

**CBITD Revenues and Expenses
Overview**

	FY2020 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
REVENUES											
SCH SERVICE	\$4,507,620	\$368,376	\$148,559	-\$219,817	-59.7%	\$1,640,686	\$1,364,948	-\$275,738	-16.8%	\$1,814,354	-24.8%
GR SALES	\$1,033,577	\$62,180	\$1,064	-\$61,116	-98.3%	\$183,997	\$138,720	-\$45,277	-24.6%	\$234,245	-40.8%
MISC	\$56,340	\$4,250	\$942	-\$3,308	-77.8%	\$38,745	\$33,653	-\$5,092	-13.1%	\$38,706	-13.1%
TOTAL REVENUES	\$5,597,537	\$434,806	\$150,565	-\$284,241	-65.4%	\$1,863,428	\$1,537,321	-\$326,107	-17.5%	\$2,087,305	-26.3%
EXPENSES											
PERSONNEL	\$4,204,868	\$309,943	\$309,358	\$585	0.2%	\$2,521,256	\$2,453,507	\$67,749	2.7%	\$2,375,333	-3.3%
VESSELS	\$1,711,175	\$111,906	\$140,361	-\$28,455	-25.4%	\$1,215,596	\$1,143,535	\$72,061	5.9%	\$1,434,510	20.3%
OPERATIONS	\$638,382	\$59,414	\$59,326	\$88	0.1%	\$403,203	\$357,108	\$46,095	11.4%	\$397,081	10.1%
TERMINAL	\$312,693	\$21,927	\$28,596	-\$6,669	-30.4%	\$201,002	\$226,770	-\$25,768	-12.8%	\$227,211	0.2%
SALES	\$319,120	\$25,070	\$9,494	\$15,576	62.1%	\$130,973	\$94,773	\$36,200	27.6%	\$109,261	13.3%
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	\$528,260	\$547,135	-\$18,875	-3.6%	\$4,472,030	\$4,275,693	\$196,337	4.4%	\$4,543,396	5.9%
OPERATING SURPLUS/LOSS	-\$1,588,701	-\$93,454	-\$396,571	-\$303,117	324.3%	-\$2,608,602	-\$2,738,372	-\$129,770	5.0%	-\$2,456,091	-11.5%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,145,214	\$68,030	\$1,442	-\$66,588	-97.9%	\$854,727	\$440,949	-\$413,778	-48.4%	\$1,055,613	-58.2%
FTA RURAL REVENUE	\$300,000	\$26,300	\$367,420	\$341,120	1297.0%	\$288,200	\$532,608	\$244,408	84.8%	\$269,253	97.8%
FTA OPERATING REVENUE	\$0	\$0	\$1,132,965	\$1,132,965	0.0%	\$0	\$1,132,965	\$1,132,965	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$68,444	\$68,444	0.0%	\$68,444	0.0%
TOTAL OP GRANT RESERVES	\$68,444	\$94,330	\$1,501,827	\$1,407,497	1492.1%	\$68,444	\$2,174,966	\$1,032,039	1507.9%	\$1,393,310	56.1%
SURPLUS/LOSS	-\$75,043	\$876	\$1,105,256	\$1,104,380	126070.8%	-\$1,397,231	-\$563,406	\$833,825	59.7%	-\$1,062,781	47.0%

