

Twelve-month operating & capital projection

Interregional Express Bus

Fiscal Year Begins Jul-16



	MD %	Jul-16	% B/A	Aug-16	%	Sep-16	%	Oct-16	%	Nov-16	%	Dec-16	%	Jan-17	%	Feb-17	%	Mar-17	%	Apr-17	%	May-17	%	Jun-17	%	YEARLY	%
Revenue (Sales)																											
Farebox		82,345	2.7	86,051	86.0	89,923	87.5	93,969	88.1	98,198	87.5	102,617	86.5	107,235	89.6	112,060	91.1	117,103	90.4	122,373	90.1	127,879	90.1	133,634	90.2	1,273,386	28.7
Interline with ICB		13,500	0.4	14,000	14.0	12,800	12.5	12,700	11.9	14,000	12.5	16,000	13.5	12,500	10.4	11,000	8.9	12,500	9.6	13,500	9.9	14,000	9.9	14,500	9.8	161,000	3.6
IGA agreements		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
FASTER		3,000,000	96.9	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	3,000,000	67.7
Misc.		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Capex Buses		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Capex Fare Boxes		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Total Revenue (Sales)		3,095,845	100.0	100,051	100.0	102,723	100.0	106,669	100.0	112,198	100.0	118,617	100.0	119,735	100.0	123,060	100.0	129,603	100.0	135,873	100.0	141,879	100.0	148,134	100.0	4,434,386	100.0
Cost of Sales																											
Tickets		664	0.8	664	0.8	664	0.7	664	0.7	664	0.7	664	0.6	664	0.6	664	0.6	664	0.6	664	0.5	664	0.5	664	0.5	7,972	0.6
Customer Service		4,313	31.9	4,313	30.8	4,313	33.7	4,313	34.0	4,313	30.8	4,313	27.0	4,313	34.5	4,313	39.2	4,313	34.5	4,313	31.9	4,313	30.8	4,313	29.7	51,754	32.1
Rent of Fareboxes		2	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-	1	-
WiFi on Buses		538	0.0	538	-	538	-	538	-	538	-	538	-	538	-	538	-	538	-	538	-	538	-	538	-	538	-
Purchased Transportation		229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-	229,329	-
Park and Rides		100,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100,000	-
Total Cost of Sales		334,846	10.8	234,845	234.7	234,845	228.6	234,846	220.2	234,846	209.3	234,846	198.0	234,846	196.1	234,846	190.8	234,846	181.2	234,846	172.8	234,846	165.5	234,846	158.5	2,918,146	65.8
Gross Profit		2,760,999	89.2	-134,795	-134.7	-132,122	-128.6	-128,176	-120.2	-122,648	-109.3	-116,229	-98.0	-115,111	-96.1	-111,785	-90.8	-105,243	-81.2	-98,973	-72.8	-92,966	-65.5	-86,712	-58.5	1,516,240	34.2
Expenses																											
Salary expenses		22,317	0.7	22,317	22.3	22,317	21.7	22,317	20.9	22,317	19.9	22,317	18.8	22,317	18.6	22,317	18.1	22,317	17.2	22,317	16.4	22,317	15.7	22,317	15.1	258,746	5.8
Payroll expenses		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Outside services		1,071	0.0	1,071	1.1	1,071	1.0	1,071	1.0	1,071	1.0	1,071	0.9	1,071	0.9	1,071	0.9	1,071	0.8	1,071	0.8	1,071	0.8	1,071	0.7	12,420	0.3
Supplies (office and operating)		214	0.0	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.1	2,484	0.1
Engineer		0	0.0	0	0.0	21,425	20.9	0	0.0	0	0.0	21,425	18.1	0	0.0	0	0.0	21,425	16.5	0	0.0	0	0.0	21,425	14.5	144,900	3.3
Advertising		8,626	0.3	8,626	8.6	8,626	8.4	8,626	8.1	8,625	7.7	8,625	7.3	8,625	7.2	8,625	7.0	8,625	6.7	8,625	6.3	8,625	6.1	8,625	5.8	103,500	2.3
Car, delivery and travel		214	0.0	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.1	2,484	0.1
Accounting and legal		536	0.0	536	0.5	536	0.5	536	0.5	536	0.5	536	0.5	536	0.4	536	0.4	536	0.4	536	0.4	536	0.4	536	0.4	6,210	0.1
Bus Lease		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Telephone		214	0.0	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.2	214	0.1	2,484	0.1
Utilities		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Insurance		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Taxes (real estate, etc.)		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Interest		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Depreciation of buses		91,033	2.9	91,033	91.0	91,033	88.6	91,033	85.3	91,033	81.1	91,033	76.7	91,033	76.0	91,033	74.0	91,033	70.2	91,033	67.0	91,033	64.2	91,033	61.5	1,092,400	24.6
Misc. (unspecified)		400	0.0	400	0.4	400	0.4	400	0.4	400	0.4	400	0.3	400	0.3	400	0.3	400	0.3	400	0.3	400	0.3	400	0.3	4,800	0.1
Total Expenses		124,625	4.0	124,625	124.6	146,050	142.2	124,625	116.8	124,624	111.1	146,049	123.1	124,624	104.1	124,624	101.3	146,049	112.7	124,624	91.7	124,624	87.8	146,049	98.6	1,630,427	36.8
Net Profit		2,636,374	85.2	-259,420	-259.3	-278,172	-270.8	-252,802	-237.0	-247,272	-220.4	-262,278	-221.1	-239,735	-200.2	-236,410	-192.1	-251,291	-193.9	-223,597	-164.6	-217,591	-153.4	-232,761	-157.1	-114,187	-2.6
EBD		2,727,407		-168,387		-187,139		-161,768		-156,239		-171,244		-148,702		-145,376		-160,258		-132,564		-126,557		-141,727		978,212	
Farebox Recovery		21%		28%		27%		30%		32%		32%		34%		35%		35%		38%		40%		39%		33%	

** Assumptions 1. No Increase in Service Levels
2. 3.5% COLA Adjustment in COGS and Admin Expenses
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