



January 17, 2020

**FY 2020 Financial Notes:**  
For the Month of November, 2019

**Synopsis:**

November Revenues were \$215K and compared favorably to budget by 13.2% and were 6.8% favorable to November, 2018. Expenses were also favorable to budget by 6.7% and were 12.9% lower than November of last year. Operating results were 21.0% favorable to budget at -\$218K, and were favorable to November of last year by 26.4%. **The result was a loss that was 50.4% better than expected at -\$92K, and 62.1% better than November of last year.**

**Revenue Assessment: Excellent**

*Current Month:*

November Operating Revenue of \$215K closed 13.2% above budgeted amounts and 6.8% above the same period last fiscal year.

- Scheduled passenger revenues of \$82K were 8.3% below budget and 0.9% above the same period last year.
- Vehicle revenues of \$57K were higher than expectations and closed 29.8% higher than budget and also 3.7% higher than the same period last year.
- Freight revenues were good at \$49K and closed 29.8% over budget and 3.7% ahead of the same period last year.
- Group sales also beat budget and closed 62.5% ahead of projections and 76.1% ahead the same month last year.

*Year to date (YTD):*

YTD Operating Revenue was \$626K and was 11.4% ahead of budget and 11.9% above the same period last fiscal year.

- Scheduled passenger revenues YTD were better than budget by 3.6%, and were up 11.0% as compared to last fiscal year.
- Vehicle revenues YTD of \$145K are better than budget by 15.0% and are 5.5% ahead of FY19 YTD.
- Freight revenues YTD of \$126K were 7.4% above budgeted numbers and were 6.5% ahead of last fiscal YTD.
- Group sales YTD of \$98K closed 37.0% ahead of budget and 34.1% ahead of the same period last year.

**Expense Assessment: Excellent**

*Current Month:*

November expenses of \$433K were 6.7% below budgeted amount and were 12.9% below November of last year.

- Personnel expenses were 7.5% under budget and 5.4% lower than last November.
  - Direct labor offset for the month came in at \$2.5K, which was lower than planned.

- Employee insurances were well under budget for the month, some correction is expected as the District moves into plan year 2020.
- Vessel maintenance ended 23.3% under budget and 39.9% lower than November of last year.
  - Machigonne was well under budget for the month, repairs included various electrical and glass repairs.
  - Maquoit was over budget and included several parts and repairs to the crane and related equipment.
  - Aucocisco was over budget for the month and included boiler repairs and wheelhouse equipment.
  - Fuel was under budget, but is subject to timing variances. CBL has locked fuel pricing for the remainder of FY2020 at \$2.38 per gallon. Biodiesel is currently locked at \$2.25 per gallon.
  - Diving expense was not recognized in November, due to a timing issue.
- Operations expense was 26.8% over budget and 10.3% above the same period last year.
  - Data processing included license renewals as well as network support and maintenance, but is under budget due to a timing variance on quarterly ticketing software support.
  - Employee recognition included Hannaford Gift Cards for employee bonus, which was not budgeted.
  - Dues and PUC included annual membership dues for Passenger Vessel Association which were budgeted in December.
  - Uniforms included winter apparel for crew and staff.
  - Damages were well under budget for the month.
- Terminal expense was 2.2% under budget and 24.7% under November of last year.
  - Terminal Misc included hoist repairs and service at slipways.
- Sales expense was under budget and closed 11.3% below projections and 5.8% lower than the same period last year.
  - Marketing included marketing consulting and related services for the month.
  - Bar expense included State of Maine Liquor License
  - Website included optimization and minor website configuration work
  - Sailing Schedule included expense for partial winter schedule order.

*Year to date (YTD):*

YTD Expenses were 6.4% under budget and were 4.7% lower than last YTD.

- Personnel expenses YTD were 0.4% favorable to budget and 3.3% above last YTD.
- Vessel maintenance was 20.2% under budget and 31.9% lower than last fiscal YTD.
- Operations expense was 5.0% better than budget and 11.3% above last YTD.
- Terminal expense was 10.2% unfavorable to budget and 7.4% lower than last YTD.
- Sales expense YTD was 7.3% below budget and 0.4% below last YTD.

