

**CBITD Revenues and Expenses
Overview**

	FY2020 BUDGET	OCTOBER				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	FY19
REVENUES											
SCH SERVICE	\$4,507,620	\$307,384	\$327,219	\$19,835	6.5%	\$307,384	\$327,219	\$19,835	6.5%	\$293,425	11.5%
GR SALES	\$1,033,577	\$60,250	\$79,457	\$19,207	31.9%	\$60,250	\$79,457	\$19,207	31.9%	\$62,732	26.7%
MISC	\$56,340	\$5,105	\$5,001	-\$104	-2.0%	\$5,105	\$5,001	-\$104	-2.0%	\$2,595	92.7%
TOTAL REVENUES	\$5,597,537	\$372,739	\$411,677	\$38,938	10.4%	\$372,739	\$411,677	\$38,938	10.4%	\$358,752	14.8%
EXPENSES											
PERSONNEL	\$4,204,868	\$352,780	\$371,399	-\$18,619	-5.3%	\$352,780	\$371,399	-\$18,619	-5.3%	\$335,623	-10.7%
VESSELS	\$1,711,175	\$113,368	\$93,389	\$19,979	17.6%	\$113,368	\$93,389	\$19,979	17.6%	\$123,374	24.3%
OPERATIONS	\$638,382	\$83,706	\$44,535	\$39,171	46.8%	\$83,706	\$44,535	\$39,171	46.8%	\$39,486	-12.8%
TERMINAL	\$312,693	\$20,697	\$25,934	-\$5,237	-25.3%	\$20,697	\$25,934	-\$5,237	-25.3%	\$21,895	-18.4%
SALES	\$319,120	\$27,825	\$26,213	\$1,612	5.8%	\$27,825	\$26,213	\$1,612	5.8%	\$25,766	-1.7%
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	\$598,376	\$561,471	\$36,906	6.2%	\$598,376	\$561,471	\$36,906	6.2%	\$546,145	-2.8%
OPERATING SURPLUS/LOSS	-\$1,588,701	-\$225,637	-\$149,794	\$75,843	33.6%	-\$225,637	-\$149,794	\$75,843	33.6%	-\$187,392	20.1%
OP GRANT REVENUES											
FTA PM REVENUE	\$1,145,214	\$65,048	\$49,717	-\$15,331	-23.6%	\$65,048	\$49,717	-\$15,331	-23.6%	\$53,086	-6.3%
FTA RURAL REVENUE	\$300,000	\$29,700	\$43,381	\$13,681	46.1%	\$29,700	\$43,381	\$13,681	46.1%	\$42,648	1.7%
FTA OPERATING REVENUE	\$0	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	0.0%
STATE SUBSIDY REVENUE	\$68,444	\$0	\$16,296	\$16,296	0.0%	\$0	\$16,296	\$16,296	0.0%	\$14,641	0.0%
TOTAL OP GRANT RESERVES	\$1,513,658	\$94,748	\$109,394	\$14,646	15.5%	\$94,748	\$109,394	\$14,646	15.5%	\$110,375	-0.9%
SURPLUS/LOSS	-\$75,043	-\$130,889	-\$40,399	\$90,490	69.1%	-\$130,889	-\$40,399	\$90,490	69.1%	-\$77,017	47.5%

