

**CBITD Revenues and Expenses  
Overview**

	FY2020 BUDGET	MARCH				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	\$134,352	\$142,991	\$8,639	6.4%	\$1,028,693	\$1,119,223	\$90,530	8.8%	\$1,094,113	2.3%
GR SALES	\$1,033,577	\$14,618	\$3,751	-\$10,867	-74.3%	\$106,127	\$137,637	\$31,510	29.7%	\$111,635	23.3%
MISC	\$56,340	\$4,750	\$3,471	-\$1,279	-26.9%	\$30,040	\$31,084	\$1,044	3.5%	\$30,074	3.4%
<b>TOTAL REVENUES</b>	<b>\$5,597,537</b>	<b>\$153,720</b>	<b>\$150,213</b>	<b>-\$3,507</b>	<b>-2.3%</b>	<b>\$1,164,860</b>	<b>\$1,287,944</b>	<b>\$123,084</b>	<b>10.6%</b>	<b>\$1,235,822</b>	<b>4.2%</b>
<b>EXPENSES</b>											
PERSONNEL	\$4,204,868	\$291,927	\$286,102	\$5,825	2.0%	\$1,855,311	\$1,824,303	\$31,008	1.7%	\$1,753,310	-4.0%
VESSELS	\$1,711,175	\$242,397	\$235,023	\$7,374	3.0%	\$992,127	\$833,461	\$158,666	16.0%	\$750,125	-11.1%
OPERATIONS	\$638,382	\$35,813	\$39,877	-\$4,064	-11.3%	\$297,268	\$257,041	\$40,227	13.5%	\$234,883	-9.4%
TERMINAL	\$312,693	\$25,552	\$26,237	-\$685	-2.7%	\$160,515	\$167,813	-\$7,298	-4.5%	\$173,553	3.3%
SALES	\$319,120	\$13,165	\$10,394	\$2,771	21.0%	\$94,790	\$78,532	\$16,258	17.2%	\$73,566	-6.8%
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>\$608,854</b>	<b>\$597,632</b>	<b>\$11,221</b>	<b>1.8%</b>	<b>\$3,400,011</b>	<b>\$3,161,150</b>	<b>\$238,861</b>	<b>7.0%</b>	<b>\$2,985,437</b>	<b>-5.9%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$455,134</b>	<b>-\$447,419</b>	<b>\$7,715</b>	<b>1.7%</b>	<b>-\$2,235,151</b>	<b>-\$1,873,205</b>	<b>\$361,946</b>	<b>16.2%</b>	<b>-\$1,749,615</b>	<b>-7.1%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,145,214	\$197,942	\$0	-\$197,942	-100.0%	\$728,726	\$434,653	-\$294,073	-40.4%	\$495,114	-12.2%
FTA RURAL REVENUE	\$300,000	\$40,200	\$0	-\$40,200	-100.0%	\$229,300	\$165,188	-\$64,112	-28.0%	\$222,874	-25.9%
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%	\$60,000	\$68,444	\$8,444	0.0%	\$68,444	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,513,658</b>	<b>\$253,142</b>	<b>\$0</b>	<b>-\$253,142</b>	<b>-100.0%</b>	<b>\$1,018,026</b>	<b>\$668,285</b>	<b>-\$349,741</b>	<b>-34.4%</b>	<b>\$786,432</b>	<b>-15.0%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$201,992</b>	<b>-\$447,419</b>	<b>-\$245,427</b>	<b>121.5%</b>	<b>-\$1,217,125</b>	<b>-\$1,204,920</b>	<b>\$12,205</b>	<b>1.0%</b>	<b>-\$963,183</b>	<b>-25.1%</b>

