STATEMENT OF REVENUES & EXPENSES - PRELIMINARY 2027 OPERATING BUDGET vs. 2026 BUDGET

| | 2025 ACTUAL | 2026 BUDGET | 2026 ESTIMATE * | **2027 BUDGET** | 2027 vs. 2026 Budget Inc(Dec) | % Inc(Dec) |
|---|---|---|---|---|---|---|
| OPERATING REVENUES: | | | | | | |
| Automobile Revenue | 45,951,057 | 49,226,390 | 48,468,420 | **53,600,521** | 4,374,131 | 8.9% |
| Freight Revenue | 47,860,275 | 50,640,106 | 50,419,137 | **54,437,181** | 3,797,075 | 7.5% |
| Passenger Revenue | 35,833,659 | 40,016,022 | 39,020,824 | **40,993,208** | 977,186 | 2.4% |
| Bicycle,Mail,Misc Voyage | 1,048,720 | 1,067,530 | 1,051,730 | **1,023,708** | (43,822) | -4.1% |
| Revenue From Terminal Operations | 6,977,268 | 6,656,250 | 7,354,620 | **7,662,500** | 1,006,250 | 15.1% |
| Parking Revenue | 9,729,429 | 11,025,706 | 10,771,123 | **11,304,371** | 278,665 | 2.5% |
| Rent Revenue | 1,698,983 | 1,539,500 | 1,760,190 | **2,056,511** | 517,011 | 33.6% |
| TOTAL OPERATING REVENUES | 149,099,391 | 160,171,504 | 158,846,044 | **171,078,000** | 10,906,496 | 6.8% |
| OPERATING EXPENSES | | | | | | |
| Operation Of Vessels | 37,108,972 | 38,192,592 | 38,068,614 | **45,770,106** | 7,577,514 | 19.8% |
| Operation Of Terminals | 17,308,726 | 17,055,314 | 17,929,645 | **18,791,354** | 1,736,040 | 10.2% |
| Depreciation | 15,964,479 | 18,533,749 | 18,066,050 | **18,964,901** | 431,152 | 2.3% |
| Maintenance Expense | 26,368,082 | 34,978,681 | 33,886,773 | **35,882,470** | 903,789 | 2.6% |
| General Expense | 35,008,287 | 38,087,944 | 36,810,896 | **38,794,235** | 706,291 | 1.9% |
| Casualties & Insurance | 6,491,426 | 6,312,492 | 6,406,828 | **6,483,286** | 170,794 | 2.7% |
| Traffic Expense | 3,211,316 | 3,765,549 | 3,636,467 | **4,166,564** | 401,015 | 10.6% |
| Rents | 432,277 | 722,916 | 599,976 | **579,856** | (143,060) | -19.8% |
| Payroll Taxes (Social Security) | 4,083,967 | 4,432,733 | 4,335,807 | **4,763,731** | 330,998 | 7.5% |
| TOTAL OPERATING EXPENSES | 145,977,532 | 162,081,970 | 159,741,056 | **174,196,503** | 12,114,533 | 7.5% |
| NET REVENUE FROM OPERATING | 3,121,859 | (1,910,466) | (895,012) | **(3,118,503)** | (1,208,037) | 63.2% |
| OTHER INCOME | | | | | | |
| Gain From Sale of Property | 5,812 | 0 | 0 | **0** | 0 | 0.0% |
| Interest Income | 834,502 | 820,050 | 764,570 | **820,676** | 626 | 0.1% |
| Special Purpose Fund Investments | 1,165,512 | 835,850 | 697,237 | **1,112,350** | 276,500 | 33.1% |
| Release Premium LT Debt | 1,637,486 | 1,530,727 | 1,534,116 | **1,291,132** | (239,595) | -15.7% |
| Grant Revenue | 3,127,746 | 9,385,594 | 8,812,594 | **9,671,829** | 286,235 | 3.0% |
| Miscellaneous Income | 0 | 0 | 0 | **0** | 0 | 0.0% |
| Misc Income - License Fees | 3,709,070 | 3,740,856 | 3,751,210 | **3,815,284** | 74,428 | 2.0% |
| TOTAL OTHER INCOME | 10,480,128 | 16,313,077 | 15,559,727 | **16,711,271** | 398,194 | 2.4% |
| OTHER EXPENSES | | | | | | |
| Loss From Sale of Property | 0 | 0 | 0 | **0** | 0 | 0.0% |
| Amortization Of Discount & | 183,161 | 0 | 0 | **0** | 0 | 0.0% |
| Current Expense On Bonds | 0 | 0 | 0 | **0** | 0 | 0.0% |
| Uncollectible Accts | 1,598 | 0 | 0 | **0** | 0 | 0.0% |
| Misc.Income Charges | 15,975 | 16,850 | 16,329 | **17,710** | 860 | 5.1% |
| Interest On Funded Debt | 3,338,785 | 3,909,002 | 3,824,430 | **3,241,229** | (667,773) | -17.1% |
| Interest On Unfunded Debt | 181,360 | 131,231 | 147,571 | **208,284** | 77,053 | 58.7% |
| Interest On Pension Withdrawal | 347,080 | 321,765 | 321,765 | **295,468** | (26,297) | -8.2% |
| TOTAL OTHER EXPENSES | 4,067,959 | 4,378,848 | 4,310,095 | **3,762,691** | (616,157) | -14.1% |
| NET INCOME (LOSS) FOR YEAR | 9,534,028 | 10,023,763 | 10,354,620 | **9,830,077** | (193,686) | -1.9% |

