9%</b>

**CBITD Revenues  
Summary**

	FY2019 BUDGET	JULY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,529,205	\$573,435	\$607,007	\$33,572	5.9%	\$1,718,683	\$1,821,147	\$102,464	6.0%	\$1,838,142	-0.9%
VEHICLE	1,029,036	205,702	177,574	-\$28,128	-13.7%	721,640	791,932	\$70,292	9.7%	859,781	-7.9%
FREIGHT	780,892	140,449	164,741	\$24,292	17.3%	574,761	709,040	\$134,279	23.4%	663,082	6.9%
MAIL	69,960	5,830	6,266	\$436	7.5%	58,300	62,310	\$4,010	6.9%	59,471	4.8%
<b>TOTAL</b>	<b>\$4,409,093</b>	<b>\$925,416</b>	<b>\$955,588</b>	<b>\$30,172</b>	<b>3.3%</b>	<b>\$3,073,384</b>	<b>\$3,384,429</b>	<b>\$311,045</b>	<b>10.1%</b>	<b>\$3,420,476</b>	<b>-1.1%</b>
<b>GR SALES</b>											
TOURS	\$561,544	\$156,333	\$193,218	\$36,885	23.6%	\$302,349	\$388,601	\$86,252	28.5%	\$359,318	8.1%
CHARTERS	197,500	40,000	37,950	-2,050	0.0%	112,500	116,607	4,107	3.7%	136,234	-14.4%
CATERING	186,125	32,800	37,914	5,114	0.0%	99,675	148,700	49,025	49.2%	139,550	6.6%
VENDING	8,000	1,000	1,415	415	41.5%	6,250	4,866	-1,384	-22.1%	4,825	0.8%
PROMOTIONAL	6,500	1,350	0	-1,350	-100.0%	6,500	0	-6,500	-100.0%	0	0.0%
ADVERTISING	24,173	1,288	1,253	-35	-2.7%	22,419	21,760	-659	-2.9%	26,536	-18.0%
<b>TOTAL</b>	<b>\$983,842</b>	<b>\$232,771</b>	<b>\$271,750</b>	<b>\$38,979</b>	<b>16.7%</b>	<b>\$549,693</b>	<b>\$680,534</b>	<b>\$130,841</b>	<b>23.8%</b>	<b>\$666,463</b>	<b>2.1%</b>
<b>OTHER INCOME</b>											
MISC	11,490	665	65	-\$600	-90.2%	7,050	7,566	\$516	7.3%	42,930	-82.4%
INTEREST	40,250	3,000	3,401	401	13.4%	33,750	38,435	4,685	13.9%	20,868	84.2%
DIA EDGE CON	0	0	0	0	0.0%	0	0	0	0.0%	0	0.0%
<b>TOTAL</b>	<b>\$51,740</b>	<b>\$3,665</b>	<b>\$3,466</b>	<b>-\$199</b>	<b>-5.4%</b>	<b>\$40,800</b>	<b>\$46,001</b>	<b>\$5,201</b>	<b>12.7%</b>	<b>\$63,798</b>	<b>-27.9%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,444,675</b>	<b>\$1,161,852</b>	<b>\$1,230,804</b>	<b>\$68,952</b>	<b>5.9%</b>	<b>\$3,663,877</b>	<b>\$4,110,964</b>	<b>\$447,087</b>	<b>12.2%</b>	<b>\$4,150,737</b>	<b>-1.0%</b>

