

SUMMARY OF PSP

Earned Revenue Rpt

Calendar Year

	Jan-19	Feb-19	Mar-19	2019 1st Qtr		Jan-18	Feb-18	Mar-18	2018 1st Qtr		Jan-17	Feb-17	Mar-17	2017 1st Qtr		Jan-16	Feb-16	Mar-16	2016 1st Qtr	
--Counters & Misc Totals--					Qtr end 19/18					Qtr end change					Qtr end change					Qtr end change
Seattle Assigns	151	152	146	449	17.5%	123	134	125	382	-8.4%	148	132	137	417	0.5%	150	129	136	415	
Ship Assigns	590	574	530	1,694	-2.7%	602	556	583	1,741	2.1%	606	529	570	1,705	-3.1%	605	547	607	1,759	
Pilot Boat Assigns	463	435	420	1,318	6.2%	418	397	426	1,241	1.9%	422	389	407	1,218	-2.9%	419	401	434	1,254	
Tonnage Surcharge/Moves	572	560	522	1,654	-0.4%	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718	
+non tonnage moves				0		12	11		23											
Surcharge Revenue	\$1,534,254	\$1,346,824	\$1,393,714	\$4,274,791	6.3%	\$1,364,136	\$1,306,390	\$1,350,510	\$4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859	
--Source of Revenue Breakdown--																				
LOA/Zone (*)	\$689,231	\$646,405	\$641,381	\$1,977,017	4.0%	\$634,386	\$601,823	\$664,361	1,900,570	-0.3%	\$666,444	\$595,861	\$644,323	1,906,628	-3.3%	\$660,059	\$623,092	\$688,024	\$1,971,175	
Harbor Shift (*)	70,410	69,513	60,575	200,498	13.6%	65,727	57,104	53,699	176,530	-26.8%	88,169	74,490	78,573	241,232	-5.4%	96,559	74,268	84,302	255,129	
Transportation (**)	79,396	77,316	67,709	224,421	-22.4%	101,155	93,630	94,363	289,148	19.1%	89,385	74,474	78,888	242,747	-6.2%	88,464	79,737	90,643	258,844	
BC Surcharge (***)	29,498	21,070	4,214	54,782	-58.7%	23,177	52,675	56,889	132,741	70.3%	23,177	23,177	31,605	77,959	5.7%	23,177	18,963	31,605	73,745	
Bridge Transit (***)	5,020	11,304	3,272	19,596	41.5%	6,532	3,774	3,538	13,844	-30.0%	9,592	3,151	7,028	19,771	-18.2%	7,802	10,064	6,314	24,180	
Waterway (***)	44,384	44,745	41,667	130,796	12.1%	40,584	38,228	37,848	116,660	-26.2%	58,558	46,436	53,048	158,042	-15.0%	59,869	62,225	63,897	185,991	
Tonnage Surcharge (***)	1,534,254	1,346,824	1,393,714	4,274,791	6.3%	1,364,136	1,306,390	1,350,510	4,021,037	1.2%	1,456,699	1,256,480	1,261,965	3,975,144	0.1%	1,329,440	1,296,111	1,345,308	3,970,859	
Cancellations (***)	16,614	10,184	6,206	33,004	-8.7%	14,530	8,872	12,763	36,165	32.2%	6,412	7,503	13,437	27,352	11.4%	11,167	5,228	8,153	24,548	
Compass Adj (***)		0	359	359	-50.0%	359	0	359	718	0.0%			718	718	-33%	718	359		1,077	
Standby/Sail Delay (***)	24,660	27,126	22,468	74,254	28.9%	18,924	20,294	18,394	57,612	-17.0%	18,358	23,088	27,966	69,412	-21.7%	46,059	25,244	17,307	88,610	
Slow Down (***)	2,758	3,562	3,288	9,608	-24.0%	3,562	3,854	5,224	12,640	-13.0%	4,658	5,754	4,110	14,522	-73.2%	42,470	3,562	8,220	54,252	
