

## STATEMENT OF REVENUES &amp; EXPENSES - PROPOSED 2019 OPERATING BUDGET vs. 2018 ESTIMATE

	2017 ACTUAL	2018 BUDGET	2018 ESTIMATE *	2019 BUDGET	2019 vs. 2018 ESTIMATE	
					Inc(Dec)	% Inc(Dec)
<b>OPERATING REVENUES:</b>						
Automobile Revenue	29,814,553	30,818,422	30,141,308	<b>33,598,831</b>	3,457,523	11.5%
Freight Revenue	28,246,478	27,955,059	28,263,058	<b>31,769,257</b>	3,506,199	12.4%
Passenger Revenue	31,527,306	33,464,516	32,475,672	<b>32,941,689</b>	466,017	1.4%
Bicycle,Mail,Misc Voyage	1,451,787	1,492,025	1,451,782	<b>1,446,546</b>	(5,236)	-0.4%
Revenue From Terminal Operations	4,081,622	3,999,875	4,035,158	<b>4,220,400</b>	185,242	4.6%
Parking Revenue	7,149,115	7,420,000	7,369,040	<b>8,087,749</b>	718,709	9.8%
Rent Revenue	640,897	659,000	704,721	<b>806,000</b>	101,279	14.4%
<b>TOTAL OPERATING REVENUES</b>	<b>102,911,758</b>	<b>105,808,897</b>	<b>104,440,739</b>	<b>112,870,472</b>	<b>8,429,733</b>	<b>8.1%</b>
<b>OPERATING EXPENSES</b>						
Operation Of Vessels	22,134,613	23,316,493	23,425,802	<b>25,973,558</b>	2,547,756	10.9%
Operation Of Terminals	11,962,590	12,120,295	12,413,061	<b>12,736,374</b>	323,313	2.6%
Depreciation	10,855,427	11,620,722	11,563,187	<b>11,650,145</b>	86,958	0.8%
Maintenance Expense	15,771,744	16,161,445	18,026,784	<b>18,535,648</b>	508,864	2.8%
General Expense	23,960,262	24,418,217	25,125,345	<b>25,734,161</b>	608,816	2.4%
Casualties & Insurance	3,624,005	3,661,510	3,671,245	<b>3,941,508</b>	270,263	7.4%
Traffic Expense	3,046,770	3,198,637	3,255,970	<b>3,196,880</b>	(59,090)	-1.8%
Rents	1,130,042	784,830	781,672	<b>778,464</b>	(3,208)	-0.4%
Payroll Taxes (Social Security)	2,532,685	2,557,730	2,565,573	<b>2,685,452</b>	119,879	4.7%
<b>TOTAL OPERATING EXPENSES</b>	<b>95,018,138</b>	<b>97,839,879</b>	<b>100,828,639</b>	<b>105,232,190</b>	<b>4,403,551</b>	<b>4.4%</b>
<b>NET REVENUE FROM OPERATING</b>	<b>7,893,620</b>	<b>7,969,018</b>	<b>3,612,100</b>	<b>7,638,282</b>	<b>4,026,182</b>	<b>111.5%</b>
<b>OTHER INCOME</b>						
Gain From Sale of Property	1,067	0	0	<b>0</b>	0	0.0%
Interest Income	76,217	47,000	80,927	<b>106,000</b>	25,073	31.0%
Special Purpose Fund Investments	475,284	397,750	377,651	<b>385,000</b>	7,349	1.9%
Release Premium LT Debt	1,147,830	1,097,208	1,151,997	<b>1,324,920</b>	172,923	15.0%
Grant Revenue	1,832,879	1,500,000	1,534,490	<b>750,000</b>	(784,490)	-51.1%
Miscellaneous Income	0	0	0	<b>0</b>	0	0.0%
Misc Income - License Fees	2,122,718	1,560,000	1,529,566	<b>2,100,000</b>	570,434	37.3%
<b>TOTAL OTHER INCOME</b>	<b>5,655,995</b>	<b>4,601,958</b>	<b>4,674,631</b>	<b>4,665,920</b>	<b>(8,711)</b>	<b>-0.2%</b>
<b>OTHER EXPENSES</b>						
Loss From Sale of Property	51,699	0	0	<b>0</b>	0	0.0%
Amortization Of Discount &						
Current Expense On Bonds	20,386	0	0	<b>0</b>	0	0.0%
Uncollectible Accts	425	0	0	<b>0</b>	0	0.0%
Misc.Income Charges	17,525	21,000	19,178	<b>22,200</b>	3,022	15.8%
Interest On Funded Debt	2,637,060	2,947,754	2,591,347	<b>3,390,534</b>	799,187	30.8%
Interest On Unfunded Debt	0	0	0	<b>0</b>	0	0.0%
Interest On Pension Withdrawal	518,389	499,715	499,715	<b>480,320</b>	(19,395)	-3.9%
<b>TOTAL OTHER EXPENSES</b>	<b>3,245,484</b>	<b>3,468,469</b>	<b>3,110,240</b>	<b>3,893,054</b>	<b>782,814</b>	<b>25.2%</b>
<b>NET INCOME (LOSS) FOR YEAR</b>	<b>10,304,131</b>	<b>9,102,507</b>	<b>5,176,491</b>	<b>8,411,148</b>	<b>3,234,657</b>	<b>62.5%</b>
<b>Less Income From</b>						
Special Purpose Fund Investments	475,284	397,750	377,651	<b>385,000</b>	7,349	1.9%
Grant Revenue	1,832,879	1,500,000	1,534,490	<b>750,000</b>	(784,490)	-51.1%
<b>NET INCOME FROM OPERATIONS</b>	<b>7,995,968</b>	<b>7,204,757</b>	<b>3,264,350</b>	<b>7,276,148</b>	<b>4,011,798</b>	<b>122.9%</b>