**CBITD Revenues
Summary**

	FY2020 BUDGET	OCTOBER				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
REVENUES											
PASSENGER	\$2,529,205	\$147,141	\$163,019	\$15,878	10.8%	\$147,141	\$163,019	\$15,878	10.8%	\$139,524	16.8%
VEHICLE	1,059,460	81,220	87,963	\$6,743	8.3%	81,220	87,963	\$6,743	8.3%	83,564	5.3%
FREIGHT	848,995	73,193	70,007	-\$3,186	-4.4%	73,193	70,007	-\$3,186	-4.4%	64,210	9.0%
MAIL	69,960	5,830	6,230	\$400	6.9%	5,830	6,230	\$400	6.9%	6,126	1.7%
TOTAL	\$4,507,620	\$307,384	\$327,219	\$19,835	6.5%	\$307,384	\$327,219	\$19,835	6.5%	\$293,425	11.5%
GR SALES											
TOURS	\$599,351	\$39,729	\$42,934	\$3,205	8.1%	\$39,729	\$42,934	\$3,205	8.1%	\$39,204	9.5%
CHARTERS	224,500	16,250	19,700	3,450	0.0%	16,250	19,700	3,450	21.2%	7,550	160.9%
CATERING	168,550	2,000	15,859	13,859	0.0%	2,000	15,859	13,859	693.0%	14,750	7.5%
VENDING	8,000	750	622	-128	-17.1%	750	622	-128	-17.1%	820	-24.1%
PROMOTIONAL	9,000	1,350	343	-1,007	0.0%	1,350	343	-1,007	-74.6%	433	0.0%
ADVERTISING	24,176	171	0	-171	-100.0%	171	0	-171	-100.0%	-24	100.0%
TOTAL	\$1,033,577	\$60,250	\$79,457	\$19,207	31.9%	\$60,250	\$79,457	\$19,207	31.9%	\$62,732	26.7%
OTHER INCOME											
MISC	11,140	955	264	-\$691	-72.4%	955	264	-\$691	-72.4%	394	-33.0%
INTEREST	45,200	4,150	4,737	587	14.1%	4,150	4,737	587	14.1%	2,201	115.2%
TOTAL	\$56,340	\$5,105	\$5,001	-\$104	-2.0%	\$5,105	\$5,001	-\$104	-2.0%	\$2,595	92.7%
TOTAL OP REVENUES	\$5,597,537	\$372,739	\$411,677	\$38,938	10.4%	\$372,739	\$411,677	\$38,938	10.4%	\$358,753	14.8%

**CBITD Expenses
Summary**

	FY2020	OCTOBER				FISCAL YEAR TO DATE				PREVIOUS	FY20 vs FY19
		PROJECTED	ACTUAL	VARIANCE	VARIANCE %	PROJECTED	ACTUAL	VARIANCE	VARIANCE %	YTD	
EXPENSES											
PERSONNEL											
PAYROLL	\$3,151,946	\$269,404	\$288,364	-\$18,960	-7.0%	\$269,404	\$288,364	-\$18,960	-7.0%	\$257,597	-11.9%
TAXES	246,924	21,144	22,104	-960	-4.5%	21,144	22,104	-960	-4.5%	20,758	-6.5%
EMPLOYEE INSURANCE	415,160	29,235	27,355	1,880	6.4%	29,235	27,355	1,880	6.4%	24,564	-11.4%
EMPLOYEE RELATED EXP	18,390	1,960	2,086	-126	-6.4%	1,960	2,086	-126	-6.4%	1,215	-71.7%
PENSION	372,448	31,037	31,490	-453	-1.5%	31,037	31,490	-453	-1.5%	31,490	0.0%
TOTAL	\$4,204,868	\$352,780	\$371,399	-\$18,619	-5.3%	\$352,780	\$371,399	-\$18,619	-5.3%	\$335,623	-10.7%
VESSELS											
REPAIRS	\$954,350	\$46,250	\$30,025	\$16,225	35.1%	\$46,250	\$30,025	\$16,225	35.1%	\$49,968	39.9%
FUEL	680,025	60,718	57,558	3,160	5.2%	60,718	57,558	3,160	5.2%	67,600	14.9%
INSURANCE	76,800	6,400	5,807	593	9.3%	6,400	5,807	593	9.3%	5,807	0.0%
TOTAL	\$1,711,175	\$113,368	\$93,389	\$19,979	17.6%	\$113,368	\$93,389	\$19,979	17.6%	\$123,374	24.3%
OPERATIONS											
TELEPHONE	\$22,440	\$1,870	\$1,542	\$328	17.5%	\$1,870	\$1,542	\$328	17.5%	\$1,546	0.3%
MAIL AGENT	11,220	935	935	0	0.0%	935	935	0	0.0%	935	0.0%
OFFICE	228,882	23,331	11,462	11,869	50.9%	23,331	11,462	11,869	50.9%	16,659	31.2%
CREDIT CARD	123,809	16,100	18,369	-2,269	-14.1%	16,100	18,369	-2,269	-14.1%	13,448	-36.6%
POSTAGE	3,360	280	341	-61	-21.8%	280	341	-61	-21.8%	287	-18.8%
TRAVEL	16,500	2,200	167	2,033	92.4%	2,200	167	2,033	92.4%	261	36.0%
DAMAGES	22,950	3,450	742	2,708	0.0%	3,450	742	2,708	78.5%	170	-336.5%
OTHER INSURANCES	29,880	27,380	2,065	25,315	92.5%	27,380	2,065	25,315	92.5%	2,600	20.6%
MISCELLANEOUS	16,076	755	1,009	-254	-33.6%	755	1,009	-254	-33.6%	858	-17.6%
BARGE SUBCONTRACTING	8,500	500	5,850	-5,350	0.0%	500	5,850	-5,350	-1070.0%	0	0.0%
PROFESSIONAL	95,125	5,855	1,392	4,463	76.2%	5,855	1,392	4,463	0.0%	2,310	39.7%
DUE & PUC	20,975	0	512	-512	0.0%	0	512	-512	0.0%	248	-106.5%
UNIFORMS	28,915	600	150	450	75.0%	600	150	450	75.0%	165	9.1%
TRAINING	9,750	450	0	450	100.0%	450	0	450	100.0%	0	0.0%
TOTAL	\$638,382	\$83,706	\$44,535	\$39,170	46.8%	\$83,706	\$44,535	\$39,170	46.8%	\$39,486	-12.8%