Salmon Bay (***)	0	211	844	1,055	-58.3%	211	1,899	422	2,532	1100.0%		211		211	0.5%	210			210	
Lk Union/Washington (***)	0	164	656	820	150.0%	164	0	164	328	100.0%		164		164	0.0%	164			164	
Sea Trials (***)	0	0	0	0	-100.0%	48,672	38,194		86,866	2236.4%	1,183	2,535		3,718	0.0%	1,690		2,028	3,718	
Delayed Arr & Dock Delay (***)	9,060	6,028	5,754	20,842	37.9%	4,384	6,320	4,411	15,115	-43.7%	8,220	8,768	9,864	26,852	-38.0%	18,650	10,960	13,700	43,310	
Miscellaneous (***)	0	0	696	696	-77%	696	1,662	696	3,054	5354%		42	14	56					0	
Pilot Boat (***)	161,124	151,380	146,160	458,664	6.2%	145,464	138,156	148,248	431,868	1.9%	146,856	135,372	141,636	423,864	-2.9%	145,812	139,548	151,032	436,392	
Total-Source Section	\$2,666,409	\$2,415,832	\$2,398,963	\$7,481,203	2.5%	\$2,472,664	\$2,372,875	\$2,451,889	\$7,297,428	1.5%	\$2,577,711	\$2,257,506	\$2,353,175	\$7,188,392	-2.8%	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204	
-----Revenue-----																				
Mileage (LOA/Zone) (*)	\$759,641	\$715,918	\$701,956	\$2,177,515	4.8%	\$700,113	\$658,927	\$718,060	2,077,100	-3.3%	\$754,613	\$670,351	\$722,896	2,147,860	-3.5%	\$756,618	\$697,360	\$772,326	\$2,226,304	
Transportation (**)	79,396	77,316	67,709	224,422	-22.4%	101,155	93,630	94,363	289,148	19.1%	89,385	74,474	78,888	242,747	-6.2%	88,464	79,737	90,643	258,844	
Special (***)	1,827,372	1,622,598	1,629,298	5,079,267	3.0%	1,671,395	1,620,318	1,639,466	4,931,179	2.8%	1,733,713	1,512,681	1,551,391	4,797,785	-2.2%	1,687,228	1,572,264	1,647,564	4,907,056	
Total -Revenue Section	\$2,666,409	\$2,415,832	\$2,398,963	\$7,481,204	2.5%	\$2,472,664	\$2,372,875	\$2,451,889	\$7,297,428	1.5%	\$2,577,711	\$2,257,506	\$2,353,175	\$7,188,392	-2.8%	\$2,532,310	\$2,349,361	\$2,510,533	\$7,392,204	
Revenue without Transportation	\$2,587,013	\$2,338,516	\$2,331,254	\$7,256,782	4%	\$2,371,508	\$2,279,245		\$7,008,279	1%	\$2,488,326	\$2,183,032	\$2,274,287	\$6,945,645	-3%	\$2,443,846	\$2,269,624	\$2,419,890	\$7,133,360	
Revenue/Assignment, w/o Transp	\$4,385	\$4,074	\$4,399	\$4,284	6.4%	\$3,939	\$4,099	\$4,044	\$4,025	-1.2%	\$4,106	\$4,127	\$3,990	\$4,074	0.5%	\$4,039	\$4,149	\$3,987	\$4,055	
Other Stats																				
Tonnage Surcharge Revenue	\$1,534,254	\$1,346,824	\$1,393,714	\$4,274,791	6.3%	\$1,364,136	\$1,306,390	\$1,350,510	4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859	
Tonnage Surcharge Charge # moves	572	560	522	1,654	-0.4%	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718	
Avg Tonnage Surcharge/Move	\$2,682	\$2,405	\$2,670	\$2,585	6.8%	\$2,406	\$2,460	\$2,399	\$2,421	1.2%	\$2,452	\$2,416	\$2,303	\$2,392	3.5%	\$2,257	\$2,409	\$2,276	\$2,311	

