

**CBITD Revenues and Expenses
Overview**

	FY2020 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
REVENUES											
SCH SERVICE	\$4,507,620	\$561,136	\$259,630	-\$301,506	-53.7%	\$2,201,822	\$1,624,578	-\$577,244	-26.2%	\$2,428,840	-33.1%
GR SALES	\$1,033,577	\$151,353	\$2,864	-\$148,489	-98.1%	\$335,350	\$141,584	-\$193,766	-57.8%	\$408,784	-65.4%
MISC	\$56,340	\$3,940	\$917	-\$3,023	-76.7%	\$42,685	\$34,570	-\$8,115	-19.0%	\$42,534	-18.7%
TOTAL REVENUES	\$5,597,537	\$716,429	\$263,411	-\$453,018	-63.2%	\$2,579,857	\$1,800,732	-\$779,125	-30.2%	\$2,880,158	-37.5%
EXPENSES											
PERSONNEL	\$4,204,868	\$375,416	\$325,150	\$50,266	13.4%	\$2,896,672	\$2,778,657	\$118,015	4.1%	\$2,724,096	-2.0%
VESSELS	\$1,711,175	\$107,422	\$120,752	-\$13,330	-12.4%	\$1,323,018	\$1,264,288	\$58,730	4.4%	\$1,520,974	16.9%
OPERATIONS	\$638,382	\$52,621	\$54,046	-\$1,425	-2.7%	\$455,824	\$411,154	\$44,670	9.8%	\$459,027	10.4%
TERMINAL	\$312,693	\$30,379	\$44,465	-\$14,086	-46.4%	\$231,381	\$271,235	-\$39,854	-17.2%	\$253,689	-6.9%
SALES	\$319,120	\$42,440	\$5,453	\$36,987	87.2%	\$173,413	\$100,226	\$73,187	42.2%	\$163,277	38.6%
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	\$608,278	\$549,867	\$58,412	9.6%	\$5,080,308	\$4,825,560	\$254,748	5.0%	\$5,121,065	5.8%
OPERATING SURPLUS/LOSS	-\$1,588,701	\$108,151	-\$286,456	-\$394,607	364.9%	-\$2,500,451	-\$3,024,828	-\$524,377	21.0%	-\$2,240,907	-35.0%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,145,214	\$73,319	\$166	-\$73,153	-99.8%	\$928,046	\$441,115	-\$486,931	-52.5%	\$1,088,028	-59.5%
FTA RURAL REVENUE	\$300,000	\$11,800	\$89,401	\$77,601	657.6%	\$300,000	\$622,009	\$322,009	107.3%	\$278,374	123.4%
FTA OPERATING REVENUE	\$0	\$0	\$266,918	\$266,918	0.0%	\$0	\$1,399,883	\$1,399,883	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%
TOTAL OP GRANT RESERVES	\$1,513,658	\$85,119	\$356,485	\$271,366	318.8%	\$1,296,490	\$2,531,451	\$1,234,961	95.3%	\$1,434,846	76.4%
SURPLUS/LOSS	-\$75,043	\$193,270	\$70,029	-\$123,241	63.8%	-\$1,203,961	-\$493,377	\$710,584	59.0%	-\$806,061	38.8%