\* ESTIMATE BASED ON 7 MONTHS ACTUAL PLUS 5 MONTHS BUDGET

STATEMENT OF DETAILED OPERATING EXPENSES - PROPOSED 2019 OPERATING BUDGET vs. 2018 ESTIMATE

	2017 ACTUAL	2018 BUDGET	2018 ESTIMATE *	2019 BUDGET	2019 vs. 2018 ESTIMATE	
					Inc(Dec)	% Inc(Dec)
<b>OPERATION OF VESSELS:</b>						
Telephones	43,408	39,260	40,722	<b>41,370</b>	648	1.6%
Wages- Crew	15,269,370	15,648,495	15,805,481	<b>16,436,308</b>	630,827	4.0%
Fuel	5,789,612	6,651,208	6,403,845	<b>8,421,750</b>	2,017,905	31.5%
Lubricants	202,530	235,600	213,281	<b>202,025</b>	(11,256)	-5.3%
Food Supplies	69,859	76,495	69,489	<b>67,865</b>	(1,624)	-2.3%
Stores,Supplies & Equipment	378,088	338,055	386,164	<b>410,940</b>	24,776	6.4%
Other Vessel Expense	381,746	327,380	506,820	<b>393,300</b>	(113,520)	-22.4%
<b>TOTAL OPERATION OF VESSELS</b>	<b>22,134,613</b>	<b>23,316,493</b>	<b>23,425,802</b>	<b>25,973,558</b>	<b>2,547,756</b>	<b>10.9%</b>
<b>OPERATION OF TERMINALS:</b>						
Telephones	133,542	128,080	135,992	<b>151,625</b>	15,633	11.5%
Agents,Clerks & Attendants	3,942,625	4,091,935	4,106,272	<b>4,211,746</b>	105,474	2.6%
Stevedoring & Cargo Expense	3,213,632	3,152,846	3,255,078	<b>3,267,054</b>	11,976	0.4%
Light,Heat,Power & Water	506,565	457,840	489,210	<b>526,355</b>	37,145	7.6%
Stationery & Printing	43,326	68,775	106,225	<b>63,000</b>	(43,225)	-40.7%
Other Terminal Expenses & Parking Lots	4,122,900	4,220,819	4,320,284	<b>4,516,594</b>	196,310	4.5%
<b>TOTAL OPERATION OF TERMINALS</b>	<b>11,962,590</b>	<b>12,120,295</b>	<b>12,413,061</b>	<b>12,736,374</b>	<b>323,313</b>	<b>2.6%</b>
<b>DEPRECIATION EXPENSE</b>	<b>10,855,427</b>	<b>11,620,722</b>	<b>11,563,187</b>	<b>11,650,145</b>	<b>86,958</b>	<b>0.8%</b>
<b>MAINTENANCE EXPENSE:</b>						
Supervision	931,032	947,988	900,871	<b>885,449</b>	(15,422)	-1.7%
Repairs- M/V Martha's Vineyard	2,350,554	569,215	1,027,653	<b>1,648,869</b>	621,216	60.4%
