

PSP 2018															7 months to date	
	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	April	(cruise season) May	May to prev May	(cruise season) June	Jun to prev Jun	6 mo to date	2018 to 2017	July	Jul to prev Jul	
Tariff Revenue-Trans	\$2,371,509	-4.7%	\$2,279,245	4.4%	\$2,357,526	3.7%	\$2,197,452	\$3,001,506	1.1%	\$3,496,544	14.3%	\$15,703,782	2.7%	\$3,419,901	5.7%	\$19,123,683
RPA-Revenue per Assign	\$3,939	-4.1%	\$4,099	-0.7%	\$4,044	1.4%	\$4,123	\$4,473	0.0%	\$4,946	2.8%	\$4,301	0.4%	\$5,029	3.2%	\$4,415
# of licensed pilots w/o Pres	50		50		50		50	49		49	-3.9%			49		
Average Assgn/pilot on rotation	12.30		11.35		11.90		10.88	13.98		15.04		12.58		14.38		
# pilots with < 6 jobs (+1=Pres)	3 + 1		2 + 1		5 + 1		8 + 1	4 + 1		4 + 1				4 + 1		
2nd pilot jobs	34		34		35		34	53		51		241		44		285
Repos	111		112		129		120	147		134		753		159		912
Assignments	602	-0.7%	556	5.1%	583	2.3%	533	671	1.1%	707	11.2%	3652	2.3%	680	2.4%	4332
Assignment change	-4		27		13		-32	7		71		82		16		98
Moves	579	-2.5%	542	4.2%	563	2.7%	525	656	0.3%	700	12.0%	3565	2.1%	670	1.8%	4235
Moves change	-15		22		15		-25	2		75		74		12		586
Cancellations	23	91.7%	14	55.6%	20	-9.1%	8	15	50.0%	7	-36.4%	87	10.1%	10	66.7%	\$97
Tonnage Revenue	\$1,364,136	-6.4%	\$1,306,390	4.0%	\$1,350,510	7.0%	\$1,278,904	\$1,836,056	1.5%	\$2,219,302	14.9%	\$9,355,298	3.7%	\$2,196,708	8.4%	\$11,552,006
Tonnage Revenue per Move	\$2,356	-3.9%	\$2,410	-0.2%	\$2,399	4.2%	\$2,436	\$2,799	1.2%	\$3,170		\$2,624		\$3,279	6%	\$2,728
Gross Tonnage Moved	27,962,363	-10.7%	26,106,585	-4.1%	27,303,886	-0.5%	25,704,844	34,965,346	4.7%	39,710,847	16.1%	181,753,871	0.2%	38,776,957	7.0%	220,530,828

PSP 2017															Full Year to date	
	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	April	(cruise season) May	May to prev May	(cruise season) June	Jun to prev Jun	6 mo to date	compared to previous year	July	Jul to prev Jul	
Tariff Revenue-Trans	\$2,488,326	1.8%	\$2,183,031	-3.8%	\$2,273,861	-6.0%	\$2,315,825	\$2,968,949	-2.3%	\$3,060,089	-4.8%	\$15,290,081	-2.8%	\$3,235,074	-2.6%	\$31,675,728
RPA-Revenue per Assign	\$4,106	1.7%	\$4,127	-0.5%	\$3,989	0.1%	\$4,099	\$4,471	-1.1%	\$4,811	8.5%	\$4,283	1.8%	\$4,872	1.8%	\$4,370
# of licensed pilots w/o Pres	51		51		51		51	51		51				51		51
Average Assgn/pilot on rotation	11.88		10.37		11.18		11.08	13.02		12.72		11.71		13.02	-4.3%	
# pilots with < 6 jobs (+1=Pres)	2 + 1		5 + 1		3 + 1		5 + 1	7 + 1		2 + 1				1 + 1		
Assignments	606	0.2%	529	-3.3%	570	-6.1%	565	664	-1.2%	636	-12.3%	3570	-4.5%	664	-4.3%	7249
