

PSP Source of Revenue
February
2019, 2018, 2017, 2016

SUMMARY OF PSP
Earned Revenue Rpt
Calendar Year

	Jan-19	Feb-19	2019 YTD		Jan-18	Feb-18	2018 1st Qtr		Jan-17	Feb-17	2017 1st Qtr		Jan-16	Feb-16	2016 1st Qtr
				YTD Change				Qtr end 18 / 17				Qtr end change			
--Counters & Misc Totals--															
Seattle Assigns	151	152	303	17.9%	123	134	257	-8.2%	148	132	280	0.4%	150	129	279
Ship Assigns	590	574	1,164	0.5%	602	556	1,158	2.0%	606	529	1,135	-1.5%	605	547	1,152
Pilot Boat Assigns	463	435	898	10.2%	418	397	815	0.5%	422	389	811	-1.1%	419	401	820
Tonnage Surcharge/Moves	572	560	1,132	3.1%	567	531	1,098	-1.4%	594	520	1,114	-1.2%	589	538	1,127
+non tonnage moves			0		12	11	23								
Surcharge Revenue	\$1,534,254	\$1,346,824	\$2,881,078	7.9%	\$1,364,136	\$1,306,390	2,670,527	-1.6%	\$1,456,699	\$1,256,480	2,713,179	3.3%	\$1,329,440	\$1,296,111	\$2,625,551
--Source of Revenue Breakdown--															
LOA/Zone (*)	\$689,231	\$646,405	\$1,335,636	8.0%	\$634,386	\$601,823	1,236,209	-2.1%	\$666,444	\$595,861	1,262,305	-1.6%	\$660,059	\$623,092	\$1,283,151
Harbor Shift (*)	70,410	69,513	139,923	13.9%	65,727	57,104	122,831	-24.5%	88,169	74,490	162,659	-4.8%	96,559	74,268	170,827
Transportation (**)	79,396	77,316	156,712	-19.5%	101,155	93,630	194,785	18.9%	89,385	74,474	163,859	-2.6%	88,464	79,737	168,201
BC Surcharge (***)	29,498	21,070	50,568	-33.3%	23,177	52,675	75,852	63.6%	23,177	23,177	46,354	10.0%	23,177	18,963	42,140
Bridge Transit (***)	5,020	11,304	16,324	58.4%	6,532	3,774	10,306	-19.1%	9,592	3,151	12,743	-28.7%	7,802	10,064	17,866
Waterway (***)	44,384	44,745	89,129	13.1%	40,584	38,228	78,812	-24.9%	58,558	46,436	104,994	-14.0%	59,869	62,225	122,094
Tonnage Surcharge (***)	1,534,254	1,346,824	2,881,078	7.9%	1,364,136	1,306,390	2,670,526	-1.6%	1,456,699	1,256,480	2,713,179	3.3%	1,329,440	1,296,111	2,625,551
Cancellations (***)	16,614	10,184	26,798	14.5%	14,530	8,872	23,402	68.2%	6,412	7,503	13,915	-15.1%	11,167	5,228	16,395
Compass Adj (***)	0	0	0	-100.0%	359	0	359	0.0%	0	0	0	-100.0%	718	359	1,077
Standby/Sail Delay (***)	24,660	27,126	51,786	32.0%	18,924	20,294	39,218	-5.4%	18,358	23,088	41,446	-41.9%	46,059	25,244	71,303
Slow Down (***)	2,758	3,562	6,320	-14.8%	3,562	3,854	7,416	-28.8%	4,658	5,754	10,412	-77.4%	42,470	3,562	46,032
Salmon Bay (***)	0	211	211	-90.0%	211	1,899	2,110	900.0%	0	211	211	0.5%	210	0	210
Lk Union/Washington (***)	0	164	164	0.0%	164	0	164	0.0%	0	164	164	0.0%	164	0	164
Sea Trials (***)	0	0	0	-100.0%	48,672	38,194	86,866	2236.4%	1,183	2,535	3,718	120.0%	1,690	0	1,690
Delayed Arr & Dock Delay (***)	9,060	6,028	15,088	41.0%	4,384	6,320	10,704	-37.0%	8,220	8,768	16,988	-42.6%	18,650	10,960	29,610
Miscellaneous (***)	0	0	0	-100.0%	696	1,662	2,358	5514%	0	42	42		0	0	0
Pilot Boat (***)	161,124	151,380	312,504	10.2%	145,464	138,156	283,620	0.5%	146,856	135,372	282,228	-1.1%	145,812	139,548	285,360
Total-Source Section	\$2,666,409	\$2,415,832	\$5,082,242	4.9%	\$2,472,664	\$2,372,875	\$4,845,539	0.2%	\$2,577,711	\$2,257,506	\$4,835,217	-1.0%	\$2,532,310	\$2,349,361	\$4,881,671
-----Revenue-----															
Mileage (LOA/Zone) (*)	\$759,641	\$715,918	\$1,475,559	8.6%	\$700,113	\$658,927	1,359,040	-4.6%	\$754,613	\$670,351	1,424,964	-2.0%	\$756,618	\$697,360	\$1,453,978
Transportation (**)	79,396	77,316	156,712	-19.5%	101,155	93,630	194,785	18.9%	89,385	74,474	163,859	-2.6%	88,464	79,737	168,201
Special (***)	1,827,372	1,622,598	3,449,970	4.8%	1,671,395	1,620,318	3,291,713	1.4%	1,733,713	1,512,681	3,246,394	-0.4%	1,687,228	1,572,264	3,259,492
Total -Revenue Section	\$2,666,409	\$2,415,832	\$5,082,242	4.9%	\$2,472,664	\$2,372,875	\$4,845,539	0.2%	\$2,577,711	\$2,257,506	\$4,835,217	-1.0%	\$2,532,310	\$2,349,361	\$4,881,671
Revenue without Transportation	\$2,587,013	\$2,338,516	\$4,925,530	6%	\$2,371,508	\$2,279,245	\$4,650,753	0%	\$2,488,326	\$2,183,032	\$4,671,358	-1%	\$2,443,846	\$2,269,624	\$4,713,470
Revenue/Assignment, w/o Transp	\$4,385	\$4,074	\$4,232	5.4%	\$3,939	\$4,099	\$4,016	-2.4%	\$4,106	\$4,127	\$4,116	0.6%	\$4,039	\$4,149	\$4,092
Other Stats															
Pilot Boat Charges	\$161,124	\$151,380	\$312,504	10.2%	\$145,464	\$138,156	283,620	0.5%	\$146,856	\$135,372	282,228	-1.1%	\$145,812	\$139,548	\$285,360
Pilot Boat Assignments	463	435	898	10.2%	418	397	815	0.5%	422	389	811	-1.1%	419	401	820
Avg	348	348	\$348	0.0%	348	348	\$348		348	\$348	\$348		348	348	\$348
Tonnage Surcharge Revenue	\$1,534,254	\$1,346,824	\$2,881,078	7.9%	\$1,364,136	\$1,306,390	2,670,526	-1.6%	\$1,456,699	\$1,256,480	2,713,179	3.3%	\$1,329,440	\$1,296,111	\$2,625,551
Tonnage Surcharge Charge # moves	572	560	1,132	3.1%	567	531	1,098	-1.4%	594	520	1,114	-1.2%	589	538	1,127
Avg Tonnage Surcharge/Move	\$2,682	\$2,405	\$2,545	4.6%	\$2,406	\$2,460	\$2,432	-0.1%	\$2,452	\$2,416	\$2,436	4.5%	\$2,257	\$2,409	\$2,330