**CBITD Revenues
Summary**

	FY2020 BUDGET	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$193,548	\$40,684	-\$152,864	-79.0%	\$848,305	\$551,588	-\$296,717	-35.0%	\$864,392	-36.2%
VEHICLE	1,059,460	72,816	55,347	-\$17,469	-24.0%	399,793	411,527	\$11,734	2.9%	483,241	-14.8%
FREIGHT	848,995	96,182	46,386	-\$49,796	-51.8%	345,948	352,867	\$6,919	2.0%	416,774	-15.3%
MAIL	69,960	5,830	6,142	\$312	5.4%	46,640	48,966	\$2,326	5.0%	49,947	-2.0%
TOTAL	\$4,507,620	\$368,376	\$148,559	-\$219,817	-59.7%	\$1,640,686	\$1,364,948	-\$275,738	-16.8%	\$1,814,354	-24.8%
GR SALES											
TOURS	\$599,351	\$31,092	\$0	-\$31,092	-100.0%	\$97,314	\$68,979	-\$28,335	-29.1%	\$114,320	-39.7%
CHARTERS	224,500	18,500	500	-18,000	0.0%	41,000	33,592	-7,408	-18.1%	42,120	-20.2%
CATERING	168,550	10,000	0	-10,000	0.0%	15,000	28,204	13,204	88.0%	55,077	-48.8%
VENDING	8,000	750	310	-440	-58.7%	4,500	2,008	-2,492	-55.4%	2,856	-29.7%
PROMOTIONAL	9,000	550	254	-296	0.0%	7,650	1,661	-5,989	-78.3%	2,259	0.0%
ADVERTISING	24,176	1,288	0	-1,288	-100.0%	18,533	4,275	-14,258	-76.9%	17,614	-75.7%
TOTAL	\$1,033,577	\$62,180	\$1,064	-\$61,116	-98.3%	\$183,997	\$138,720	-\$45,277	-24.6%	\$234,245	-40.8%
OTHER INCOME											
MISC	11,140	850	-39	-\$889	-104.6%	7,645	7,552	-\$93	-1.2%	7,319	3.2%
INTEREST	45,200	3,400	981	-2,419	-71.1%	31,100	26,102	-4,998	-16.1%	31,387	-16.8%
TOTAL	\$56,340	\$4,250	\$942	-\$3,308	-77.8%	\$38,745	\$33,653	-\$5,091	-13.1%	\$38,706	-13.1%
TOTAL OP REVENUES	\$5,597,537	\$434,806	\$150,565	-\$284,241	-65.4%	\$1,863,428	\$1,537,321	-\$326,106	-17.5%	\$2,087,305	-26.3%

**CBITD Expenses
Summary**

	FY2020	MAY				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$3,151,946	\$223,517	\$223,142	\$375	0.2%	\$1,846,972	\$1,852,554	-\$5,582	-0.3%	\$1,769,858	-4.7%
TAXES	246,924	17,545	17,338	207	1.2%	145,093	141,305	3,788	2.6%	137,032	-3.1%
EMPLOYEE INSURANCE	415,160	36,384	36,323	61	0.2%	269,625	200,604	69,021	25.6%	205,634	2.4%
EMPLOYEE RELATED EXP	18,390	1,460	1,517	-57	-3.9%	11,270	10,295	975	8.7%	10,889	5.5%
PENSION	372,448	31,037	31,037	0	0.0%	248,296	248,749	-453	-0.2%	251,920	1.3%
TOTAL	\$4,204,868	\$309,943	\$309,358	\$585	0.2%	\$2,521,256	\$2,453,507	\$67,749	2.7%	\$2,375,333	-3.3%
VESSELS											
REPAIRS	\$954,350	\$54,850	\$98,923	-\$44,073	-80.4%	\$736,150	\$731,098	\$5,052	0.7%	\$949,395	23.0%
FUEL	680,025	50,656	35,631	15,025	29.7%	428,246	365,983	62,263	14.5%	438,660	16.6%
INSURANCE	76,800	6,400	5,807	593	9.3%	51,200	46,454	4,746	9.3%	46,454	0.0%
TOTAL	\$1,711,175	\$111,906	\$140,361	-\$28,455	-25.4%	\$1,215,596	\$1,143,535	\$72,061	5.9%	\$1,434,510	20.3%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,940	-\$70	-3.7%	\$14,960	\$15,402	-\$442	-3.0%	\$13,012	-18.4%
MAIL AGENT	11,220	935	935	0	0.0%	7,480	7,488	-8		7,480	-0.1%
OFFICE	228,882	18,161	41,512	-23,351	-128.6%	157,033	162,676	-5,643	-3.6%	131,387	-23.8%
CREDIT CARD	123,809	6,251	2,919	3,332	53.3%	51,058	56,098	-5,040	-9.9%	50,216	-11.7%
POSTAGE	3,360	280	689	-409	-146.1%	2,240	2,477	-237	-10.6%	2,286	-8.4%
TRAVEL	16,500	1,000	737	263	26.3%	14,900	10,202	4,698	31.5%	13,761	25.9%
DAMAGES	22,950	2,050	581	1,469	0.0%	11,500	5,067	6,433	55.9%	6,331	20.0%
OTHER INSURANCES	29,880	2,490	2,708	-218	-8.8%	19,920	17,803	2,117	10.6%	19,779	10.0%
MISCELLANEOUS	16,076	1,712	148	1,564	91.4%	6,207	4,293	1,914	30.8%	6,579	34.7%
BARGE SUBCONTRACTING	8,500	500	400	100	0.0%	3,500	8,950	-5,450	-155.7%	62,850	0.0%
PROFESSIONAL	95,125	8,715	3,261	5,454	62.6%	68,345	44,069	24,276	0.0%	60,138	26.7%
DUE & PUC	20,975	11,700	2,987	8,713	0.0%	16,875	12,399	4,476	0.0%	19,916	37.7%
UNIFORMS	28,915	3,300	510	2,790	84.5%	21,235	10,182	11,053	52.1%	1,322	-670.2%
TRAINING	9,750	450	0	450	100.0%	7,950	0	7,950	100.0%	2,024	0.0%
TOTAL	\$638,382	\$59,414	\$59,326	\$87	0.1%	\$403,203	\$357,108	\$46,097	11.4%	\$397,081	10.1%