Assignment change	1		-18		-37		-19	-8		-89		-170		-30		-392
Moves	594	0.8%	520	-3.3%	548	-7.3%	550	654	-1.7%	625	-12.0%	3491	-4.8%	658	-4.5%	7093
Moves change	5		-18		-43		-23	-11		-85		-175		-31		-423
Cancellations	12	-25.0%	9	0.0%	22	37.5%	15	10	42.9%	11	-26.7%	79	6.8%	6	20.0%	156
Tonnage Revenue	\$1,456,699	9.6%	\$1,256,480	-3.1%	\$1,261,965	-6.2%	\$1,305,187	\$1,808,684	-1.3%	\$1,931,955	0.5%	\$9,020,970	-0.3%	\$2,027,024	-1.7%	\$17,583,658
Tonnage Revenue per Move	\$2,452	8.7%	\$2,416	0.3%	\$2,303	1.2%	\$2,373	\$2,766	0.4%	\$3,091	14.1%	\$2,584	4.7%	\$3,081	3%	\$2,479.02
Gross Tonnage Moved	31,303,842	5.7%	27,225,601	-2.2%	27,446,553	-7.5%	27,831,924	33,410,880	-6.9%	34,205,855	-7.8%	181,424,655	-3.9%	36,250,722	-7.1%	339,403,259

PSP 2016															Year to Date to date	
	January	Jan to prev Jan	February	Feb to prev Feb	March	Mar to prev Mar	April	(cruise season) May	May to prev May	(cruise season) June	Jun to prev Jun	6 mo to date	to previous year	July	Jul to prev Jul	
Tariff Revenue-Trans	\$2,443,846	11.0%	\$2,269,624	12.1%	\$2,419,887	2.3%	\$2,350,195	\$3,039,515	2.7%	\$3,215,179	0.1%	\$15,738,245	5.5%	\$3,320,803	12.2%	\$30,534,748
RPA-Revenue per Assign	\$4,039	5.8%	\$4,149	5.9%	\$3,987	7.7%	\$4,024	\$4,523	18.3%	\$4,435	9.2%	\$4,208	10.5%	\$4,785	2.2%	\$3,985
# of licensed pilots w/o Pres	51		51		50		51	51		51				51	-2p	51
Average Assgn/pilot	12.26		10.73		12.14		11.45	13.18		14.22		12.33		13.61		
# pilots with < 6 jobs (+1=Pres)	6 + 1		8 + 1		3 + 1		7 + 1	2 + 1		4 + 1				1 + 1		
Assignments	605	4.9%	547	5.8%	607	-5.0%	584	672	-13.2%	725	-8.3%	3740	-4.5%	694	9.8%	7,662
Assignment change	28		30		-32		-36	-102		-66		-178		62		-102
Moves	589	4.1%	538	7.4%	591	-5.1%	573	665	-12.5%	710	-7.9%	3666	-4.0%	689	11.0%	7,525
Moves change	23		37		-32	-0.061	-25	-95	-26.8%	-61		-153	-27.0%	68		-61
Cancellations	16		9		16		11	7	-0.7%	15	-0.4%	74		5		117
Tonnage Revenue	\$1,329,440		\$1,296,111		\$1,345,308		\$1,322,435	\$1,832,625	17.0%	\$1,923,132	5.9%	\$9,049,051	12.1%	\$2,062,503	15%	\$17,941,176
Tonnage Revenue per Move	\$2,257		\$2,409		\$2,276		\$2,308	\$2,756	33.7%	\$2,709	15.0%	\$2,468	16.8%	\$2,993	4%	\$2,384.21
Gross Tonnage Moved	29,609,106	7.3%	27,830,304	12.8%	29,667,076	2.2%	28,676,198	35,896,326	6.1%	37,105,794	-1.8%	188,784,804	5.5%	39,040,725	12.8%	363,057,644

2018 Actual Trips PSP Earned Revenue Report Detail				Jan	Feb	Mar	Apr	May	Jun	Jul	2018	Average Assgn 145/12=12.1	(under) over TAL 7*12.1=84.7		