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE
2019 - 2016

	Bulker		Car Carrier		Container		General		Naval		Other		Passenger		Reefer		Ro-Ro		Tanker		ATB		Total Tonnage	
	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	Tonnage	# moves	% all Tankers	Tonnage	# moves	
January	3,294,361	97	3,409,983	57	15,977,088	212	35,509	15	-	1	32,122	2	5,841	1	-	0	547,359	16	7,229,656	127	44	26%	30,531,919	572
February	3,823,827	118	3,255,921	51	14,617,495	193	35,951	18	-	-	28,468	6	5,841	1	-	0	636,804	20	5,932,963	104	49	32%	28,337,270	560
2019	7,118,188	215	6,665,904	108	30,594,583	405	71,460	33	-	1	60,590	8	11,682	2	-	-	1,184,163	36	13,162,619	231	93	29%	58,869,189	1,132
CHANGE FROM Δ 2019/2018	679,577	21	2,892,537	45	5,514,719	30	8,220	2	-	1	(635,575)	(34)	(910)	(1)	-	-	(150,910)	5	(3,507,417)	(26)	(32)	(0)	4,800,241	11
January	3,439,902	104	1,789,883	30	12,733,269	191	27,776	14	-	-	343,750	22	12,592	3	-	-	704,729	15	8,910,462	131	69	35%	27,962,363	579
February	2,998,709	90	1,983,484	33	12,346,595	184	35,464	17	-	-	352,415	20	-	-	-	-	630,344	16	7,759,574	126	56	31%	26,106,585	542
March	3,452,959	97	2,435,273	41	12,815,720	198	11,609	8	-	2	200,361	9	-	-	-	-	690,659	20	7,697,304	139	49	26%	27,303,885	563
April	4,056,297	120	1,912,131	31	11,645,863	171	35,906	8	9,800	2	55,338	7	649,109	7	-	-	573,200	16	6,767,200	128	35	21%	25,704,844	525
May cruise	3,644,061	112	2,570,354	41	15,328,921	226	141,781	10	-	-	36,038	7	5,838,208	77	-	-	726,153	22	6,679,830	125	36	22%	34,965,346	656
June ship	3,240,141	98	2,475,740	44	14,958,593	218	35,936	10	-	-	77,550	20	9,618,293	95	32,412	3	644,850	18	8,627,332	151	43	22%	39,710,847	700
July season	2,972,867	86	2,020,285	34	15,262,936	221	34,884	10	-	2	38,229	10	9,233,278	94	-	-	815,658	22	8,398,820	140	51	27%	38,776,957	670
August in	2,653,236	91	2,083,928	34	14,236,149	207	35,921	13	-	-	49,547	9	8,948,090	90	-	-	730,595	24	7,753,674	143	43	23%	36,491,140	654
Sept blue	2,241,794	70	2,091,236	35	13,707,583	196	11,993	22	-	-	79,675	12	8,962,190	87	-	-	843,514	22	7,539,342	124	41	25%	35,477,327	611
October	2,962,232	85	3,003,144	45	13,272,589	190	35,921	20	-	-	30,420	14	746,014	8	17,330	2	721,180	22	8,194,247	136	49	26%	28,983,077	571
November	2,810,574	86	2,817,032	43	14,601,103	202	24,754	11	-	-	52,695	12	-	-	41,162	5	573,200	16	7,683,463	122	47	28%	28,603,983	544
December	2,261,668	70	4,567,384	72	14,969,129	192	26,443	17	-	2	22,505	6	-	-	7,944	1	722,849	22	7,142,748	135	30	18%	29,720,670	547
2018	36,734,440	1,109	29,749,874	483	165,878,450	2,396	458,388	160	9,800	8	1,338,523	148	44,007,774	461	98,848	11	8,376,931	235	93,153,996	1,600	549	304%	379,807,024	7,162
YTD Avg/Month	2,734,645	84	2,722,678	44	14,429,726	204	29,407	15	-	1	50,089	12	5,358,266	53	16,475	2	721,692	21	7,905,661	136	43		33,966,286	614
CHANGE FROM Δ 2018/2017	810,715	25	2,120,683	15	4,561,959	5	18,924	11	(539,704)	(6)	806,179	70	2,101,154	17	(129,180)	(22)	(246,547)	(9)	2,929,533	144	(182)		12,433,716	70
January	3,598,299	110	2,601,920	43	16,040,517	220	25,203	11	227,040	5	54,307	4	5,841	1	-	-	676,105	17	8,074,610	136	47	26%	31,303,842	594
February	3,398,733	93	2,168,144	36	14,860,771	209	16,208	10	-	-	41,730	6	5,841	1	-	-	531,502	17	6,202,672	102	46	31%	27,225,601	520
March	3,542,415	107	2,522,814	44	14,905,690	215	35,875	18	180,000	3	17,979	3	-	-	-	-	700,643	21	5,541,137	97	40	29%	27,446,553	548