PSP Source of Revenue
1st Quarter
2019, 2018, 2017, 2016

SUMMARY OF PSP Earned Revenue Rpt <u>Calendar Year</u>						Jan-19	Feb-19	Mar-19	2019 1st Qtr	Jan-18	Feb-18	Mar-18	2018 1st Qtr	Jan-17	Feb-17	Mar-17	2017 1st Qtr	Jan-16	Feb-16	Mar-16	2016 1st Qtr
--Counters & Misc Totals--									Qtr end 18 / 17				Qtr end 18 / 17				Qtr end change				Qtr end change
Seattle Assigns	151	152	146	449	17.5%	123	134	125	382	-8.4%	148	132	137	417	0.5%	150	129	136	415		
Ship Assigns	590	574	530	1,694	-2.7%	602	556	583	1,741	2.1%	606	529	570	1,705	-3.1%	605	547	607	1,759		
Pilot Boat Assigns	463	435	420	1,318	6.2%	418	397	426	1,241	1.9%	422	389	407	1,218	-2.9%	419	401	434	1,254		
Tonnage Surcharge/Moves	572	560	522	1,654	-0.4%	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718		
+ non tonnage moves				0		12	11		23												
Surcharge Revenue	\$1,534,254	\$1,346,824	\$1,393,714	\$4,274,791	6.3%	\$1,364,136	\$1,306,390	\$1,350,510	\$4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859		
-----Revenue-----																					
Mileage (LOA/Zone) (*)	\$759,641	\$715,918	\$701,956	\$2,177,515	4.8%	\$700,113	\$658,927	\$718,060	2,077,100	-3.3%	\$754,613	\$670,351	\$722,896	2,147,860	-3.5%	\$756,618	\$697,360	\$772,326	\$2,226,304		
Transportation (**)	79,396	77,316	67,709	224,422	-22.4%	101,155	93,630	94,363	289,148	19.1%	89,385	74,474	78,888	242,747	-6.2%	88,464	79,737	90,643	258,844		
Special (***)	1,827,372	1,622,598	1,629,298	5,079,267	3.0%	1,671,395	1,620,318	1,639,466	4,931,179	2.8%	1,733,713	1,512,681	1,551,391	4,797,785	-2.2%	1,687,228	1,572,264	1,647,564	4,907,056		
Total -Revenue Section	\$2,666,409	\$2,415,832	\$2,398,963	\$7,481,204	2.5%	\$2,472,664	\$2,372,875	\$2,451,889	\$7,297,428	1.5%	\$2,577,711	\$2,257,506	\$2,353,175	\$7,188,392	-2.8%	\$2,532,310	\$2,349,361	\$2,510,533	#####		
Revenue without Transportation	\$2,587,013	\$2,338,516	\$2,331,254	\$7,256,782	4%	\$2,371,508	\$2,279,245		\$7,008,279	1%	\$2,488,326	\$2,183,032	\$2,274,287	\$6,945,645	-3%	\$2,443,846	\$2,269,624	\$2,419,890	\$7,133,360		
Revenue/Assignment, w/o Transp	\$4,385	\$4,074	\$4,399	\$4,284	6.4%	\$3,939	\$4,099	\$4,044	\$4,025	-1.2%	\$4,106	\$4,127	\$3,990	\$4,074	0.5%	\$4,039	\$4,149	\$3,987	\$4,055		
Other Stats																					
Tonnage Surcharge Revenue	\$1,534,254	\$1,346,824	\$1,393,714	\$4,274,791	6.3%	\$1,364,136	\$1,306,390	\$1,350,510	4,021,037	1.2%	\$1,456,699	\$1,256,480	\$1,261,965	3,975,144	0.1%	\$1,329,440	\$1,296,111	\$1,345,308	\$3,970,859		
Tonnage Surcharge Charge # moves	572	560	522	1,654	-0.4%	567	531	563	1,661	-0.1%	594	520	548	1,662	-3.3%	589	538	591	1,718		
Avg Tonnage Surcharge/Move	\$2,682	\$2,405	\$2,670	\$2,585	6.8%	\$2,406	\$2,460	\$2,399	\$2,421	1.2%	\$2,452	\$2,416	\$2,303	\$2,392	3.5%	\$2,257	\$2,409	\$2,276	\$2,311		

TONNAGE, NUMBER OF MOVES -- BY VESSEL TYPE
2019 - 2017

	Bulk		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	# 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
March	2,798,119	76	3,552,017	53	13,728,560	194	11,654	12	3,104	1	313,061	12	-	-	-	0	897,465	24	6,776,537	114	36	24%	28,080,517	522
2019	9,916,307	291	10,217,921	161	44,323,143	599	83,114	45	3,104	2	373,651	20	11,682	2	-	-	2,081,628	60	19,939,156	345	129	27%	86,949,706	1,654
YTD Avg/Month	3,305,436	97	3,405,974	54	14,774,381	200	27,705	15	1,035	1	124,550	7	3,894	1	-	-	693,876	20	6,646,385	115	43		7,245,809	138
CHANGE FROM																								
Δ 2019/2018	24,737	-	4,009,281	57	6,427,559	26	8,265	6	3,104	-	(522,875)	(31)	(910)	(1)	-	-	55,896	9	(4,428,184)	(51)	(45)	(1)	5,576,873	(30)
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
2018	9,891,570	291	6,208,640	104	37,895,584	573	74,849	39	-	2	896,526	51	12,592	3	-	-	2,025,732	51	24,367,340	396	174	91%	81,372,833	1,684
YTD Avg/Month	3,297,190	97	2,069,547	35	12,631,861	191	24,950	13	-	1	298,842	17	4,197	1	-	-	675,244	17	8,122,447	132	58	0	27,124,278	561
CHANGE FROM																								
Δ 2018/2017	(647,877)	(19)	(1,084,238)	(19)	(7,911,394)	(71)	(2,437)	-	(407,040)	(6)	782,510	38	910	1	-	-	117,482	(4)	4,548,921	61	41		(4,603,163)	22
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
2017	10,539,447	310	7,292,878	123	45,806,978	644	77,286	39	407,040	8	114,016	13	11,682	2	-	0	1,908,250	55	19,818,419	335	133	86%	85,975,996	1,662
YTD Avg/Month	3,513,149	103	2,430,959	41	15,268,993	215	25,762	13	203,520	3	38,005	4	3,894	1	-	-	636,083	18	6,606,140	112	44	0	28,658,665	554
CHANGE FROM																								
Δ 2017/2016	1,860,524	35	(360,678)	(13)	(1,182,665)	(36)	(624,395)	10	338,975	4	78,326	11	(5,841)	(1)	-	-	(82,145)	(2)	(1,362,747)	-	(64)		(1,340,646)	(56)