**Operating Surplus/Loss:            Excellent**

*Current Month:*

Operating result of -\$218K was 21.0% better than budget and 26.4% better than the same period last year.

*Year to date (YTD):*

YTD operating result of \$-368K was 26.7% better than budget and 23.9% favorable to last YTD where the result was -\$484K.

**Grant Revenues: Excellent**

*Current Month:*

Grant revenue of \$126K was 42.4% better than budget and 29.9% behind the same period last year.

*Year to date (YTD):*

Grant revenue YTD of \$235K is 28.5% ahead budget, and 18.9% below last YTD.

**Surplus/Loss: Excellent**

*Current Month:*

Final result of -\$92K beat projections by a margin of 50.4% and were 62.1% better than November of last year, where the result was a surplus of -\$77K.

*Year to date (YTD):*

Our current YTD result is -\$132K, which is 58.2% better than budget and 58.6% favorable to last YTD, where the result was -\$320K.

**Line of Credit Balance: \$0**

**CBITD Revenues and Expenses  
Overview**

	FY2020 BUDGET	NOVEMBER				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	\$173,124	\$189,314	\$16,190	9.4%	\$480,508	\$516,534	\$36,026	7.5%	\$477,071	8.3%
GR SALES	\$1,033,577	\$11,980	\$19,463	\$7,483	62.5%	\$72,230	\$98,920	\$26,690	37.0%	\$73,783	34.1%
MISC	\$56,340	\$5,135	\$6,531	\$1,396	27.2%	\$10,240	\$11,532	\$1,292	12.6%	\$9,508	21.3%
<b>TOTAL REVENUES</b>	<b>\$5,597,537</b>	<b>\$190,239</b>	<b>\$215,308</b>	<b>\$25,069</b>	<b>13.2%</b>	<b>\$562,978</b>	<b>\$626,986</b>	<b>\$64,008</b>	<b>11.4%</b>	<b>\$560,362</b>	<b>11.9%</b>
<b>EXPENSES</b>											
PERSONNEL	\$4,204,868	\$287,123	\$265,669	\$21,454	7.5%	\$639,903	\$637,068	\$2,835	0.4%	\$616,508	-3.3%
VESSELS	\$1,711,175	\$91,772	\$70,373	\$21,399	23.3%	\$205,140	\$163,762	\$41,378	20.2%	\$240,406	31.9%
OPERATIONS	\$638,382	\$50,341	\$63,840	-\$13,499	-26.8%	\$134,047	\$108,375	\$25,672	19.2%	\$96,155	-12.7%
TERMINAL	\$312,693	\$25,102	\$24,550	\$552	2.2%	\$45,799	\$50,484	-\$4,685	-10.2%	\$54,471	7.3%
SALES	\$319,120	\$10,750	\$9,533	\$1,217	11.3%	\$38,575	\$35,746	\$2,829	7.3%	\$35,885	0.4%
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>\$465,088</b>	<b>\$433,965</b>	<b>\$31,123</b>	<b>6.7%</b>	<b>\$1,063,464</b>	<b>\$995,436</b>	<b>\$68,029</b>	<b>6.4%</b>	<b>\$1,043,424</b>	<b>4.6%</b>
<b>OPERATING SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$274,849</b>	<b>-\$218,656</b>	<b>\$56,193</b>	<b>20.4%</b>	<b>-\$500,486</b>	<b>-\$368,450</b>	<b>\$132,036</b>	<b>26.4%</b>	<b>-\$483,062</b>	<b>23.7%</b>
<b>OP GRANT REVENUES</b>											
FTA PM REVENUE	\$1,145,214	\$50,384	\$69,857	\$19,473	38.6%	\$115,432	\$119,913	\$4,481	3.9%	\$167,020	-28.2%
FTA RURAL REVENUE	\$300,000	\$38,400	\$34,475	-\$3,925	-10.2%	\$68,100	\$77,856	\$9,756	14.3%	\$78,839	-1.2%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$22,118	\$22,118	0.0%	\$0	\$38,414	\$38,414	0.0%	\$44,840	0.0%
<b>TOTAL OP GRANT RESERVES</b>	<b>\$1,513,658</b>	<b>\$88,784</b>	<b>\$126,450</b>	<b>\$37,666</b>	<b>42.4%</b>	<b>\$183,532</b>	<b>\$236,183</b>	<b>\$52,651</b>	<b>28.7%</b>	<b>\$290,699</b>	<b>-18.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$186,065</b>	<b>-\$92,206</b>	<b>\$93,859</b>	<b>50.4%</b>	<b>-\$316,954</b>	<b>-\$132,266</b>	<b>\$184,688</b>	<b>58.3%</b>	<b>-\$192,363</b>	<b>31.2%</b>