April	3,130,116	99	2,707,280	45	14,368,420	203	27,790	1	-	-	59,529	5	337,156	4	11,982	2	619,009	18	6,570,642	120	53	31%	27,831,924	550
May cruise	3,212,190	95	2,132,667	35	11,876,049	184	35,875	27	45,408	1	59,891	8	6,519,964	72	-	-	619,009	18	8,909,827	137	77	36%	33,410,880	654
June ship	1,805,769	60	2,127,447	36	12,052,228	186	28,338	4	9,540	2	117,802	19	8,771,132	89	32,301	5	813,532	23	8,447,766	137	64	32%	34,205,855	625
July season	2,810,633	87	2,463,698	42	12,856,242	195	26,098	18	-	1	3,803	3	9,293,308	101	-	-	619,009	18	8,177,932	126	67	35%	36,250,723	658
August in	1,780,680	57	1,991,935	36	13,833,227	214	35,891	16	-	-	16,788	13	8,047,463	85	-	-	1,286,668	32	7,182,137	111	80	42%	34,174,789	644
Sept blue	2,131,317	69	2,249,764	38	12,117,202	184	27,806	11	-	-	66,341	6	8,366,619	85	7,944	1	707,256	20	7,767,087	127	60	32%	33,441,336	601
October	3,255,593	95	2,103,111	36	12,451,654	189	35,876	9	87,516	2	9,670	5	559,296	6	80,882	10	856,710	24	7,190,931	118	54	31%	26,631,239	548
November	3,383,587	95	2,504,490	42	12,820,345	192	141,706	11	-	-	70,227	5	-	-	64,415	9	652,549	18	7,843,199	143	54	27%	27,480,518	569
December	3,874,393	117	2,055,921	35	13,134,146	200	2,798	13	-	-	14,277	1	-	-	30,504	6	541,486	18	8,316,523	102	89	47%	27,970,048	581
2017	35,923,725	1,084	27,629,191	468	161,316,491	2,391	439,464	149	549,504	14	532,344	78	41,906,620	444	228,028	33	8,623,478	244	90,224,463	1,456	731	33%	367,373,308	7,092
YTD Avg/Month	2,993,644	90	2,302,433	39	13,443,041	199	36,622	12	49,955	1	44,362	7	3,492,218	37	20,730	3	718,623	20	7,518,705	121	61	0	30,614,442	594
CHANGE FROM Δ 2017/2016	(1,700,764)	(78)	(1,535,962)	(40)	(25,983,065)	(281)	(2,589,960)	21	373,341	4	(132,980)	(1)	3,426,412	26	70,237	13	(319,161)	(8)	1,030,807	53	(142)		(27,361,095)	(432)
January	2,919,918	89	2,194,663	40	16,169,580	232	338,644	14	68,065	4	17,845	1	5,841	1	-	-	577,341	19	7,399,311	115	76	40%	29,691,208	589
February	2,896,362	90	2,552,002	44	14,781,234	212	162,009	7	-	-	-	-	11,682	2	-	-	711,930	18	6,703,933	110	54	33%	27,819,152	538
March	2,862,643	96	2,906,891	52	16,038,829	236	201,028	8	17,845	1	-	-	-	-	-	-	701,124	20	7,077,922	110	67	38%	29,806,282	591
April	1,924,414	70	2,281,522	41	15,156,547	216	246,272	8	-	-	52,792	11	172,546	2	-	-	810,206	25	8,242,214	136	64	32%	28,886,513	573
May cruise	2,329,137	84	2,358,483	41	16,271,648	232	189,699	9	-	-	369,555	20	6,114,916	64	-	-	678,044	18	7,749,381	126	71	36%	36,060,863	665
June ship	3,069,125	101	2,460,911	42	15,342,801	221	408,293	17	-	-	49,858	11	7,783,710	84	52,959	7	1,289,103	29	7,009,062	111	87	44%	37,465,822	710
July season	2,927,898	86	2,763,626	48	15,377,917	223	211,788	8	-	-	7,941	3	9,221,853	97	23,229	3	706,185	20	7,983,768	117	85	42%	39,224,205	689
August in	3,324,529	105	2,251,575	39	16,156,933	229	399,474	17	1,475	1	21,131	15	7,931,853	85	-	-	648,961	21	6,767,695	102	67	40%	37,502,958	681
Sept blue	3,503,155	105	2,371,369	40	15,214,376	220	194,571	9	-	-	119,758	12	6,402,111	71	-	-	675,702	19	7,194,395	109	65	37%	35,675,437	650
October	3,697,713	100	2,139,252	38	15,870,744	224	200,406	8	-	-	7,106	4	836,364	12	15,888	2	814,396	23	7,095,057	110	85	44%	30,676,926	606
November	4,308,396	126	2,491,405	42	15,717,613	213	136,104	11</																