Pilot Code	Lic or Ret Date	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	YTD Actual Assign					
5	ANA	Anacker, D.S.	Lic. 3/27/12	11	9	15	5	15	17	18	90	12.9	5	BPC Board	
5	ANT	Anthony, Michael	Lic. 7/24/12	16	8	13	10	2	17	12	78	11.1	(7)		
5	ARN	Arnold, J. E.		6	14	19	15	15	4	21	94	13.4	9		
5	BOU	Bouma, Blair		16	15	0	0	0	0	5	36	5.1	(49)	4.75 mo NFFD	
4	BRO	Brouillard, Dan	Lic. 7/31/13	14	9	19	13	5	17	14	91	13.0	6		
5	BRU	Brusco, David		10	5	12	11	17	5	12	72	10.3	(13)		
5	BUJ	Bujacich, J.P.		12	11	9	14	19	19	25	109	15.6	24		
5	CAW	Carley, W. Bud	Lic. 1/10/13	11	9	15	3	16	20	10	84	12.0	(1)		
5	CAI	Carlson, I.J.		12	13	4	4	3	15	16	67	9.6	(18)	PSP Board	
2	CAJ	Carstensen, J	Lic. 9/30/15	15	13	10	13	13	14	16	94	13.4	9		
5	COE	Coe, F.A.		6	11	8	1	Retired 5/1/18			26	6.5	(22)		
3	COL	Coleman, S	Lic. 8/27/14	11	6	9	6	12	14	13	71	10.1	(14)	PSP Board	
4	COR	Coryell, T.D.	Lic. 12/13/13	17	8	16	17	13	17	8	96	13.7	11		
5	EME	Emerson, L. P.		19	14	14	13	17	20	23	120	17.1	35		
5	ENF	Engstrom, F. E.	Lic. 11/15/12	14	12	10	14	15	17	17	99	14.1	14		
3	GAL	Galvin, Jamie	Lic. 11/11/14	13	9	16	11	15	15	11	90	12.9	5		
5	GRD	Grobschmit, D.W.		15	11	15	16	18	16	12	103	14.7	18		
5	HAJ	Hannuksela, J		0	0	8	15	14	17	11	65	9.3	(20)	2 mo NFFD	
5	HAR	Harris, J. B.		17	12	12	11	19	16	14	101	14.4	16		
0	HEJ	Henderson, J. David	Lic. 7/6/17	11	7	5	14	12	9	12	70	10.0	(15)		
5	HEN	Henshaw, B. F.		14	11	13	12	16	16	3	85	12.1	0		
0	HUP	Hunter, P.V	Lic. 10/13/17	8	10	6	6	8	11	10	59	8.4	(26)		
3	JEN	Jensen, Brian	Lic. 12/22/14	15	11	12	6	10	17	13	84	12.0	(1)		
5	KAL	Kalvoy, J.E.		14	16	12	2	18	16	20	98	14.0	13	Exam Com	
5	KEA	Kearns, J.		13	14	19	10	17	0	0	73	10.4	(12)	2 mo NFFD	
2	KEN	Kelleher, N.T.	Lic. 4/14/16	7	11	7	12	19	6	19	81	11.6	(4)		
5	KEP	Kelly, P.S.		19	5	14	9	14	17	16	94	13.4	9		
5	KLA	Klapperich, E.C.		10	11	15	11	15	13	10	85	12.1	0		
4	LIC	Lichty, E.C.	Lic. 5/1/14	6	14	6	16	18	15	17	92	13.1	7		
2	LOB	Lowe, Brad	Lic. 9/23/15	16	12	7	13	17	18	15	98	14.0	13		
5	LOW	Lowery, W.W.	Lic. 2/11/13	17	14	8	20	17	23	9	108	15.4	23		
5	MAR	Marmol, E.		9	11	12	11	11	11	6	71	10.1	(14)	TEC	
5	MAY	Mayer, D. W.		13	12	20	11	10	18	13	97	13.9	12	TEC	
5	MOT	Moreno, S.		13	19	10	10	10	18	17	97	13.9	12		
0	MYE	Myers, R	Lic. 11/28/17	15	7	8	4	12	11	12	69	9.9	(16)		
5	NEW	Newman, A. J.		3	17	23	15	14	15	17	104	14.9	19		
0	ROU	Rounds, Chris	Lic. 7/11/17	12	10	8	13	11	13	16	83	11.9	(2)		
5	SAN	Sanders, D. A.		18	12	8	11	12	18	8	87	12.4	2	.67 mo NFFD	
5	SCO	Scoggins, J		14	14	17	12	6	16	16	95	13.6	10		