**CBITD Revenues  
Summary**

	FY2020 BUDGET	NOVEMBER				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
<b>REVENUES</b>											
PASSENGER	\$2,529,205	\$89,548	\$82,138	-\$7,410	-8.3%	\$236,689	\$245,157	\$8,468	3.6%	\$220,939	11.0%
VEHICLE	1,059,460	45,243	57,408	\$12,165	26.9%	126,463	145,370	\$18,907	15.0%	137,793	5.5%
FREIGHT	848,995	32,503	43,740	\$11,237	34.6%	105,696	113,748	\$8,052	7.6%	106,261	7.0%
MAIL	69,960	5,830	6,030	\$200	3.4%	11,660	12,259	\$599	5.1%	12,077	1.5%
<b>TOTAL</b>	<b>\$4,507,620</b>	<b>\$173,124</b>	<b>\$189,314</b>	<b>\$16,190</b>	<b>9.4%</b>	<b>\$480,508</b>	<b>\$516,534</b>	<b>\$36,026</b>	<b>7.5%</b>	<b>\$477,071</b>	<b>8.3%</b>
<b>GR SALES</b>											
TOURS	\$599,351	\$8,012	\$13,124	\$5,112	63.8%	\$47,741	\$56,058	\$8,317	17.4%	\$46,164	21.4%
CHARTERS	224,500	2,250	6,062	3,812	0.0%	18,500	25,762	7,262	39.3%	11,125	131.6%
CATERING	168,550	500	0	-500	0.0%	2,500	15,859	13,359	534.4%	14,750	7.5%
VENDING	8,000	500	0	-500	-100.0%	1,250	622	-628	-50.2%	1,157	-46.2%
PROMOTIONAL	9,000	550	277	-273	0.0%	1,900	619	-1,281	-67.4%	622	0.0%
ADVERTISING	24,176	168	0	-168	-100.0%	339	0	-339	-100.0%	-34	100.0%
<b>TOTAL</b>	<b>\$1,033,577</b>	<b>\$11,980</b>	<b>\$19,463</b>	<b>\$7,483</b>	<b>62.5%</b>	<b>\$72,230</b>	<b>\$98,920</b>	<b>\$26,690</b>	<b>37.0%</b>	<b>\$73,783</b>	<b>34.1%</b>
<b>OTHER INCOME</b>											
MISC	11,140	1,035	2,066	\$1,031	99.6%	1,990	2,330	\$340	17.1%	2,482	-6.1%
INTEREST	45,200	4,100	4,465	365	8.9%	8,250	9,202	952	11.5%	7,026	31.0%
<b>TOTAL</b>	<b>\$56,340</b>	<b>\$5,135</b>	<b>\$6,531</b>	<b>\$1,396</b>	<b>27.2%</b>	<b>\$10,240</b>	<b>\$11,532</b>	<b>\$1,292</b>	<b>12.6%</b>	<b>\$9,508</b>	<b>21.3%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$190,239</b>	<b>\$215,309</b>	<b>\$25,069</b>	<b>13.2%</b>	<b>\$562,978</b>	<b>\$626,986</b>	<b>\$64,008</b>	<b>11.4%</b>	<b>\$560,362</b>	<b>11.9%</b>