Puget Sound District
Vessel Moves by LOA and Zone
2016-2018

2018		MARCH 2019						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
55	0	Up to 500						
116	0	500-599						
335	0	600-699						
148	0	700-799						
139	0	800-899						
186	0	900-999						
52	0	1000-1099						
		1100-1199						
		1200----						
moves	0		0	0	0	0	0	0
YTD totals		1132	183	154	106	381	308	0
YTD Averages								

2018		FEBRUARY 2019						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
55	32	Up to 500	0	8	10	14	0	0
116	69	500-599	20	11	9	24	5	0
335	160	600-699	26	22	30	37	45	0
148	77	700-799	11	12	0	22	32	0
139	68	800-899	3	12	5	26	22	0
186	84	900-999	11	6	0	43	24	0
52	23	1000-1099	6	0	0	7	10	0
	28	1100-1199	7	4	0	11	6	0
	19	1200----	9	1	0	6	3	0
moves	560		93	76	54	190	147	0
YTD totals		1132	183	154	106	381	308	0
YTD Averages		566.0	91.5	77.0	53.0	190.5	154.0	0.0

2018		JANUARY 2019						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
	23	Up to 500	1	5	12	5	0	0
	47	500-599	12	7	7	16	5	0
	175	600-699	25	37	20	42	51	0
	71	700-799	12	7	5	15	32	0
	71	800-899	9	9	8	28	17	0
	102	900-999	9	11	0	54	28	0
	29	1000-1099	6	1	0	5	17	0
	40	1100-1199	12	0	0	18	10	0
	14	1200----	4	1	0	8	1	0
moves	572		90	78	52	191	161	0
Δ 1/2018		(18)	(21)	(13)	41	4	0	

2018		MARCH 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
109	36	Up to 500	3	10	13	7	3	0
143	42	500-599	7	7	4	17	7	0
504	167	600-699	15	38	32	40	42	0
245	91	700-799	12	12	3	22	42	0
171	57	800-899	5	7	9	13	23	0
434	148	900-999	32	15	3	45	53	0
78	22	1000--	0	1	0	21	0	0
moves	563		74	90	64	165	170	0
YTD totals		1684	271	283	198	471	461	0
YTD Averages								