**CBITD Expenses  
Summary**

	FY2019 BUDGET	JULY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>PERSONNEL</b>											
PAYROLL	\$2,981,303	\$370,437	\$386,610	-\$16,173	-4.4%	\$2,421,275	\$2,425,229	-\$3,954	-0.2%	\$2,304,392	-5.2%
TAXES	233,876	28,903	29,639	-736	-2.5%	190,129	187,427	2,702	1.4%	177,432	-5.6%
EMPLOYEE INSURANCE	341,391	28,774	26,035	2,739	9.5%	283,840	257,772	26,068	9.2%	303,076	14.9%
EMPLOYEE RELATED EXP	20,090	2,020	1,599	421	20.8%	16,530	14,142	2,388	14.4%	25,739	45.1%
PENSION	377,882	31,490	31,490	0	0.0%	314,900	314,900	0	0.0%	266,946	-18.0%
<b>TOTAL</b>	<b>\$3,954,542</b>	<b>\$461,624</b>	<b>\$475,373</b>	<b>-\$13,749</b>	<b>-3.0%</b>	<b>\$3,226,674</b>	<b>\$3,199,470</b>	<b>\$27,204</b>	<b>0.8%</b>	<b>\$3,077,585</b>	<b>-4.0%</b>
<b>VESSELS</b>											
REPAIRS	\$1,457,975	\$55,200	\$249,314	-\$194,114	-351.7%	\$1,370,175	\$1,231,649	\$138,526	10.1%	\$689,777	-78.6%
FUEL	683,567	75,921	85,063	-9,142	-12.0%	543,612	571,442	-27,830	-5.1%	506,577	-12.8%
INSURANCE	106,464	8,872	5,807	3,065	34.5%	88,720	58,068	30,652	34.5%	80,476	27.8%
<b>TOTAL</b>	<b>\$2,248,006</b>	<b>\$139,993</b>	<b>\$340,184</b>	<b>-\$200,191</b>	<b>-143.0%</b>	<b>\$2,002,507</b>	<b>\$1,861,159</b>	<b>\$141,348</b>	<b>7.1%</b>	<b>\$1,276,830</b>	<b>-45.8%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$22,440	\$1,870	\$1,743	\$127	6.8%	\$18,700	\$16,488	\$2,212	11.8%	\$15,442	-6.8%
MAIL AGENT	11,220	935	935	0	0.0%	9,350	9,350	0	0.0%	8,850	-5.6%
OFFICE	175,092	12,363	11,864	499	4.0%	147,109	173,067	-25,958	-17.6%	146,513	-18.1%
CREDIT CARD	88,435	10,450	18,665	-8,215	-78.6%	53,285	79,990	-26,705	-50.1%	76,664	-4.3%
POSTAGE	1,894	150	100	50	33.3%	1,594	2,654	-1,060	-66.5%	2,697	1.6%
TRAVEL	16,500	400	15	385	96.3%	15,700	17,083	-1,383	-8.8%	11,677	-46.3%
DAMAGES	22,950	2,250	5,737	-3,487	0.0%	17,050	12,132	4,918	28.8%	6,787	-78.8%
OTHER INSURANCES	39,600	3,300	2,073	1,227	37.2%	33,000	25,109	7,891	23.9%	30,147	16.7%
MISCELLANEOUS	11,915	2,890	1,315	1,575	54.5%	8,570	11,434	-2,864	-33.4%	8,080	-41.5%
BARGE SUBCONTRACTING	53,500	2,000	1,350	650	0.0%	51,500	74,650	-23,150	-45.0%	68,600	0.0%
PROFESSIONAL	94,525	6,325	4,076	2,249	35.6%	81,830	72,098	9,732	0.0%	53,764	-34.1%
DUE & PUC	9,375	0	0	0	0.0%	5,375	19,916	-14,541	0.0%	17,551	0.0%
UNIFORMS	22,350	2,550	818	1,732	67.9%	18,680	28,612	-9,932	-53.2%	19,100	-49.8%
TRAINING	9,750	450	0	450	100.0%	8,850	2,234	6,616	74.8%	1,688	0.0%
<b>TOTAL</b>	<b>\$579,546</b>	<b>\$45,933</b>	<b>\$48,691</b>	<b>-\$2,758</b>	<b>-6.0%</b>	<b>\$470,593</b>	<b>\$544,817</b>	<b>-\$74,224</b>	<b>-15.8%</b>	<b>\$467,560</b>	<b>-16.5%</b>