**CBITD Expenses  
Summary**

	FY2020	NOVEMBER				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	\$208,731	\$203,009	\$5,722	2.7%	\$478,135	\$491,373	-\$13,238	-2.8%	\$463,028	-6.1%
TAXES	246,924	16,395	15,325	1,070	6.5%	37,539	37,429	110	0.3%	36,424	-2.8%
EMPLOYEE INSURANCE	415,160	29,235	15,293	13,942	47.7%	58,470	42,648	15,822	27.1%	50,799	16.0%
EMPLOYEE RELATED EXP	18,390	1,725	1,005	720	41.7%	3,685	3,091	594	16.1%	3,276	5.6%
PENSION	372,448	31,037	31,037	0	0.0%	62,074	62,527	-453	-0.7%	62,980	0.7%
<b>TOTAL</b>	<b>\$4,204,868</b>	<b>\$287,123</b>	<b>\$265,669</b>	<b>\$21,454</b>	<b>7.5%</b>	<b>\$639,903</b>	<b>\$637,068</b>	<b>\$2,835</b>	<b>0.4%</b>	<b>\$616,508</b>	<b>-3.3%</b>
<b>VESSELS</b>											
REPAIRS	\$954,350	\$32,500	\$22,709	\$9,791	30.1%	\$78,750	\$52,734	\$26,016	33.0%	\$107,894	51.1%
FUEL	680,025	52,872	41,857	11,015	20.8%	113,590	99,415	14,175	12.5%	120,898	17.8%
INSURANCE	76,800	6,400	5,807	593	9.3%	12,800	11,614	1,186	9.3%	11,614	0.0%
<b>TOTAL</b>	<b>\$1,711,175</b>	<b>\$91,772</b>	<b>\$70,373</b>	<b>\$21,399</b>	<b>23.3%</b>	<b>\$205,140</b>	<b>\$163,762</b>	<b>\$41,378</b>	<b>20.2%</b>	<b>\$240,406</b>	<b>31.9%</b>
<b>OPERATIONS</b>											
TELEPHONE	\$22,440	\$1,870	\$1,444	\$426	22.8%	\$3,740	\$2,986	\$754	20.2%	\$3,061	2.5%
MAIL AGENT	11,220	935	935	0	0.0%	1,870	1,870	0	0.0%	1,870	0.0%
OFFICE	228,882	16,111	26,226	-10,115	-62.8%	39,442	37,689	1,753	4.4%	45,306	16.8%
CREDIT CARD	123,809	7,980	9,931	-1,951	-24.4%	24,080	28,299	-4,219	-17.5%	23,047	-22.8%
POSTAGE	3,360	280	421	-141	-50.4%	560	762	-202	-36.1%	387	-96.9%
TRAVEL	16,500	2,800	2,876	-76	-2.7%	5,000	3,042	1,958	39.2%	2,102	-44.7%
DAMAGES	22,950	4,000	0	4,000	0.0%	7,450	742	6,708	90.0%	304	-144.1%
OTHER INSURANCES	29,880	0	2,065	-2,065	#DIV/0!	27,380	4,129	23,251	84.9%	5,200	20.6%
MISCELLANEOUS	16,076	935	388	547	58.5%	1,690	1,397	293	17.3%	1,001	-39.6%
BARGE SUBCONTRACTING	8,500	500	0	500	0.0%	1,000	5,850	-4,850	-485.0%	200	0.0%
PROFESSIONAL	95,125	6,655	3,506	3,149	47.3%	12,510	4,898	7,612	0.0%	12,628	61.2%
DUE & PUC	20,975	175	8,468	-8,293	0.0%	175	8,980	-8,805	0.0%	672	-1236.3%
UNIFORMS	28,915	7,650	7,580	70	0.9%	8,250	7,730	520	6.3%	375	-1961.3%
TRAINING	9,750	450	0	450	100.0%	900	0	900	100.0%	0	0.0%
<b>TOTAL</b>	<b>\$638,382</b>	<b>\$50,341</b>	<b>\$63,840</b>	<b>-\$13,499</b>	<b>-26.8%</b>	<b>\$134,047</b>	<b>\$108,375</b>	<b>\$25,673</b>	<b>19.2%</b>	<b>\$96,155</b>	<b>-12.7%</b>