2018		FEBRUARY 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
73	40	Up to 500	14	7	13	6	0	0
101	46	500-599	5	11	2	21	7	0
337	159	600-699	18	45	37	29	30	0
154	73	700-799	13	6	0	21	33	0
114	58	800-899	7	11	12	15	13	0
286	141	900-999	31	14	5	40	51	0
56	25	1000--	1	0	0	24	0	0
moves	542		89	94	69	156	134	0
YTD totals		1121	197	193	134	306	291	0
YTD Averages		560.5	98.5	96.5	67.0	153.0	145.5	0.0

2018		JANUARY 2018						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
	33	Up to 500	13	5	11	3	1	0
	55	500-599	11	16	3	16	9	0
	178	600-699	29	34	37	37	41	0
	81	700-799	14	14	1	18	34	0
	56	800-899	8	16	6	13	13	0
	145	900-999	31	14	7	36	57	0
	31	1000-1099	2	0	0	27	2	0
		1100-1199						
		1200----						
moves	579		108	99	65	150	157	0
Δ 1/2017		(3)	(15)	12	0	(9)	0	

2017		MARCH 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
61	27	Up to 500	0	8	10	9	0	0
179	54	500-599	12	8	4	18	12	0
460	150	600-699	19	33	28	28	42	0
262	88	700-799	10	20	3	21	34	0
219	61	800-899	11	7	5	17	21	0
237	83	900-999	16	5	1	25	36	0
244	85	1000--	27	9		25	24	0
moves	548		95	90	51	143	169	0
2017 YTD totals		1662	286	305	156	437	478	0
YTD Averages								

2017		FEBRUARY 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
34	22	Up to 500	0	6	5	8	3	0
125	69	500-599	3	11	4	13	38	0
310	140	600-699	12	42	25	30	31	0
174	79	700-799	9	22	5	25	18	0
158	80	800-899	12	5	12	17	34	0
154	65	900-999	15	7	0	24	19	0
159	65	1000--	29	8	1	27	0	0
moves	520		80	101	52	144	143	0
YTD totals		1114	191	215	105	294	309	0
YTD Averages		557.0	95.5	107.5	52.5	147.0	154.5	0.0

2017		JANUARY 2017						
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6
	12	Up to 500	1	4	7			
	56	500-599	25	7	2	16	6	
	170	600-699	13	51	32	34	40	
	95	700-799	13	19	3	22	38	
	78	800-899	13	13	9	23	20	
	89	900-999	15	8		28	38	
	94	1000-1099	31	12		27	24	
		1100-1199						
		1200----						
moves	594		111	114	53	150	166	0
Δ 1/2016		(10)	30	(8)	(7)	0	0	

Puget Sound District Selected Comparatives Summary
2016-2019

PSP 2019	January	February	March	April	(cruise season) May	(cruise season) June
Tariff Revenue-Trans	\$2,587,013	\$2,338,516				
RPA-Revenue per Assign	\$4,385	\$4,074	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
# of licensed pilots w/o Pres	49	49				
Average Assgn/pilot on rotation	13.10	12.48				
# pilots with < 6 jobs (+1=Pres)	6 + 1	7 + 1				
2nd pilot jobs	37	44				
Repos	112	100				
Assignments	590	574				
Assignment change	(12)	18				
Moves	572	560				
Moves change	(7)	18				
Cancellations	18	14	0	0	0	0
Tonnage Revenue	\$1,534,254	\$1,346,824				
Tonnage Revenue per Move	\$2,682	\$2,405	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Gross Tonnage Moved	30,531,919	28,337,270				

PSP 2018	January	February	March	April	(cruise season) May	(cruise season) June
Tariff Revenue-Trans	\$2,371,509	\$2,279,245	\$2,357,526	\$2,197,452	\$3,001,506	\$3,496,544
RPA-Revenue per Assign	\$3,939	\$4,099	\$4,044	\$4,123	\$4,473	\$4,946
# of licensed pilots w/o Pres	50	50	50	50	49	49
Average Assgn/pilot on rotation	12.30	11.35	11.90	10.88	13.98	15.04
# pilots with < 6 jobs (+1=Pres)	3 + 1	2 + 1	5 + 1	8 + 1	4 + 1	4 + 1
2nd pilot jobs	34	34	35	34	53	51
Repos	111	112	129	120	147	134
Assignments	602	556	583	533	671	707
Assignment change	(4)	27	13	(32)	7	71
Moves	579	542	563	525	656	700
Moves change	(15)	22	15	(25)	2	75
Cancellations	23	14	20	8	15	7
Tonnage Revenue	\$1,364,136	\$1,306,390	\$1,350,510	\$1,278,904	\$1,836,056	\$2,219,302
Tonnage Revenue per Move	\$2,356	\$2,410	\$2,399	\$2,436	\$2,799	\$3,170
Gross Tonnage Moved	27,962,363	26,106,585	27,303,886	25,704,844	34,965,346	39,710,847