Puget Sound District
Vessel Moves by LOA and Zone
2017-2019

2019		MARCH 2019							
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	
64	9	Up to 500	2	2	0	5	0	0	
147	31	500-599	6	5	4	13	3	0	
485	150	600-699	16	23	33	33	45	0	
244	96	700-799	17	24	5	16	34	0	
220	81	800-899	7	13	8	26	27	0	
269	83	900-999	10	4	0	45	24	0	
80	28	1000-1099	6	1	0	9	12	0	
107	39	1100-1199	10	1	0	18	10	0	
38	5	1200----	2	0	0	2	1	0	
moves	522		76	73	50	167	156	0	
YTD totals		1654	259	227	156	548	464	0	
YTD Averages		551.3	86.3	75.7	52.0	182.7	154.7	0.0	

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	
16	4	1000-1099	0	0	0	4	0	0	
39	9	1100-1199	0	1	0	8	0	0	
24	9	1200----	0	0	0	9	0	0	
moves	563		74	90	64	165	170	0	
YTD totals		1685	271	284	198	449	461	0	
YTD Averages		561.7	90.3	94.7	66.0	149.7	153.7	0.0	

2017		MARCH 2017							
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	
58	27	Up to 500	0	8	10	9	0	0	
144	54	500-599	12	8	4	18	12	0	
467	150	600-699	19	33	28	28	42	0	
275	88	700-799	10	20	3	21	34	0	
203	61	800-899	11	7	5	17	21	0	
252	83	900-999	16	5	1	25	36	0	
106	43	1000-1099	8	9	0	15	11	0	
157	42	1100-1199	19	0	0	10	13	0	
0	0	1200----	0	0	0	0	0	0	
moves	548		95	90	51	133	156	0	
YTD totals		1662	286	305	156	427	465	0	
YTD Averages		554.0	95.3	101.7	52.0	142.3	155.0	0.0	

2019		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	
68	28	1100-1199	7	4	0	11	6	0	
33	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		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	
12	3	1000-1099	0	0	0	3	0	0	
30	16	1100-1199	1	1	0	14	0	0	
15	7	1200----	0	0	0	7	0	0	
moves	543		89	95	69	156	134	0	
YTD totals		1122	197	194	134	284	291	0	
YTD Averages		561.0	98.5	97.0	67.0	142.0	145.5	0.0	

2017		FEBRUARY 2017							
YTD	Totals	LOA	IntraHbr 1	≤ 30 mi 2	≤50 mi 3	≤75 mi 4	≤100mi 5	101+ mi 6	
31	19	Up to 500	0	6	5	8	0	0	
90	34	500-599	3	11	4	13	3	0	
317	147	600-699	12	42	25	30	38	0	
187	92	700-799	9	22	5	25	31	0	
142	64	800-899	12	5	12	17	18	0	
169	80	900-999	15	7	0	24	34	0	
63	33	1000-1099	8	2	0	14	9	0	
115	51	1100-1199	21	6	1	13	10	0	
0	0	1200----	0	0	0	0	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	

2019		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	

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	
	9	1000-1099	2	0	0	5	2	0	
	14	1100-1199	0	0	0	14	0	0	
	8	1200----	0	0	0	8	0	0	
moves	579		108	99	65	128	157	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		
	30	1000-1099	7	3	0	11	9		
	64	1100-1199	24	9	0	16	15		
	0	1200----	0	0	0	0	0		
moves	594		111	114	53	150	166	0	