**CBITD Revenues  
Summary**

	FY2020 BUDGET	MARCH				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,529,205	\$75,724	\$49,698	-\$26,026	-34.4%	\$523,058	\$488,767	-\$34,291	-6.6%	\$494,449	-1.1%
VEHICLE	1,059,460	27,238	46,730	\$19,492	71.6%	259,015	330,831	\$71,816	27.7%	311,529	6.2%
FREIGHT	848,995	25,560	40,324	\$14,764	57.8%	211,640	262,800	\$51,160	24.2%	250,567	4.9%
MAIL	69,960	5,830	6,240	\$410	7.0%	34,980	36,826	\$1,846	5.3%	37,568	-2.0%
<b>TOTAL</b>	<b>\$4,507,620</b>	<b>\$134,352</b>	<b>\$142,991</b>	<b>\$8,639</b>	<b>6.4%</b>	<b>\$1,028,693</b>	<b>\$1,119,223</b>	<b>\$90,530</b>	<b>8.8%</b>	<b>\$1,094,113</b>	<b>2.3%</b>
<b>GR SALES</b>											
TOURS	\$599,351	\$3,382	\$3,514	\$132	3.9%	\$56,760	\$68,979	\$12,219	21.5%	\$63,852	8.0%
CHARTERS	224,500	2,500	0	-2,500	0.0%	22,500	33,092	10,592	47.1%	12,880	156.9%
CATERING	168,550	1,000	0	-1,000	0.0%	4,500	28,204	23,704	526.8%	21,858	29.0%
VENDING	8,000	500	0	-500	-100.0%	3,250	1,698	-1,552	-47.8%	2,420	-29.8%
PROMOTIONAL	9,000	2,500	238	-2,262	0.0%	5,750	1,388	-4,362	-75.9%	1,421	0.0%
ADVERTISING	24,176	4,736	0	-4,736	-100.0%	13,367	4,275	-9,092	-68.0%	9,205	-53.6%
<b>TOTAL</b>	<b>\$1,033,577</b>	<b>\$14,618</b>	<b>\$3,751</b>	<b>-\$10,867</b>	<b>-74.3%</b>	<b>\$106,127</b>	<b>\$137,637</b>	<b>\$31,510</b>	<b>29.7%</b>	<b>\$111,635</b>	<b>23.3%</b>
<b>OTHER INCOME</b>											
MISC	11,140	950	197	-\$753	-79.3%	5,940	7,364	\$1,424	24.0%	6,412	14.8%
INTEREST	45,200	3,800	3,274	-526	-13.8%	24,100	23,720	-380	-1.6%	23,661	0.2%
<b>TOTAL</b>	<b>\$56,340</b>	<b>\$4,750</b>	<b>\$3,471</b>	<b>-\$1,279</b>	<b>-26.9%</b>	<b>\$30,040</b>	<b>\$31,084</b>	<b>\$1,044</b>	<b>3.5%</b>	<b>\$30,074</b>	<b>3.4%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$153,720</b>	<b>\$150,212</b>	<b>-\$3,507</b>	<b>-2.3%</b>	<b>\$1,164,860</b>	<b>\$1,287,944</b>	<b>\$123,084</b>	<b>10.6%</b>	<b>\$1,235,823</b>	<b>4.2%</b>

**CBITD Expenses  
Summary**

	FY2020	MARCH				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	\$207,001	\$209,122	-\$2,121	-1.0%	\$1,357,036	\$1,365,555	-\$8,519	-0.6%	\$1,299,141	-5.1%
TAXES	246,924	16,280	15,933	347	2.1%	106,611	103,594	3,017	2.8%	100,682	-2.9%
EMPLOYEE INSURANCE	415,160	36,384	28,993	7,391	20.3%	196,857	160,594	36,263	18.4%	153,751	-4.5%
EMPLOYEE RELATED EXP	18,390	1,225	1,017	208	17.0%	8,585	7,886	699	8.1%	10,796	27.0%
PENSION	372,448	31,037	31,037	0	0.0%	186,222	186,675	-453	-0.2%	188,940	1.2%
<b>TOTAL</b>	<b>\$4,204,868</b>	<b>\$291,927</b>	<b>\$286,102</b>	<b>\$5,825</b>	<b>2.0%</b>	<b>\$1,855,311</b>	<b>\$1,824,303</b>	<b>\$31,008</b>	<b>1.7%</b>	<b>\$1,753,310</b>	<b>-4.0%</b>
<b>VESSELS</b>											
REPAIRS	\$954,350	\$189,450	\$178,059	\$11,391	6.0%	\$640,850	\$492,527	\$148,323	23.1%	\$382,229	-28.9%
FUEL	680,025	46,547	51,157	-4,610	-9.9%	312,877	306,094	6,783	2.2%	333,056	8.1%
INSURANCE	76,800	6,400	5,807	593	9.3%	38,400	34,841	3,559	9.3%	34,841	0.0%
<b>TOTAL</b>	<b>\$1,711,175</b>	<b>\$242,397</b>	<b>\$235,023</b>	<b>\$7,374</b>	<b>3.0%</b>	<b>\$992,127</b>	<b>\$833,461</b>	<b>\$158,666</b>	<b>16.0%</b>	<b>\$750,125</b>	<b>-11.1%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$22,440	\$1,870	\$1,942	-\$72	-3.9%	\$11,220	\$11,524	-\$304	-2.7%	\$9,546	-20.7%
MAIL AGENT	11,220	935	943	-8	-0.9%	5,610	5,618	-8	0.0%	5,610	-0.1%
OFFICE	228,882	15,311	22,700	-7,389	-48.3%	117,411	97,505	19,906	17.0%	99,236	1.7%
CREDIT CARD	123,809	3,192	4,148	-956	-29.9%	41,482	49,085	-7,603	-18.3%	38,573	-27.3%
POSTAGE	3,360	280	200	80	28.6%	1,680	1,789	-109	-6.5%	1,372	-30.4%
TRAVEL	16,500	1,600	14	1,586	99.1%	12,000	9,094	2,906	24.2%	6,928	-31.3%
DAMAGES	22,950	0	0	0	0.0%	9,450	3,881	5,569	58.9%	2,639	-47.1%
OTHER INSURANCES	29,880	2,490	2,065	425	17.1%	14,940	12,388	2,552	17.1%	15,600	20.6%
MISCELLANEOUS	16,076	700	396	304	43.4%	4,090	4,058	32	0.8%	4,517	10.2%
BARGE SUBCONTRACTING	8,500	2,000	2,700	-700	0.0%	3,000	8,550	-5,550	-185.0%	300	0.0%
PROFESSIONAL	95,125	5,855	3,935	1,920	32.8%	52,575	34,570	18,005	0.0%	39,846	13.2%
DUE & PUC	20,975	0	329	-329	0.0%	4,450	9,412	-4,962	0.0%	7,916	-18.9%
UNIFORMS	28,915	1,130	505	625	55.3%	14,485	9,568	4,917	33.9%	1,000	-856.8%
TRAINING	9,750	450	0	450	100.0%	4,875	0	4,875	100.0%	1,799	0.0%
<b>TOTAL</b>	<b>\$638,382</b>	<b>\$35,813</b>	<b>\$39,877</b>	<b>-\$4,064</b>	<b>-11.3%</b>	<b>\$297,268</b>	<b>\$257,041</b>	<b>\$40,226</b>	<b>13.5%</b>	<b>\$234,883</b>	<b>-9.4%</b>