PSP 2017	January	February	March	April	(cruise season) May	(cruise season) June
Tariff Revenue-Trans	\$2,488,326	\$2,183,031	\$2,273,861	\$2,315,825	\$2,968,949	\$3,060,089
RPA-Revenue per Assign	\$4,106	\$4,127	\$3,989	\$4,099	\$4,471	\$4,811
# of licensed pilots w/o Pres	51	51	51	51	51	51
Average Assgn/pilot on rotation	11.88	10.37	11.18	11.08	13.02	12.72
# pilots with < 6 jobs (+1=Pres)	2 + 1	5 + 1	3 + 1	5 + 1	7 + 1	2 + 1
2nd pilot jobs						
Repos	114	102	94	104	142	166
Assignments	606	529	570	565	664	636
Assignment change	1	(18)	(37)	(19)	(8)	(89)
Moves	594	520	548	550	654	625
Moves change	5	(18)	(43)	(23)	(11)	(85)
Cancellations	12	9	22	15	10	11
Tonnage Revenue	\$1,456,699	\$1,256,480	\$1,261,965	\$1,305,187	\$1,808,684	\$1,931,955
Tonnage Revenue per Move	\$2,452	\$2,416	\$2,303	\$2,373	\$2,766	\$3,091
Gross Tonnage Moved	31,303,842	27,225,601	27,446,553	27,831,924	33,410,880	34,205,855

PSP 2016	January	February	March	April	(cruise season) May	(cruise season) June
Tariff Revenue-Trans	\$2,443,846	\$2,269,624	\$2,419,887	\$2,350,195	\$3,039,515	\$3,215,179
RPA-Revenue per Assign	\$4,039	\$4,149	\$3,987	\$4,024	\$4,523	\$4,435
# of licensed pilots w/o Pres	51	51	50	51	51	51
Average Assgn/pilot	12.26	10.73	12.14	11.45	13.18	14.22
# pilots with < 6 jobs(+1=Pres)	6 + 1	8 + 1	3 + 1	7 + 1	2 + 1	4 + 1
2nd pilot jobs						
Repos	110	106	106	87	131	130
Assignments	605	547	607	584	672	725
Assignment change	28	30	(32)	(36)	(102)	(66)
Moves	589	538	591	573	665	710
Moves change	23	37	(32)	(25)	(95)	(61)
Cancellations	16	9	16	11	7	15
Tonnage Revenue	\$1,329,440	\$1,296,111	\$1,345,308	\$1,322,435	\$1,832,625	\$1,923,132
Tonnage Revenue per Move	\$2,257	\$2,409	\$2,276	\$2,308	\$2,756	\$2,709
Gross Tonnage Moved	29,609,106	27,830,304	29,667,076	28,676,198	35,896,326	37,105,794