5	SCR	Scragg, J.		11	5	9	8	12	10	6	61	8.7	(24)	BPC Board	
5	SEM	Semler, J. R.		8	12	10	9	17	22	16	94	13.4	9		
5	SES	Semler, S.		12	15	14	11	16	20	14	102	14.6	17		
5	SEY	Seymour, L.		14	13	12	12	16	14	23	104	14.9	19		
5	SHA	Shaffer, D. L.		10	15	22	15	22	12	14	110	15.7	25		
5	SHJ	Shaffer, J. A.		13	16	16	9	20	13	17	104	14.9	19		
5	SHU	Shuler, M.		2	6	2	3	14	15	17	59	8.4	(26)		
5	SLI	Sliker, W.J.		14	9	13	13	14	13	13	89	12.7	4		
5	SOR	Soriano, D. B.		7	14	14	12	17	6	19	89	12.7	4		
5	THG	Thoreson, George		13	11	13	16	14	17	14	98	14.0	13		
5	VON	vonBrandenfels, E. M.	president	0	0	0	0	0	5	3	8		President		
5	WIG	Wildes, G. R.		16	13	4	15	14	19	17	98	14.0	13		
Total Assignments/ Month				602	556	583	533	671	707	680	4332	619	7 monthsX	12.1=84.7	
Number of licensed PS pilots				51	51	51	51	50	50	50	51				
Pilots on rotation				49	49	49	49	48	47	47.3					
Medical circumstances: memo				1	1	1	1	1	2	3					
# of Pilots with < 6 jobs(+1=Pres)				3 + 1	4 + 1	5 + 1	8 + 1	4 + 1	4 + 1	4 + 1					
Pilots w/>5 assgns & their avg # of trips				47 12.6	46 11.76	45 12.6	42 12.2	45 14.7	45 15.4	46P; 14.5					
Average Assgn/pilot on rotation				12.3	11.35	11.90	10.88	13.98	15.04	14.38	12.60				
Cancellations				23	13	20	8	15	8	10	97				
PSP LOA Report (MOVES)				579	543	563	525	656	699	670	4235				
Avg moves/pilot on rotation				11.82	11.08	11.49	10.71	13.67	14.87	14.16	12.27				

PSP Source of Revenue
Jan-July 2018-2016

SUMMARY OF PSP						2018				2017		2017		2016		2016		2016							
Earned Revenue Rpt Calendar Year		2018 1st Qtr YTD		2018 2nd Qtr YTD		JUL-18		YTD		2017 1st Qtr YTD		2017 2nd Qtr YTD		JUL-17		YTD		2016 1st Qtr YTD		2016 2nd Qtr YTD		Jul-16		YTD	
--Counters & Misc Totals--								YTD Change								YTD Change								YTD Change	
Seattle Assigns	382	-8.4%	621	1.6%	253	13.5%	1,256	0.4%	417	0.5%	611	0.7%	223	1,251	-2.5%	415	607	261	1,283						
Ship Assigns	1,741	2.1%	1,911	2.4%	680	2.4%	4,332	2.3%	1,705	-3.1%	1,866	-5.8%	664	4,235	-4.5%	1,759	1,981	694	4,434						
Pilot Boat Assigns	1,241	1.9%	1,451	4.2%	543	3.2%	3,235	3.1%	1,218	-2.9%	1,393	-3.3%	526	3,137	-1.7%	1,254	1,440	497	3,191						
Tonnage Surcharge/Moves	1,661	-0.1%	1,881	2.8%	670	2.6%	4,236	2.2%	1,662	-3.3%	1,829	-6.1%	653	4,144	-4.8%	1,718	1,948	689	4,355						
Surcharge Revenue	\$4,021,037	1.2%	\$5,334,262	5.7%	\$2,196,708	8.4%	\$11,552,007	4.6%	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$2,027,024	\$11,047,994	-0.6%	\$3,970,859	\$5,078,192	\$2,062,503	\$11,111,554						