**CBITD Expenses  
Summary**

	FY2020	MARCH				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	\$7,092	\$5,366	\$1,726	24.3%	\$35,360	\$33,728	\$1,632	4.6%	\$37,529	10.1%
JANITORIAL	\$72,540	\$5,950	\$6,281	-331	-5.6%	\$35,760	\$35,788	-28	-0.1%	\$39,152	8.6%
RENT	35,940	2,995	1,662	1,333	44.5%	17,970	14,977	2,993	16.7%	17,314	13.5%
MAINTENANCE	144,210	9,515	12,928	-3,413	-35.9%	71,425	83,319	-11,894	-16.7%	79,558	-4.7%
<b>TOTAL</b>	<b>\$312,693</b>	<b>\$25,552</b>	<b>\$26,237</b>	<b>-\$685</b>	<b>-2.7%</b>	<b>\$160,515</b>	<b>\$167,813</b>	<b>-\$7,298</b>	<b>-4.5%</b>	<b>\$173,553</b>	<b>3.3%</b>
<b>SALES</b>											
ADVERTISING	\$172,565	\$13,015	\$10,179	\$2,836	21.8%	\$71,415	\$56,005	\$15,410	21.6%	\$56,212	0.4%
CATERING	146,555	150	215	-65	-43.3%	23,375	22,526	849	3.6%	17,354	-29.8%
<b>TOTAL</b>	<b>\$319,120</b>	<b>\$13,165</b>	<b>\$10,394</b>	<b>\$2,771</b>	<b>21.0%</b>	<b>\$94,790</b>	<b>\$78,532</b>	<b>\$16,258</b>	<b>17.2%</b>	<b>\$73,566</b>	<b>-6.8%</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>\$608,854</b>	<b>\$597,632</b>	<b>\$11,222</b>	<b>1.8%</b>	<b>\$3,400,011</b>	<b>\$3,161,150</b>	<b>\$238,861</b>	<b>7.0%</b>	<b>\$2,985,437</b>	<b>-5.9%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$153,720</b>	<b>\$150,212</b>	<b>-\$3,507</b>	<b>-2.3%</b>	<b>\$1,164,860</b>	<b>\$1,287,944</b>	<b>\$123,084</b>	<b>10.6%</b>	<b>\$1,235,823</b>	<b>4.2%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$455,134</b>	<b>-\$447,419</b>	<b>\$7,715</b>	<b>1.7%</b>	<b>-\$2,235,151</b>	<b>-\$1,873,205</b>	<b>\$361,946</b>	<b>16.2%</b>	<b>-\$1,749,615</b>	<b>-7.1%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,145,214	\$197,942	\$0	-\$197,942	-100.0%	\$728,726	\$434,653	-\$294,073	-40.4%	\$495,114	-12.2%
FTA RURAL 5311	300,000	40,200	0	-40,200	0.0%	229,300	165,188	-64,112	-28.0%	222,874	-25.9%
STATE SUBSIDY	68,444	15,000	0	-15,000	0.0%	60,000	68,444	8,444	0.0%	68,444	0.0%
<b>TOTAL</b>	<b>\$1,513,658</b>	<b>\$253,142</b>	<b>\$0</b>	<b>-\$253,142</b>	<b>-100.0%</b>	<b>\$1,018,026</b>	<b>\$668,285</b>	<b>-\$349,741</b>	<b>-34.4%</b>	<b>\$786,432</b>	<b>-15.0%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$201,992</b>	<b>-\$447,419</b>	<b>-\$245,427</b>	<b>-121.5%</b>	<b>-\$1,217,125</b>	<b>-\$1,204,920</b>	<b>\$12,205</b>	<b>1.0%</b>	<b>-\$963,183</b>	<b>-25.1%</b>