**CBITD Expenses
Summary**

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		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$4,067	\$3,746	\$321	7.9%	\$44,037	\$42,288	\$1,749	4.0%	\$46,763	9.6%
JANITORIAL	\$72,540	\$6,250	\$8,056	-1,806	-28.9%	\$47,900	\$52,161	-4,261	-8.9%	\$54,085	3.6%
RENT	35,940	2,995	2,996	-1	0.0%	23,960	22,301	1,659	6.9%	23,305	4.3%
MAINTENANCE	144,210	8,615	13,799	-5,184	-60.2%	85,105	110,019	-24,914	-29.3%	103,058	-6.8%
TOTAL	\$312,693	\$21,927	\$28,596	-\$6,669	-30.4%	\$201,002	\$226,770	-\$25,768	-12.8%	\$227,211	0.2%
SALES											
ADVERTISING	\$172,565	\$17,720	\$9,494	\$8,226	46.4%	\$98,998	\$72,246	\$26,752	27.0%	\$85,846	15.8%
CATERING	146,555	7,350	0	7,350	100.0%	31,975	22,526	9,449	29.6%	23,416	3.8%
TOTAL	\$319,120	\$25,070	\$9,494	\$15,576	62.1%	\$130,973	\$94,773	\$36,200	27.6%	\$109,261	13.3%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,186,238	\$528,260	\$547,135	-\$18,875	-3.6%	\$4,472,030	\$4,275,693	\$196,337	4.4%	\$4,543,396	5.9%
TOTAL OP REVENUES	\$5,597,537	\$434,806	\$150,565	-\$284,241	-65.4%	\$1,863,428	\$1,537,321	-\$326,106	-17.5%	\$2,087,305	-26.3%
OP SURPLUS/LOSS	-\$1,588,701	-\$93,454	-\$396,571	-\$303,116	-324.3%	-\$2,608,602	-\$2,738,372	-\$129,770	-5.0%	-\$2,456,091	-11.5%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,145,214	\$68,030	\$1,442	-\$66,588	-97.9%	\$854,727	\$440,949	-\$413,778	-48.4%	\$1,055,613	-58.2%
FTA RURAL REVENUE	\$300,000	\$26,300	\$367,420	\$341,120	0.0%	\$288,200	532,608	244,408	84.8%	269,253	97.8%
FTA OPERATING REVENUE	\$0	\$0	\$1,132,965	\$1,132,965	0.0%	\$0	1,132,965	1,132,965	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	\$94,330	\$1,501,827	\$1,407,497	1492.1%	\$68,444	\$2,174,966	\$963,595	1407.9%	\$1,393,310	56.1%
SURPLUS/LOSS	-\$75,043	\$876	\$1,105,256	\$1,104,380	126070.8%	-\$1,397,231	-\$563,406	\$833,825	59.7%	-\$1,062,781	47.0%