**CBITD Expenses
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EXPENSES											
TERMINAL											
UTILITIES	\$60,003	\$3,792	\$4,285	-\$493	-13.0%	\$3,792	\$4,285	-\$493	-13.0%	\$4,287	0.0%
JANITORIAL	\$72,540	\$6,130	\$5,588	542	8.8%	\$6,130	\$5,588	542	8.8%	\$8,300	32.7%
RENT	35,940	2,995	2,996	-1	0.0%	2,995	2,996	-1	0.0%	2,995	0.0%
MAINTENANCE	144,210	7,780	13,064	-5,284	-67.9%	7,780	13,064	-5,284	-67.9%	6,313	-106.9%
TOTAL	\$312,693	\$20,697	\$25,934	-\$5,237	-25.3%	\$20,697	\$25,934	-\$5,237	-25.3%	\$21,895	-18.4%
SALES											
ADVERTISING	\$172,565	\$10,750	\$11,762	-\$1,012	-9.4%	\$10,750	\$11,762	-\$1,012	-9.4%	\$15,369	23.5%
CATERING	146,555	17,075	14,451	2,624	15.4%	17,075	14,451	2,624	15.4%	10,397	-39.0%
TOTAL	\$319,120	\$27,825	\$26,213	\$1,612	5.8%	\$27,825	\$26,213	\$1,612	5.8%	\$25,766	-1.7%
DEBT SERVICE											
TOTAL	\$0	\$0	\$0	\$0		\$0	\$0	\$0		\$0	
TOTAL EXPENSES	\$7,186,238	\$598,376	\$561,471	\$36,905	6.2%	\$598,376	\$561,471	\$36,905	6.2%	\$546,145	-2.8%
TOTAL OP REVENUES	\$5,597,537	\$372,739	\$411,677	\$38,938	10.4%	\$372,739	\$411,677	\$38,938	10.4%	\$358,753	14.8%
OP SURPLUS/LOSS	-\$1,588,701	-\$225,637	-\$149,794	\$75,843	33.6%	-\$225,637	-\$149,794	\$75,843	33.6%	-\$187,392	20.1%
OP GRANT REVENUES											
FTA PREVENTATIVE MAIN	\$1,145,214	\$65,048	\$49,717	-\$15,331	-23.6%	\$65,048	\$49,717	-\$15,331	-23.6%	\$53,086	-6.3%
FTA RURAL 5311	300,000	29,700	43,381	13,681	0.0%	29,700	43,381	13,681	46.1%	42,648	1.7%
STATE SUBSIDY	68,444	0	16,296	16,296	0.0%	0	16,296	16,296	0.0%	14,641	0.0%
TOTAL	\$1,513,658	\$94,748	\$109,394	\$14,646	15.5%	\$94,748	\$109,394	\$14,646	15.5%	\$110,375	-0.9%
SURPLUS/LOSS	-\$75,043	-\$130,889	-\$40,399	\$90,489	69.1%	-\$130,889	-\$40,399	\$90,489	69.1%	-\$77,017	47.5%