* ESTIMATE BASED ON 6 MONTHS ACTUAL PLUS 6 MONTHS BUDGET

STATEMENT OF DETAILED OPERATING EXPENSES - PRELIMINARY 2027 OPERATING BUDGET vs. 2026 BUDGET

| | 2025 ACTUAL | 2026 BUDGET | 2026 ESTIMATE * | **2027 BUDGET** | 2027 vs. 2026 Budget Inc(Dec) | % Inc(Dec) |
|---|---|---|---|---|---|---|
| OPERATION OF VESSELS: | | | | | | |
| Telephones | 14,706 | 15,470 | 14,854 | **13,980** | (1,490) | -9.6% |
| Wages- Crew | 25,316,410 | 25,202,840 | 25,586,300 | **27,810,771** | 2,607,931 | 10.3% |
| Fuel | 10,215,857 | 11,470,932 | 11,044,797 | **16,398,441** | 4,927,509 | 43.0% |
| Lubricants | 383,005 | 365,450 | 355,104 | **390,824** | 25,374 | 6.9% |
| Stores,Supplies & Equipment | 770,357 | 611,495 | 627,562 | **739,395** | 127,900 | 20.9% |
| Other Vessel Expense | 408,637 | 526,405 | 439,997 | **416,695** | (109,710) | -20.8% |
| TOTAL OPERATION OF VESSELS | 37,108,972 | 38,192,592 | 38,068,614 | **45,770,106** | 7,577,514 | 19.8% |
| OPERATION OF TERMINALS: | | | | | | |
| Telephones | 80,560 | 80,035 | 82,009 | **90,585** | 10,550 | 13.2% |
| Agents,Clerks & Attendants | 5,860,510 | 5,523,664 | 5,858,439 | **6,034,251** | 510,587 | 9.2% |
| Stevedoring & Cargo Expense | 4,954,633 | 5,046,711 | 5,142,583 | **5,327,953** | 281,242 | 5.6% |
| Light,Heat,Power & Water | 1,023,471 | 760,340 | 930,789 | **805,185** | 44,845 | 5.9% |
| Stationery & Printing | 36,328 | 35,583 | 27,945 | **36,421** | 838 | 2.4% |
| Other Terminal Expenses & Parking Lots | 5,353,224 | 5,608,981 | 5,887,880 | **6,496,959** | 887,978 | 15.8% |
| TOTAL OPERATION OF TERMINALS | 17,308,726 | 17,055,314 | 17,929,645 | **18,791,354** | 1,736,040 | 10.2% |
| DEPRECIATION EXPENSE | 15,964,479 | 18,533,749 | 18,066,050 | **18,964,901** | 431,152 | 2.3% |
| MAINTENANCE EXPENSE: | | | | | | |
| Supervision | 1,361,891 | 1,874,879 | 1,705,531 | **1,950,492** | 75,613 | 4.0% |
| Repairs- M/V Martha's Vineyard | 2,534,317 | 1,754,145 | 1,790,364 | **1,799,867** | 45,722 | 2.6% |
| Repairs- M/V Woods Hole | 2,833,196 | 1,309,355 | 1,197,776 | **4,018,645** | 2,709,290 | 206.9% |