**CBITD Revenues
Summary**

	FY2020 BUDGET	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$296,943	\$80,832	-\$216,111	-72.8%	\$1,145,248	\$632,420	-\$512,828	-44.8%	\$1,214,140	-47.9%
VEHICLE	1,059,460	131,460	92,192	-\$39,268	-29.9%	531,253	503,719	-\$27,534	-5.2%	614,358	-18.0%
FREIGHT	848,995	126,903	80,684	-\$46,219	-36.4%	472,851	433,551	-\$39,300	-8.3%	544,299	-20.3%
MAIL	69,960	5,830	5,923	\$93	1.6%	52,470	54,889	\$2,419	4.6%	56,044	-2.1%
TOTAL	\$4,507,620	\$561,136	\$259,630	-\$301,506	-53.7%	\$2,201,822	\$1,624,578	-\$577,244	-26.2%	\$2,428,840	-33.1%
GR SALES											
TOURS	\$599,351	\$62,502	\$0	-\$62,502	-100.0%	\$159,816	\$68,979	-\$90,837	-56.8%	\$195,382	-64.7%
CHARTERS	224,500	42,000	0	-42,000	0.0%	83,000	33,592	-49,408	-59.5%	101,870	-67.0%
CATERING	168,550	43,500	0	-43,500	0.0%	58,500	28,204	-30,296	-51.8%	87,572	-67.8%
VENDING	8,000	750	0	-750	-100.0%	5,250	2,008	-3,242	-61.8%	3,452	-41.8%
PROMOTIONAL	9,000	0	839	839	0.0%	7,650	2,500	-5,150	-67.3%	2,931	0.0%
ADVERTISING	24,176	2,601	2,025	-576	-22.1%	21,134	6,300	-14,834	-70.2%	17,577	-64.2%
TOTAL	\$1,033,577	\$151,353	\$2,864	-\$148,489	-98.1%	\$335,350	\$141,584	-\$193,766	-57.8%	\$408,784	-65.4%
OTHER INCOME											
MISC	11,140	940	1	-\$939	-99.9%	8,585	7,552	-\$1,033	-12.0%	7,501	0.7%
INTEREST	45,200	3,000	916	-2,084	-69.5%	34,100	27,018	-7,082	-20.8%	35,034	-22.9%
TOTAL	\$56,340	\$3,940	\$917	-\$3,023	-76.7%	\$42,685	\$34,570	-\$8,115	-19.0%	\$42,534	-18.7%
TOTAL OP REVENUES	\$5,597,537	\$716,429	\$263,411	-\$453,018	-63.2%	\$2,579,857	\$1,800,731	-\$779,125	-30.2%	\$2,880,158	-37.5%

**CBITD Expenses
Summary**

	FY2020	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$3,151,946	\$284,265	\$257,166	\$27,099	9.5%	\$2,131,237	\$2,109,720	\$21,517	1.0%	\$2,038,619	-3.5%
TAXES	246,924	22,190	20,137	2,053	9.3%	167,283	161,442	5,841	3.5%	157,788	-2.3%
EMPLOYEE INSURANCE	415,160	36,384	15,082	21,302	58.5%	306,009	215,685	90,324	29.5%	231,737	6.9%
EMPLOYEE RELATED EXP	18,390	1,540	1,729	-189	-12.3%	12,810	12,023	787	6.1%	12,543	4.1%
PENSION	372,448	31,037	31,037	0	0.0%	279,333	279,786	-453	-0.2%	283,410	1.3%
TOTAL	\$4,204,868	\$375,416	\$325,150	\$50,266	13.4%	\$2,896,672	\$2,778,657	\$118,015	4.1%	\$2,724,096	-2.0%
VESSELS											
REPAIRS	\$954,350	\$54,050	\$87,232	-\$33,182	-61.4%	\$790,200	\$818,330	-\$28,130	-3.6%	\$982,334	16.7%
FUEL	680,025	46,972	27,713	19,259	41.0%	475,218	393,696	81,522	17.2%	486,379	19.1%
INSURANCE	76,800	6,400	5,807	593	9.3%	57,600	52,261	5,339	9.3%	52,261	0.0%
TOTAL	\$1,711,175	\$107,422	\$120,752	-\$13,330	-12.4%	\$1,323,018	\$1,264,288	\$58,730	4.4%	\$1,520,974	16.9%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,940	-\$70	-3.7%	\$16,830	\$17,342	-\$512	-3.0%	\$14,745	-17.6%
MAIL AGENT	11,220	935	935	0	0.0%	8,415	8,423	-8		8,415	-0.1%
OFFICE	228,882	16,361	30,205	-13,844	-84.6%	173,394	192,881	-19,487	-11.2%	150,394	-28.3%
CREDIT CARD	123,809	8,911	5,197	3,714	41.7%	59,969	61,295	-1,326	-2.2%	61,324	0.0%
POSTAGE	3,360	280	0	280	100.0%	2,520	2,477	43	1.7%	2,554	3.0%
TRAVEL	16,500	400	126	274	68.5%	15,300	10,328	4,972	32.5%	17,068	39.5%
DAMAGES	22,950	4,300	1,692	2,608	0.0%	15,800	6,759	9,041	57.2%	6,395	-5.7%
OTHER INSURANCES	29,880	2,490	2,708	-218	-8.8%	22,410	20,511	1,899	8.5%	23,036	11.0%
MISCELLANEOUS	16,076	2,564	1,230	1,334	52.0%	8,771	5,524	3,247	37.0%	10,119	45.4%
BARGE SUBCONTRACTING	8,500	2,000	950	1,050	0.0%	5,500	9,900	-4,400	-80.0%	73,300	0.0%
PROFESSIONAL	95,125	8,660	8,045	615	7.1%	77,005	52,113	24,892	0.0%	68,022	23.4%
DUE & PUC	20,975	100	0	100	0.0%	16,975	12,399	4,576	0.0%	19,916	37.7%
UNIFORMS	28,915	3,300	1,019	2,281	69.1%	24,535	11,201	13,334	54.3%	1,504	-644.7%
TRAINING	9,750	450	0	450	100.0%	8,400	0	8,400	100.0%	2,234	0.0%
TOTAL	\$638,382	\$52,621	\$54,046	-\$1,426	-2.7%	\$455,824	\$411,154	\$44,671	9.8%	\$459,027	10.4%