Repairs- M/V Woods Hole	663,130	489,265	614,493	<b>1,162,378</b>	547,885	89.2%
Repairs- M/V Governor	1,244,032	407,864	503,153	<b>564,955</b>	61,802	12.3%
Repairs- M/V Sankaty	491,148	1,474,708	1,563,262	<b>1,662,388</b>	99,126	6.3%
Repairs- M/V Nantucket	614,260	1,889,053	2,051,585	<b>850,145</b>	(1,201,440)	-58.6%
Repairs- M/V Katama	1,143,982	1,334,725	1,191,580	<b>419,527</b>	(772,053)	-64.8%
Repairs- M/V Eagle	980,938	1,707,086	1,662,298	<b>809,562</b>	(852,736)	-51.3%
Repairs- M/V Gay Head	1,165,775	326,915	532,928	<b>1,541,782</b>	1,008,854	189.3%
Repairs- M/V Island Home	1,018,944	1,894,519	2,148,305	<b>1,946,108</b>	(202,197)	-9.4%
Repairs- M/V Iyanough	762,920	1,036,733	1,018,186	<b>1,889,463</b>	871,277	85.6%
Repairs- Bldgs. & Structures	1,573,895	1,584,799	1,779,012	<b>2,483,246</b>	704,234	39.6%
Repairs- Office & Term Equip	1,433,370	1,363,214	1,555,455	<b>1,456,850</b>	(98,605)	-6.3%
Repairs- Vehicles	408,705	240,000	492,191	<b>338,000</b>	(154,191)	-31.3%
Miscellaneous Maintenance	989,059	895,361	985,812	<b>876,926</b>	(108,886)	-11.0%
<b>TOTAL MAINTENANCE EXPENSE</b>	<b>15,771,744</b>	<b>16,161,445</b>	<b>18,026,784</b>	<b>18,535,648</b>	<b>508,864</b>	<b>2.8%</b>
<b>GENERAL EXPENSE:</b>						
General Officers & Clerks	3,450,696	3,595,885	3,581,210	<b>3,897,119</b>	315,909	8.8%
General Office Supplies & Expenses	901,929	791,580	1,049,293	<b>953,310</b>	(95,983)	-9.1%
Legal Expenses	239,177	252,000	194,093	<b>252,000</b>	57,907	29.8%
Pension & Relief	15,918,438	16,541,292	16,860,899	<b>17,324,702</b>	463,803	2.8%
Stationery & Printing	164,487	192,000	200,790	<b>180,000</b>	(20,790)	-10.4%
Other Expenses	3,285,535	3,045,460	3,239,060	<b>3,127,030</b>	(112,030)	-3.5%
<b>TOTAL GENERAL EXPENSE</b>	<b>23,960,262</b>	<b>24,418,217</b>	<b>25,125,345</b>	<b>25,734,161</b>	<b>608,816</b>	<b>2.4%</b>