--Source of Revenue Breakdown--		Qtr end change		Qtr end change		Jul to Jul Change		YTD Change		Qtr end change		Qtr end change		Revenue		YTD Change									
LOA/Zone (*)	\$1,900,570	-0.3%	\$2,242,724	2.5%	\$828,399	1.4%	\$4,971,693	1.2%	\$1,906,628	-3.3%	2,187,021	-3.8%	817,023	\$4,910,672	-3.5%	\$1,971,175	\$2,272,257	\$846,758	\$5,090,190						
Harbor Shift (*)	176,530	-26.8%	204,143	13.4%	64,920	26.7%	445,593	-5.7%	241,232	-5.4%	179,973	-29.5%	51,224	472,429	-20.4%	255,129	255,161	83,279	593,569						
Transportation (**)	289,148	19.1%	257,330	-3.0%	65,158	-28.1%	611,636	2.2%	242,747	-6.2%	265,285	-5.3%	90,567	598,599	-5.8%	258,844	279,996	96,653	635,494						
BC Surcharge (***)	132,741	70.3%	88,494	-17.6%	31,605	-25.0%	252,840	11.1%	77,959	5.7%	107,457	-8.9%	42,140	227,556	-0.9%	73,745	117,992	37,926	229,663						
Bridge Transit (***)	13,844	-30.0%	23,388	0.6%	6,538	-10.2%	43,770	-13.0%	19,771	-18.2%	23,252	-15.2%	7,282	50,305	-12.3%	24,180	27,428	5,782	57,390						
Waterway (***)	116,660	-26.2%	142,652	8.9%	45,904	2.2%	305,216	-8.6%	158,042	-15.0%	130,986	-26.6%	44,916	333,944	-20.1%	185,991	178,429	53,390	417,810						
Tonnage Surcharge (***)	4,021,037	1.2%	5,334,262	5.7%	2,196,708	8.4%	11,552,007	4.6%	3,975,144	0.1%	5,045,826	-0.6%	2,027,024	11,047,994	-0.6%	3,970,859	5,078,192	2,062,503	11,111,554						
Cancellations (***)	36,165	32.2%	17,503	-19.2%	5,738	24.7%	59,406	10.8%	27,352	11.4%	21,649	10.6%	4,603	53,604	13.4%	24,548	19,570	3,171	47,289						
Compass Adj (***)	718		2,513	600.0%	718	0.0%	3,949	120.0%	718	-33.3%	359	-85.7%	718	1,795	-50.0%	1,077	2,513	0	3,590						
Standby/Sail Delay (***)	57,612	-17.0%	68,298	-11.8%	24,970	-7.2%	150,880	-13.2%	69,412	-21.7%	77,466	8.2%	26,906	173,784	-5.3%	88,610	71,604	23,308	183,522						
Slow Down (***)	12,640	-13.0%	44,716	13.3%	22,212	0.1%	79,568	4.5%	14,522	-73.2%	39,456	-9.5%	22,194	76,172	-36.6%	54,252	43,611	22,212	120,075						
Salmon Bay (***)	2,532	1100.0%	2,321	83.3%	211	0.0%	5,064	200.0%	211	0.5%	1,266	0.0%	211	1,688	-11.1%	210	1,266	422	1,898						
Lk Union/Washington (***)	328	100.0%	1,312	33.3%	0		1,640	25.0%	164	0.0%	984		164	1,312	-16.4%	164	1,078	328	1,570						
Sea Trials (***)	86,866	2236.4%	1,014		0		87,880	900.0%	3,718	0.0%	0		5,070	8,788	-20.0%	3,718	7,267	0	10,985						
Delayed Arr & Dock Delay (***)	15,115	-43.7%	16,476	-55.1%	3,014	37.5%	34,605	-47.4%	26,852	-38.0%	36,716	34.0%	2,192	65,760	-17.3%	43,310	27,400	8,768	79,478						
Miscellaneous (***)	3,054	5354%	738	-90.8%	0		3,792	-53.1%	56		8,036		8,092	8,092		0	0	0	0						