		2019				2018													
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2018					
Pilot Level	Actual Trips PSP Earned Revenue Report Detail Lic or Ret Date	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	Actual Assign	YTD Actual Assign	Average Assgn 145/12=12.1 >12.1 in Bold				
U	ANA Anacker, D.S. Lic. 3/27/12	14	5											19	9.5				
U	ANT Anthony, Michael Lic. 7/24/12	10	7											17	8.5	BPC/TEC			
U	ARN Arnold, J. E.	13	10											23	#####				
1	BEN Bendixen, Sandy Lic. 9/20/18	9	13											22	#####				
U	BOU Bouma, Blair	19	13											32	#####	PSP Bd			
U	BRO Brouillard, Dan Lic. 7/31/13	21	12											33	#####				
U	BRU Brusco, David	11	10											21	#####				
U	BUJ Bujacich, J.P.	14	7											21	#####				
U	CAW Carley, W. Bud Lic. 1/10/13	14	8											22	#####				
U	CAI Carlson, I.J.	2	1											3	1.5	PSP V.P.			
4	CAJ Carstensen, J Lic. 9/30/15	8	18											26	#####				
5	COL Coleman, S Lic. 8/27/14	12	12											24	#####	PSP Sec/Treas			
U	COR Coryell, T. D. Lic. 12/13/13	18	18											36	#####				
U	EME Emerson, L. P.	22	14											36	#####				
U	ENF Engstrom, F. E. (1/12/19) Lic. 11/15/12	4	0											4	2.0				
4	GAL Galvin, Jamie Lic. 11/11/14	15	15											30	#####				
1	GRI Grieser, K. Lic. 02/21/19	6	6											6	6.0	New pilot			
U	GRD Grobschmit, D.W.	15	15											30	#####				
U	HAI Hannuksela, J	14	16											30	#####				
U	HAR Harris, J. B.	17	11											28	#####				
2	HEJ Henderson, J. David Lic. 7/6/17	9	11											20	#####				
U	HEN Henshaw, B. F.	10	13											23	#####				
2	HUP Hunter, P.V Lic. 10/13/17	12	16											28	#####				
4	JEN Jensen, Brian Lic. 12/22/14	15	10											25	#####				
U	KAL Kalvoy, J.E.	15	5											20	#####				
U	KEA Kearns, J.	19	12											31	#####				
3	KEN Kelleher, N.T. Lic. 4/14/16	16	12											28	#####				
U	KEP Kelly, P.S.	6	16											22	#####				
U	KLA Klapperich, E.C.	11	14											25	#####				
5	LIC Lichy, E.C. Lic. 5/1/14	8	14											22	#####				
4	LOB Lowe, Brad Lic. 9/23/15	6	16											22	#####				
U	LOW Lowery, W.W. Lic. 2/11/13	11	17											28	#####				
U	MAY Mayer, D. W.	19	10											29	#####	TEC			
U	MOT Moreno, S.	13	13											26	#####				
2	MYE Myers, R Lic. 11/28/17	15	12											27	#####				
U	NEW Newman, A. J.	16	16											32	#####	PSP Board			
2	ROU Rounds, Chris Lic. 7/11/17	12	14											26	#####				
U	SAN Sanders, D. A.	0	0											0	0.0	taking comp days			
U	SCO Scoggins, J	0	0											0	0.0	taking comp days			
U	SCR Scragg, J.	11	11											22	#####	BPC/TEC			
U	SEM Semler, J. R.	19	20											39	#####	PSP Board			
U	SES Semler, S.	16	19											35	#####				
U	SEY Seymour, L.	14	15											29	#####				
U	SHA Shaffer, D. L.	14	21											35	#####				
U	SHJ Shaffer, J. A.	12	17											29	#####				
U	SHU Shuler, M. Retire 1/31/19	0	0											0	0.0	taking comp days			
U	SLI Sliker, W.J.	15	14											29	#####				
U	SOR Soriano, D. B.	13	12											25	#####				
U	THG Thoreson, George	11	13											24	#####	PSP Board			
U	VON vonBrandenfels, E. M. president	0	0											0	0.0				
U	WIG Wildes, G. R. Retire 2/14/19	0	0											0	0.0	taking comp days			
Total Assignments/ Month		590	574											1164					
Number of licensed PS pilots		50	50																
President		1	1																
Medical circumstances:		1	2																
Available to pilot		48	47																
Pilots taking comp days->retirement		3	2																
# of Pilots with < 6 jobs (+Pres; ≠NFFD)		5	5																
Pilots w/>5 assgns & their avg # of trips		43P; 13.6	42P; 13.4																
Average Assgn/pilot on rotation		12.3	12.21																
Cancellations		18	14												32				
PSP LOA Report (MOVES)		572	560												1132				
Avg moves/pilot on rotation		11.92	11.91																
2018																			
Total Assignments/ Month		602	556	583	533	671	707	680	660	623	584	554	571	7324	#####				
Number of licensed PS pilots		51	51	51	51	50	50	50	50	50	50	50	50	51	50.4				
President		1	1	1	1	1	1	1	1	1	1	1	1						
Medical circumstances:		1	1	1	1	1	2	3	2	2	1.67	1	1						
Pilots taking comp days->retirement					1				1	2	3	3	3						
Pilots on rotation (pres, NFFD, ret comp)		49	49	49	48	48	47	46.0	46	45	44.33	45	45						
# of Pilots with < 6 jobs(+1=Pres)		3 + 1	4 + 1	5 + 1	8 + 1	4 + 1	4 + 1	3 + 1	5 + 1	4 + 1	9 + 1	8 + 1	5 + 1						
Pilots w/>5 assgns & their avg # of trips		47P; 12.6	46P; 11.76	45P; 12.6	42P; 12.2	45P; 14.7	45P; 15.4	46P; 14.5	44P; 14.8	45P; 13.7	40P; 14.1	41P; 13.2	44P; 12.9						
Average Assgn/pilot on rotation		12.3	11.35	11.90	10.88	13.98	15.04	14.78	14.04	13.26	12.34	11.54	11.90	12.60					
Cancellations		23	13	20	8	15	8	10	6	12	13	10	24	162					
PSP LOA Report (MOVES)		579	543	563	525	656	699	670	654	611	571	544	547	7162					
Avg moves/pilot on rotation		11.82	11.08	11.49	10.71	13.67	14.87	14.57	13.91	13.00	12.06	11.33	11.40						