| Repairs- M/V Governor | 603,464 | 1,010,752 | 411,034 | **0** | (1,010,752) | -100.0% |
| Repairs- M/V Sankaty | 691,505 | 1,068,788 | 1,104,525 | **1,380,679** | 311,891 | 29.2% |
| Repairs- M/V Nantucket | 922,920 | 2,235,091 | 2,479,334 | **1,283,357** | (951,734) | -42.6% |
| Repairs- M/V Aquinnah | 1,219,928 | 1,119,177 | 1,483,415 | **3,826,904** | 2,707,727 | 241.9% |
| Repairs- M/V Eagle | 1,636,294 | 3,128,615 | 2,856,184 | **1,541,744** | (1,586,871) | -50.7% |
| Repairs- M/V Barnstable | 1,804,733 | 1,126,043 | 2,483,808 | **1,686,267** | 560,224 | 49.8% |
| Repairs- M/V Monomoy | 21,964 | 2,502,050 | 1,927,465 | **1,217,842** | (1,284,208) | 100.0% |
| Repairs- M/V Island Home | 1,652,812 | 3,415,665 | 2,918,085 | **2,288,140** | (1,127,525) | -33.0% |
| Repairs- M/V Iyanough | 2,010,951 | 2,034,174 | 1,600,078 | **3,237,967** | 1,203,793 | 59.2% |
| Repairs- Bldgs. & Structures | 2,507,894 | 6,048,502 | 5,456,981 | **5,185,424** | (863,078) | -14.3% |
| Repairs- Office & Term Equip | 4,058,066 | 4,570,262 | 2,010,114 | **3,953,370** | (616,892) | -13.5% |
| Repairs- Vehicles | 1,031,876 | 596,457 | 3,089,762 | **1,093,200** | 496,743 | 83.3% |
| Miscellaneous Maintenance | 1,476,271 | 1,184,726 | 1,372,317 | **1,418,572** | 233,846 | 19.7% |
| TOTAL MAINTENANCE EXPENSE | 26,368,082 | 34,978,681 | 33,886,773 | **35,882,470** | 903,789 | 2.6% |
| GENERAL EXPENSE: | | | | | | |
| General Officers & Clerks | 6,014,552 | 6,519,988 | 6,365,879 | **6,732,445** | 212,457 | 3.3% |
| General Office Supplies & Expenses | 1,257,757 | 1,568,653 | 1,439,023 | **1,566,073** | (2,580) | -0.2% |
| Legal Expenses | 299,754 | 277,500 | 365,292 | **341,300** | 63,800 | 23.0% |
| Pension & Relief | 20,926,774 | 23,190,971 | 22,630,230 | **23,507,644** | 316,673 | 1.4% |
| Other Expenses | 6,509,450 | 6,530,832 | 6,010,472 | **6,646,773** | 115,941 | 1.8% |
| TOTAL GENERAL EXPENSE | 35,008,287 | 38,087,944 | 36,810,896 | **38,794,235** | 706,291 | 1.9% |