**CBITD Expenses
Summary**

	JUNE				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19	
	FY2020	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %		YTD
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$3,924	\$2,690	\$1,234	31.4%	\$47,961	\$44,978	\$2,983	6.2%	\$50,202	10.4%
JANITORIAL	\$72,540	\$6,130	\$11,527	-5,397	-88.0%	\$54,030	\$63,689	-9,659	-17.9%	\$62,228	-2.3%
RENT	35,940	2,995	2,995	0	0.0%	26,955	25,297	1,658	6.2%	26,300	3.8%
MAINTENANCE	144,210	17,330	27,253	-9,923	-57.3%	102,435	137,272	-34,837	-34.0%	114,959	-19.4%
TOTAL	\$312,693	\$30,379	\$44,465	-\$14,086	-46.4%	\$231,381	\$271,235	-\$39,854	-17.2%	\$253,689	-6.9%
SALES											
ADVERTISING	\$172,565	\$21,120	\$5,453	\$15,667	74.2%	\$120,118	\$77,700	\$42,418	35.3%	\$112,609	31.0%
CATERING	146,555	21,320	0	21,320	100.0%	53,295	22,526	30,769	57.7%	50,669	55.5%
TOTAL	\$319,120	\$42,440	\$5,453	\$36,987	87.2%	\$173,413	\$100,226	\$73,187	42.2%	\$163,277	38.6%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,186,238	\$608,278	\$549,867	\$58,411	9.6%	\$5,080,308	\$4,825,560	\$254,748	5.0%	\$5,121,065	5.8%
TOTAL OP REVENUES	\$5,597,537	\$716,429	\$263,411	-\$453,018	-63.2%	\$2,579,857	\$1,800,731	-\$779,125	-30.2%	\$2,880,158	-37.5%
OP SURPLUS/LOSS	-\$1,588,701	\$108,151	-\$286,456	-\$394,607	-364.9%	-\$2,500,451	-\$3,024,828	-\$524,377	-21.0%	-\$2,240,907	-35.0%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,145,214	\$73,319	\$166	-\$73,153	-99.8%	\$928,046	\$441,115	-\$486,931	-52.5%	\$1,088,028	-59.5%
FTA RURAL REVENUE	\$300,000	\$11,800	\$89,401	\$77,601	0.0%	\$300,000	622,009	322,009	107.3%	278,374	123.4%
FTA OPERATING REVENUE	\$0	\$0	\$266,918	\$266,918	0.0%	\$0	1,399,883	1,399,883	0.0%	0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$0	\$0	100.0%	\$68,444	68,444	0	0.0%	68,444	
TOTAL	\$1,513,658	\$85,119	\$356,485	\$271,366	318.8%	\$1,296,490	\$2,531,451	\$1,234,961	95.3%	\$1,434,846	76.4%
SURPLUS/LOSS	-\$75,043	\$193,270	\$70,029	-\$123,241	-63.8%	-\$1,203,961	-\$493,377	\$710,584	59.0%	-\$806,061	38.8%