Revenue by Type of Vessel
January -February 2019-2017

Revenue				Jan-19		Feb-19	
Type of vessel	2019	2019	2019	Jan-19		Feb-19	
	2019 Revenue	Moves	Avg \$/move	Revenue	Moves	Revenue	Moves
Bulker	\$ 544,362	215	\$2,532	\$ 246,305	97	\$ 298,057	118
Car Carrier	\$ 563,616	108	\$5,219	\$ 290,530	57	\$ 273,086	51
Container	\$ 2,511,797	405	\$6,202	\$ 1,346,835	212	\$ 1,164,962	193
General Purpose	\$ 144,891	42	\$2,841	\$ 64,946	15	\$ 79,945	18
Other	\$ 24,543	9		\$ 15,308	3	\$ 9,235	6
Passenger	\$ 2,332	2	\$1,166	\$ 1,166	1	\$ 1,166	1
Ro-Ro	\$ 126,643	36	\$3,518	\$ 58,617	16	\$ 68,026	20
Tanker	\$ 1,047,196	324	\$3,232	\$ 563,306	171	\$ 483,890	153
PSP Vsl Rev Rpt	\$ 4,940,837	1,141	\$4,330	\$ 2,587,013	572	\$ 2,353,824	560

Revenue				Jan-18		Feb-18	
Type of vessel	2018	2018	2018	Jan-18		Feb-18	
	2018 Revenue	Moves	Avg \$/move	Revenue	Moves	Revenue	Moves
Bulker	\$ 2,764,056	1,109	\$2,492	\$ 247,217	104	\$ 237,832	90
Car Carrier	\$ 2,703,538	483	\$5,597	\$ 173,216	30	\$ 193,799	33
Container	\$ 14,106,403	2,396	\$5,887	\$ 1,105,464	191	\$ 1,044,454	184
General Purpose	\$ 932,190	327	\$2,851	\$ 106,365	14	\$ 114,404	17
Other					22		20
Naval							
Reefer							
Passenger	\$ 4,291,983	461	\$9,310	\$ 4,539	3		
Ro-Ro	\$ 872,636	235	\$3,713	\$ 66,351	15	\$ 56,149	16
Tanker	\$ 7,279,277	2,149	\$3,387	\$ 661,848	200	\$ 627,963	182
PSP Vsl Rev Rpt	\$ 32,950,083	7,160	\$4,646	\$ 2,365,000	579	\$ 2,274,601	542

Revenue				Jan-17		Feb-17	
Type of vessel	2017	2017	2017	Jan-17		Feb-17	
	Revenue	Moves	Avg \$/move	Revenue	Moves	Revenue	Moves
Bulker	\$ 2,747,059	1,084	\$2,534	\$ 278,216	110	\$ 265,054	93
Car Carrier	\$ 2,551,798	468	\$5,453	\$ 237,945	43	\$ 201,209	36
Container	\$ 13,528,013	2,391	\$5,658	\$ 1,263,325	220	\$ 1,161,460	209
General Purpose	\$ 813,206	274	\$2,968	\$ 53,488	11	\$ 36,449	10
Passenger	\$ 4,035,091	444	\$9,088	\$ 1,150	1	\$ 1,150	1
Ro-Ro	\$ 909,220	244	\$3,726	\$ 68,966	17	\$ 62,405	17
Tanker	\$ 7,023,550	2,187	\$3,211	\$ 575,241	183	\$ 445,345	148
PSP Vsl Rev Rpt	\$ 31,607,937	7,092	4,457	\$ 2,478,331	594	\$ 2,173,072	520

Revenue/Assignments/RPA
January - February
2019-2016

MONTH								Year to Date					
2019	Month	Revenue minus Transp	Assignments	RPA for month		YTD Revenue		YTD Assgn		YTD RPA			
	Jan	9.1%	2,587,013	590	-2.0%	4,385	11.3%						
	Feb	2.6%	2,338,516	574	3.2%	4,074	-0.6%	\$ 4,925,529	5.9%	1,164	0.5%	4,232	5.4%
2018	Month	Revenue minus Transp	Assignments	RPA for month		YTD Revenue		YTD Assgn		YTD RPA			
	Jan	-4.7%	2,371,508	602	-0.7%	3,939	-4.1%						
	Feb	4.4%	2,279,245	556	5.1%	4,099	-0.7%	\$ 4,650,753	-0.4%	1,158	2.0%	4,016	-2.4%
2017	Month	Revenue minus Transp	Assignments	RPA for month		YTD Revenue		YTD Assgn		YTD RPA			
	Jan	1.8%	2,488,326	606	0.2%	4,106	1.7%						
	Feb	-3.8%	2,183,032	529	-3.3%	4,127	-0.5%	\$ 4,671,358	-0.9%	1,135	-1.5%	4,116	0.6%
2016	Month	Revenue minus Transp	Assignments	RPA for month		YTD Revenue		YTD Assgn		YTD RPA			
	Jan	11.0%	2,443,846	605	4.9%	4,039	5.8%						
	Feb	12.1%	2,269,624	547	5.8%	4,149	5.9%	\$ 4,713,470	11.5%	1,152	5.3%	4,092	5.9%