**CBITD Expenses  
Summary**

FY2020	NOVEMBER				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	\$4,772	\$6,612	-\$1,840	-38.6%	\$8,564	\$10,897	-\$2,333	-27.2%	\$9,749	-11.8%
JANITORIAL	\$72,540	\$5,950	\$5,527	423	7.1%	\$12,080	\$11,115	965	8.0%	\$14,066	21.0%
RENT	35,940	2,995	2,995	0	0.0%	5,990	5,991	-1	0.0%	5,990	0.0%
MAINTENANCE	144,210	11,385	9,416	1,969	17.3%	19,165	22,480	-3,315	-17.3%	24,666	8.9%
<b>TOTAL</b>	<b>\$312,693</b>	<b>\$25,102</b>	<b>\$24,550</b>	<b>\$552</b>	<b>2.2%</b>	<b>\$45,799</b>	<b>\$50,484</b>	<b>-\$4,685</b>	<b>-10.2%</b>	<b>\$54,471</b>	<b>7.3%</b>
<b>SALES</b>											
ADVERTISING	\$172,565	\$10,000	\$7,775	\$2,225	22.3%	\$20,750	\$19,537	\$1,213	5.8%	\$23,512	16.9%
CATERING	146,555	750	1,759	-1,009	-134.5%	17,825	16,210	1,615	9.1%	12,373	-31.0%
<b>TOTAL</b>	<b>\$319,120</b>	<b>\$10,750</b>	<b>\$9,533</b>	<b>\$1,217</b>	<b>11.3%</b>	<b>\$38,575</b>	<b>\$35,746</b>	<b>\$2,829</b>	<b>7.3%</b>	<b>\$35,885</b>	<b>0.4%</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>\$465,088</b>	<b>\$433,965</b>	<b>\$31,123</b>	<b>6.7%</b>	<b>\$1,063,464</b>	<b>\$995,436</b>	<b>\$68,028</b>	<b>6.4%</b>	<b>\$1,043,424</b>	<b>4.6%</b>
<b>TOTAL OP REVENUES</b>	<b>\$5,597,537</b>	<b>\$190,239</b>	<b>\$215,309</b>	<b>\$25,069</b>	<b>13.2%</b>	<b>\$562,978</b>	<b>\$626,986</b>	<b>\$64,008</b>	<b>11.4%</b>	<b>\$560,362</b>	<b>11.9%</b>
<b>OP SURPLUS/LOSS</b>	<b>-\$1,588,701</b>	<b>-\$274,849</b>	<b>-\$218,656</b>	<b>\$56,192</b>	<b>20.4%</b>	<b>-\$500,486</b>	<b>-\$368,450</b>	<b>\$132,036</b>	<b>26.4%</b>	<b>-\$483,062</b>	<b>23.7%</b>
<b>OP GRANT REVENUES</b>											
FTA PREVENTATIVE MAIN	\$1,145,214	\$50,384	\$69,857	\$19,473	38.6%	\$115,432	\$119,913	\$4,481	3.9%	\$167,020	-28.2%
FTA RURAL 5311	300,000	38,400	34,475	-3,925	0.0%	68,100	77,856	9,756	14.3%	78,839	-1.2%
STATE SUBSIDY	68,444	0	22,118	22,118	0.0%	0	38,414	38,414	0.0%	44,840	0.0%
<b>TOTAL</b>	<b>\$1,513,658</b>	<b>\$88,784</b>	<b>\$126,450</b>	<b>\$37,666</b>	<b>42.4%</b>	<b>\$183,532</b>	<b>\$236,183</b>	<b>\$52,651</b>	<b>28.7%</b>	<b>\$290,699</b>	<b>-18.8%</b>
<b>SURPLUS/LOSS</b>	<b>-\$75,043</b>	<b>-\$186,065</b>	<b>-\$92,206</b>	<b>\$93,858</b>	<b>50.4%</b>	<b>-\$316,954</b>	<b>-\$132,266</b>	<b>\$184,687</b>	<b>58.3%</b>	<b>-\$192,363</b>	<b>31.2%</b>