Pilot Boat (***)	431,868	1.9%	504,948	4.2%	188,964	3.2%	1,125,780	3.2%	423,864	-2.9%	484,416	-3.3%	183,048	1,091,328	-1.7%	436,392	501,120	172,956	1,110,468						
Total-Source Section	\$7,297,428	1.5%	\$8,952,832	4.0%	\$3,485,059	4.8%	\$19,735,319	3.2%	\$7,188,392	-2.8%	\$8,610,148	-3.1%	\$3,325,282	\$19,123,822	-2.9%	\$7,392,204	\$8,884,884	\$3,417,456	\$19,694,544						
-----Revenue-----								YTD Change						YTD Change											
Mileage (LOA/Zone) (*)	\$2,077,100	-3.3%	\$2,446,867	3.4%	\$893,319	2.9%	\$5,417,286	0.6%	\$2,147,860	-3.5%	2,366,994	-6.3%	868,247	\$5,383,101	-5.3%	\$2,226,304	\$2,527,418	\$930,037	\$5,683,759						
Trans (**)	289,148	19.1%	257,330	-3.0%	85,158	-6.0%	631,636	5.5%	242,747	-6.2%	265,285	-5.3%	90,567	598,599	-5.8%	258,844	279,996	96,653	635,493						
Special (***)	4,931,179	2.8%	6,248,635	4.5%	2,526,582	6.7%	13,706,397	4.3%	4,797,785	-2.2%	5,977,868	-1.6%	2,366,827	13,142,481	-1.7%	4,907,056	6,077,470	2,390,766	13,375,292						
Total -Revenue Section	\$7,297,428	1.5%	\$8,952,832	4.0%	\$3,505,059	5.4%	\$19,755,318	3.3%	\$7,188,392	-2.8%	\$8,610,148	-3.1%	\$3,325,641	\$19,124,181	-2.9%	\$7,392,204	\$8,884,884	\$3,417,456	\$19,694,544						
RPA including transportation	\$4,025		\$4,550				\$4,415	0.9%	\$4,074		\$4,472		\$4,872	\$4,374	1.8%	\$4,055	\$4,344	\$4,785	4,298						
Revenue/Assignment, w/o Transp	\$4,025		\$4,550		\$5,029		\$4,415	0.9%	\$4,074		\$4,472		\$4,872	\$4,374	1.8%	\$4,055	\$4,344	\$4,785	4,298						
Other Stats								YTD Change						YTD Change											
Pilot Boat Charges	\$431,868	1.9%	\$504,948	4.2%	\$188,964	3.2%	\$1,125,780	3.2%	\$423,864	-2.9%	\$484,416	-3.3%	183,048	\$1,091,328	-1.7%	\$436,392	\$501,120	\$172,956	\$1,110,468						
Pilot Boat Assignments	1,241	1.9%	1,451	4.2%	543	3.2%	3,235	3.1%	1,218	-2.9%	1,393	-3.3%	526	3,137	-1.7%	1,254	1,440	497	3,191						
Avg	\$348		\$348		\$348		\$348		\$348		\$348		\$348	\$348		\$348	\$348	\$348	\$348						
Tonnage Surcharge Revenue	\$4,021,037	1.2%	\$5,334,262	5.7%	\$2,196,708	8.4%	\$11,552,007	4.6%	\$3,975,144	0.1%	\$5,045,826	-0.6%	\$2,027,024	\$11,047,994	-0.6%	\$3,970,859	\$5,078,192	\$2,062,503	\$11,111,554						
Tonnage Surcharge Charge # moves	1,661	-0.1%	1,881	2.8%	670	2.6%	4,236	2.2%	1,662	-3.3%	1,829	-6.1%	653	4,144	-4.8%	1,718	1,948	689	4,355						
Avg Tonnage Surcharge/Move	\$2,421	1.2%	\$2,836	2.8%	\$3,279	5.6%	\$2,727	2.3%	\$2,392	3.5%	\$2,759	5.8%	\$3,104	\$2,666	4.5%	\$2,311	\$2,607	\$2,993	\$2,551						