## STATEMENT OF DETAILED OPERATING EXPENSES - PROPOSED 2019 OPERATING BUDGET vs. 2018 ESTIMATE

	2017 ACTUAL	2018 BUDGET	2018 ESTIMATE *	2019 BUDGET	2019 vs. 2018 ESTIMATE	
					Inc(Dec)	% Inc(Dec)
<b>CASUALTIES &amp; INSURANCE</b>						
Hull Insurance & Losses	811,382	761,610	763,100	<b>744,060</b>	(19,040)	-2.5%
Cargo Insurance, Loss & Damage	61,727	64,890	63,332	<b>77,316</b>	13,984	22.1%
Liability Insurance & Loss-Marine	1,307,570	1,309,380	1,326,014	<b>1,508,280</b>	182,266	13.7%
Liability Ins & Loss- Non-Marine	878,350	934,800	934,572	<b>956,352</b>	21,780	2.3%
Other Insurance	564,976	590,830	584,227	<b>655,500</b>	71,273	12.2%
<b>TOTAL CASUALTIES &amp; INSURANCE</b>	<b>3,624,005</b>	<b>3,661,510</b>	<b>3,671,245</b>	<b>3,941,508</b>	<b>270,263</b>	<b>7.4%</b>
<b>TRAFFIC EXPENSE:</b>						
Reservation Bureaus	1,478,870	1,552,917	1,477,969	<b>1,543,486</b>	65,517	4.4%
Advertising	1,258,099	1,323,470	1,478,574	<b>1,344,972</b>	(133,602)	-9.0%
Other Traffic Expense	309,801	322,250	299,427	<b>308,422</b>	8,995	3.0%
<b>TOTAL TRAFFIC EXPENSE</b>	<b>3,046,770</b>	<b>3,198,637</b>	<b>3,255,970</b>	<b>3,196,880</b>	<b>(59,090)</b>	<b>-1.8%</b>
<b>OPERATING RENTS</b>	<b>1,130,042</b>	<b>784,830</b>	<b>781,672</b>	<b>778,464</b>	<b>(3,208)</b>	<b>-0.4%</b>
<b>PAYROLL TAXES - SOCIAL SECURITY</b>	<b>2,532,685</b>	<b>2,557,730</b>	<b>2,565,573</b>	<b>2,685,452</b>	<b>119,879</b>	<b>4.7%</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>95,018,138</b>	<b>97,839,879</b>	<b>100,828,639</b>	<b>105,232,190</b>	<b>4,403,551</b>	<b>4.4%</b>

## SUPPLEMENTAL INFORMATION - PROPOSED 2019 OPERATING BUDGET vs. 2018 ESTIMATE

	2017 ACTUAL	2018 BUDGET	2018 ESTIMATE *	2019 BUDGET	2019 vs. 2018 ESTIMATE	
					Inc(Dec)	% Inc(Dec)
<b>OTHER INCOME</b>						
Miscellaneous Income						
Profit (Loss) from Sale of Property	(50,632)	0	0	<b>0</b>	0	0.0%
Other	0	0	0	<b>0</b>	0	0.0%
Reduction in Present Value of Receivable	0	0	0	<b>0</b>	0	0.0%
License Fees	2,122,718	1,560,000	1,529,566	<b>2,100,000</b>	570,434	37.3%
<b>Total Miscellaneous Income</b>	<b>2,072,086</b>	<b>1,560,000</b>	<b>1,529,566</b>	<b>2,100,000</b>	<b>570,434</b>	<b>37.3%</b>
<b>GENERAL EXPENSE:</b>						
Pension & Relief						
Pension Expense	7,057,178	6,755,419	6,995,819	<b>7,069,484</b>	73,665	1.1%
Health & Welfare Expense	9,143,402	10,636,422	10,582,049	<b>11,182,797</b>	600,748	5.7%
Health & Welfare Contribution.	(1,523,900)	(2,088,271)	(2,116,411)	<b>(2,197,415)</b>	(81,004)	3.8%
Long Term Disability	580,573	585,519	598,598	<b>585,519</b>	(13,079)	-2.2%
Unemployment Tax	661,185	652,203	800,844	<b>684,317</b>	(116,527)	-14.6%
<b>Total Pension &amp; Relief</b>	<b>15,918,438</b>	<b>16,541,292</b>	<b>16,860,899</b>	<b>17,324,702</b>	<b>463,803</b>	<b>2.8%</b>
Other Expenses						
Credit Card Charges	2,007,409	2,043,000	2,029,111	<b>2,004,750</b>	(24,361)	-1.2%
Outside Accounting	115,050	136,000	136,750	<b>131,500</b>	(5,250)	-3.8%
Consultants	270,377	199,500	206,449	<b>294,600</b>	88,151	42.7%
Training & Safety	431,048	318,360	456,436	<b>380,380</b>	(76,056)	-16.7%
Other	461,651	348,600	410,314	<b>315,800</b>	(94,514)	-23.0%
<b>Total Other Expenses</b>	<b>3,285,535</b>	<b>3,045,460</b>	<b>3,239,060</b>	<b>3,127,030</b>	<b>(112,030)</b>	<b>-3.5%</b>