

Consolidated Historical Income Statement

From 2011 to 2021, revenue reached a 4.0% CAGR representing steady growth over the last decade

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Budgeted 2021 ⁽¹⁾
Revenue													
Passenger Ferry & Tram	3,741,298	3,844,667	4,995,961	5,199,605	5,343,306	5,336,614	5,123,632	5,161,410	5,655,426	5,234,017	6,269,676	5,249,666	6,702,856
Parking	1,726,808	2,120,180	2,118,819	2,131,797	2,179,764	2,217,157	2,303,706	2,338,264	2,497,885	2,554,383	2,757,179	3,319,888	3,730,892
Barge	784,050	873,500	816,542	727,343	735,425	695,275	809,350	949,685	1,132,700	1,148,060	1,499,415	1,323,015	1,479,485
Other Revenue	18,839	11,815	13,496	12,104	9,018	6,340	5,051	4,432	5,174	12,611	7,841	510,725	5,706
Total Revenue	6,270,995	6,850,162	7,944,818	8,070,849	8,267,513	8,255,385	8,241,739	8,453,791	9,291,185	8,949,071	10,534,112	10,403,294	11,918,939
Cost-of-Goods Sold	67,602	91,632	107,455	109,785	117,744	123,186	125,598	133,031	148,435	163,059	182,533	176,572	254,402
Gross Profit	6,203,393	6,758,530	7,837,364	7,961,064	8,149,768	8,132,199	8,116,141	8,320,760	9,142,751	8,786,012	10,351,579	10,226,723	11,664,537
Operating Expenses													
Salaries & Wages	2,414,893	2,260,049	2,252,113	2,272,954	2,387,402	2,453,592	2,576,276	2,588,054	2,741,006	2,844,873	3,106,625	3,345,990	3,601,571
Operating Expenses	3,620,066	4,397,791	4,668,360	4,636,520	4,462,644	4,065,150	3,698,119	3,581,769	3,752,704	3,953,683	4,032,413	3,745,910	4,049,050
Total Operating Expenses	6,034,959	6,657,839	6,920,473	6,909,475	6,850,047	6,518,741	6,274,394	6,169,824	6,493,709	6,798,557	7,139,038	7,091,900	7,650,622
Operating Income	168,433	100,690	916,890	1,051,589	1,299,722	1,613,458	1,841,747	2,150,937	2,649,041	1,987,455	3,212,541	3,134,823	4,013,915
Other Expense	480,430	1,828,688	1,761,531	1,448,860	1,523,989	1,516,849	1,461,458	1,423,624	1,467,036	1,638,727	1,704,128	2,098,369	1,927,123
Net Income	(311,996)	(1,727,997)	(844,641)	(397,270)	(224,267)	96,609	380,288	727,312	1,182,006	348,728	1,508,413	1,036,453	2,086,792

Notes:

Please note, historical financials do not take into account anticipated changes to be implemented under new ownership.

(1) Budgeted 2021 reflects YTD 2021 results through 3Q 2021, plus budgeted 4Q 2021.

(a) Ferry and Parking operations moved from Indigo Plantation Terminal facilities to Deep Point Terminal Facilities in June 2009.

(b) In 2010, the regulated utility concluded a rate case with the North Carolina Utilities Commission. New Ticket classes and tariffs became effective January 1, 2011. Ferry Ticket prices have not changed since January 2001.

(c) NCUC Facilities Lease expense of \$1,252,708 annually. NCUC Facilities Lease, and all underlying real estate associated with the lease, is being purchased. Expense extinguished at Closing.

(d) 2021 and 2020 Preliminary Financials - Prior to audit, tax and non-cash accounting adjustments and reconciliations.

(e) Hurricane Florence (September 2018) had significant effects on Tug & Freight Barge operations during the Q4 2018 -to- Q2 2019 period.

(f) Covid-19 Pandemic adversely effected revenue and operations from March 2020-to-March 2021. Beginning March 2020, all ferries adhered to reduced capacity limitations as imposed by the NCUC and NC Governor.

(g) Bald Head Island Transportation, Inc. was the beneficiary of a \$496,300 PPP Loan from the SBA. Loan proceeds were received on May 4, 2020 and the loan was completely forgiven on December 9, 2020.

(h) Effective July 22, 2019, Barge Ticket Rates were increased for the first time since 2006. Barge Ticket Rates were increased by \$5.00 from \$50.00 to \$55.00 per 6ft. length.

(i) Effective July 22, 2019, Daily Parking Rates were increased for the first time since 2009. General Lot Daily Rates and Contractor Lot Daily Rates were increased by \$1.00. Annual and Seasonal Parking Rates did not change.

(j) Effective June 14, 2021, Barge Ticket Rates were increased by \$5.00 from \$55.00 to \$60.00 per 6ft. length.

(k) Effective June 14, 2021, General Lot Daily Rates and Contractor Lot Daily Rates were increased by \$1.00. Annual and Seasonal Parking Rates did not change.

(l) Historical financials do not account for increased Salaries & Wages projected during the hold period. This expense increase will be offset by cost savings associated with the NCUC lease being extinguished.