STATEMENT OF DETAILED OPERATING EXPENSES - PRELIMINARY 2027 OPERATING BUDGET vs. 2026 BUDGET

| | 2025 ACTUAL | 2026 BUDGET | 2026 ESTIMATE * | **2027 BUDGET** | 2027 vs. 2026 Budget Inc(Dec) | % Inc(Dec) |
|---|---|---|---|---|---|---|
| CASUALTIES & INSURANCE | | | | | | |
| Hull Insurance & Losses | 1,861,363 | 1,517,430 | 1,558,253 | **1,437,830** | (79,600) | -5.2% |
| Cargo Insurance,Loss & Damage | 105,489 | 99,618 | 129,627 | **104,548** | 4,930 | 4.9% |
| Liability Insurance & Loss-Marine | 2,183,793 | 2,303,184 | 2,296,502 | **2,382,898** | 79,714 | 3.5% |
| Liability Ins & Loss- Non-Marine | 1,364,418 | 1,290,672 | 1,290,681 | **1,488,216** | 197,544 | 15.3% |
| Other Insurance | 976,363 | 1,101,588 | 1,131,765 | **1,069,794** | (31,794) | -2.9% |
| TOTAL CASUALTIES & INSURANCE | 6,491,426 | 6,312,492 | 6,406,828 | **6,483,286** | 170,794 | 2.7% |
| TRAFFIC EXPENSE: | | | | | | |
| Reservation Bureaus | 1,611,969 | 2,069,794 | 1,859,680 | **2,339,334** | 269,540 | 13.0% |
| Advertising | 1,302,477 | 1,288,471 | 1,424,388 | **1,390,340** | 101,869 | 7.9% |
| Other Traffic Expense | 296,870 | 407,284 | 352,399 | **436,890** | 29,606 | 7.3% |
| TOTAL TRAFFIC EXPENSE | 3,211,316 | 3,765,549 | 3,636,467 | **4,166,564** | 401,015 | 10.6% |
| OPERATING RENTS | 432,277 | 722,916 | 599,976 | **579,856** | (143,060) | -19.8% |
| PAYROLL TAXES - SOCIAL SECURITY | 4,083,967 | 4,432,733 | 4,335,807 | **4,763,731** | 330,998 | 7.5% |
| TOTAL OPERATING EXPENSES | 145,977,532 | 162,081,970 | 159,741,056 | **174,196,503** | 12,114,533 | 7.5% |

SUPPLEMENTAL INFORMATION - PRELIMINAARY 2027 OPERATING BUDGET vs. 2026 ESTIMATE

| | 2025 ACTUAL | 2026 BUDGET | 2026 ESTIMATE * | **2027 BUDGET** | 2027 vs. 2026 Budget Inc(Dec) | % Inc(Dec) |
|---|---|---|---|---|---|---|
| OTHER INCOME | | | | | | |
| Miscellaneous Income | | | | | | |
| Profit (Loss) from Sale of Property | 5,812 | 0 | 0 | **0** | 0 | 0.0% |
| Other | 0 | 0 | 0 | **0** | 0 | 0.0% |
| Reduction in Present Value of Receivable | 0 | 0 | 0 | **0** | 0 | 0.0% |
| License Fees | 3,709,070 | 3,740,856 | 3,751,210 | **3,815,284** | 74,428 | 2.0% |
| Total Miscellaneous Income | 3,714,882 | 3,740,856 | 3,751,210 | **3,815,284** | 74,428 | 2.0% |
| GENERAL EXPENSE: | | | | | | |
| Pension & Relief | | | | | | |
| Pension Expense | 7,819,647 | 9,572,126 | 9,568,485 | **9,494,825** | (77,301) | -0.8% |
| Health & Welfare Expense | 15,003,152 | 15,396,904 | 14,725,433 | **16,008,580** | 611,676 | 4.0% |
| Health & Welfare Contribution. | (3,000,630) | (3,067,945) | (2,933,651) | **(3,190,269)** | (122,324) | 4.0% |
| Long Term Disability | 666,970 | 592,344 | 713,495 | **620,684** | 28,340 | 4.8% |
| Unemployment Tax | 437,635 | 697,542 | 556,468 | **573,824** | (123,718) | -17.7% |
| Total Pension & Relief | 20,926,774 | 23,190,971 | 22,630,230 | **23,507,644** | 316,673 | 1.4% |
| Other Expenses | | | | | | |
| Credit Card Charges | 3,083,969 | 3,007,750 | 2,910,187 | **3,180,250** | 172,500 | 5.7% |
| Outside Accounting | 237,850 | 175,250 | 163,750 | **190,250** | 15,000 | 8.6% |
| Consultants | 838,426 | 800,000 | 829,287 | **551,500** | (248,500) | -31.1% |
| Training & Safety | 1,543,423 | 1,634,882 | 1,214,573 | **1,699,523** | 64,641 | 4.0% |
| Other | 805,782 | 912,950 | 892,675 | **1,025,250** | 112,300 | 12.3% |
| Total Other Expenses | 6,509,450 | 6,530,832 | 6,010,472 | **6,646,773** | 115,941 | 1.8% |