**CBITD Expenses  
Summary**

	FY2019 BUDGET	JULY				FISCAL YEAR TO DATE				PREVIOUS	FY19 vs FY18
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>EXPENSES</b>											
<b>TERMINAL</b>											
UTILITIES	\$60,003	\$4,029	\$3,732	\$297	7.4%	\$51,990	\$53,934	-\$1,944	-3.7%	\$46,904	-15.0%
JANITORIAL	\$72,540	\$6,130	\$10,217	-4,087	-66.7%	\$60,160	\$72,446	-12,286	-20.4%	\$69,468	-4.3%
RENT	35,940	2,995	2,995	0	0.0%	29,950	29,295	655	2.2%	26,648	-9.9%
MAINTENANCE	143,390	14,230	13,992	238	1.7%	116,615	128,951	-12,336	-10.6%	107,583	-19.9%
<b>TOTAL</b>	<b>\$311,873</b>	<b>\$27,384</b>	<b>\$30,936</b>	<b>-\$3,552</b>	<b>-13.0%</b>	<b>\$258,715</b>	<b>\$284,626</b>	<b>-\$25,911</b>	<b>-10.0%</b>	<b>\$250,603</b>	<b>-13.6%</b>
<b>SALES</b>											
ADVERTISING	\$153,915	\$18,795	\$21,079	-\$2,284	-12.2%	\$118,763	\$133,688	-\$14,925	-12.6%	\$105,413	-26.8%
CATERING	142,305	35,070	25,139	9,931	28.3%	88,365	80,998	7,367	8.3%	98,689	17.9%
<b>TOTAL</b>	<b>\$296,220</b>	<b>\$53,865</b>	<b>\$46,218</b>	<b>\$7,647</b>	<b>14.2%</b>	<b>\$207,128</b>	<b>\$214,686</b>	<b>-\$7,558</b>	<b>-3.6%</b>	<b>\$204,102</b>	<b>-5.2%</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>\$7,390,187</b>	<b>\$728,799</b>	<b>\$941,402</b>	<b>-\$212,603</b>	<b>-29.2%</b>	<b>\$6,165,617</b>	<b>\$6,104,758</b>	<b>\$60,859</b>	<b>1.0%</b>	<b>\$5,276,680</b>	<b>-15.7%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,444,675</b>	<b>\$1,161,852</b>	<b>\$1,230,804</b>	<b>\$68,952</b>	<b>5.9%</b>	<b>\$3,663,877</b>	<b>\$4,110,964</b>	<b>\$447,087</b>	<b>12.2%</b>	<b>\$4,150,737</b>	<b>-1.0%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,945,512</b>	<b>\$433,053</b>	<b>\$289,402</b>	<b>-\$143,651</b>	<b>-33.2%</b>	<b>-\$2,501,740</b>	<b>-\$1,993,794</b>	<b>\$507,946</b>	<b>20.3%</b>	<b>-\$1,125,943</b>	<b>-77.1%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,559,843	\$65,161	\$238,138	\$172,977	265.5%	\$1,444,272	\$1,326,166	-\$118,106	-8.2%	\$832,566	59.3%
FTA RURAL 5311	285,000	0	35,907	35,907	0.0%	285,000	314,281	29,281	10.3%	280,911	11.9%
STATE SUBSIDY	68,444	0	0	0	0.0%	0	68,444	68,444	0.0%	0	0.0%
<b>TOTAL</b>	<b>\$1,913,287</b>	<b>\$65,161</b>	<b>\$274,045</b>	<b>\$208,884</b>	<b>320.6%</b>	<b>\$1,729,272</b>	<b>\$1,708,891</b>	<b>-\$20,381</b>	<b>-1.2%</b>	<b>\$1,113,477</b>	<b>53.5%</b>
<b>SURPLUS/LOSS</b>	<b>-\$32,225</b>	<b>\$498,214</b>	<b>\$563,447</b>	<b>\$65,233</b>	<b>13.1%</b>	<b>-\$772,468</b>	<b>-\$284,903</b>	<b>\$487,565</b>	<b>63.1%</b>	<b>-\$12,466</b>	<b>-2185.4%</b>