Revenue/Assignments/RPA
January - March
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%
	Mar	-1.1%	2,331,254	530	-9.1%	4,399	8.8%	7,256,782	3.5%	1,694	-2.7%	4,284	6.4%
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%
	Mar	3.7%	2,357,526	583	2.3%	4,044	1.3%	7,008,279	0.9%	1,741	2.1%	4,025	-1.2%
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%
	Mar	-6.0%	2,274,287	570	-6.1%	3,990	0.1%	\$ 6,945,645	-2.6%	1,705	-3.1%	4,074	0.5%
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%
	Mar	2.3%	2,419,890	607	-5.0%	3,987	7.7%	\$ 7,133,360	8.2%	1,759	1.5%	4,055	6.6%

Revenue by Type of Vessel
January - March
2019-2017

Revenue						Jan-19		Feb-19		Mar-19	
Type of vessel		@3/31	2019 2019 Revenue	2019 Moves	2019 Avg \$/move	Jan-19 Revenue	Moves	Feb-19 Revenue	Moves	Mar-19 Revenue	Moves
Bulker			\$ 744,522	291	\$2,558	\$ 246,305	97	\$ 298,057	118	\$ 200,160	76
Car Carrier			\$ 898,575	161	\$5,581	\$ 290,530	57	\$ 273,086	51	\$ 334,959	53
Container			\$ 3,668,380	599	\$6,124	\$ 1,346,835	212	\$ 1,164,962	193	\$ 1,156,583	194
General Purpose			\$ 176,740	45	\$2,638	\$ 64,946	15	\$ 79,945	18	\$ 31,849	12
Other	Other, Reefer, Naval		\$ 47,636	22		\$ 15,308	3	\$ 9,235	6	\$ 23,093	13
Naval				0		\$ -		\$ -		\$ -	
Reefer				0		\$ -	0	\$ -		\$ -	
Passenger			\$ 2,332	2	\$1,166	\$ 1,166	1	\$ 1,166	1	\$ -	0
Ro-Ro			\$ 217,158	60	\$3,619	\$ 58,617	16	\$ 68,026	20	\$ 90,515	24
Tanker			\$ 1,541,291	474	\$3,252	\$ 563,306	171	\$ 483,890	153	\$ 494,095	150
PSP Vsl Rev Rpt		@3/31	\$ 7,296,634	1,654	\$4,412	\$ 2,587,013	572	\$ 2,378,367	560	\$ 2,331,254	522

Revenue						Jan-18		Feb-18		Mar-18	
Type of vessel		on 2019 report	2018 2018 Revenue	2018 Moves	2018 Avg \$/move	Jan-18 Revenue	Moves	Feb-18 Revenue	Moves	Mar-18 Revenue	Moves
Bulker		\$ (22,317)	\$ 730,992	291	\$2,589	\$ 247,217	104	\$ 237,832	90	\$ 268,260	97
Car Carrier		\$ -	\$ 595,949	104	\$5,730	\$ 173,216	30	\$ 193,799	33	\$ 228,934	41
Container		\$ (15,372)	\$ 3,238,151	573	\$5,678	\$ 1,105,464	191	\$ 1,044,454	184	\$ 1,103,605	198
General Purpose		\$ 37,689	\$ 297,220	39	\$2,821	\$ 106,365	14	\$ 114,404	17	\$ 38,762	8
Other	Other, Reefer, Naval		\$ -	51			22		20		9
Passenger			\$ 4,539	3	\$1,513	\$ 4,539	3				
Ro-Ro			\$ 196,114	51	\$3,845	\$ 66,351	15	\$ 56,149	16	\$ 73,614	20
Tanker			\$ 1,929,712	570	\$3,385	\$ 661,848	200	\$ 627,963	182	\$ 639,901	188
PSP Vsl Rev Rpt			\$ 6,992,677	1,684	\$4,152	\$ 2,365,000	579	\$ 2,274,601	542	\$ 2,353,076	563

Revenue						Jan-17		Feb-17		Mar-17	
Type of vessel		on 2019 report	2017 Revenue	2017 Moves	2017 Avg \$/move	Jan-17 Revenue	Moves	Feb-17 Revenue	Moves	Mar-17 Revenue	Moves
Bulker		\$ (13,403)	\$ 814,704	310	\$2,671	\$ 278,216	110	\$ 265,054	93	\$ 284,837	107
Car Carrier		\$ -	\$ 681,315	123	\$5,539	\$ 237,945	43	\$ 201,209	36	\$ 242,161	44
Container		\$ (20,580)	\$ 3,588,636	644	\$5,604	\$ 1,263,325	220	\$ 1,161,460	209	\$ 1,184,431	215
General Purpose		\$ 33,982	\$ 199,939	39	\$2,766	\$ 53,488	11	\$ 36,449	10	\$ 76,020	18
Other	Other, Reefer, Naval		\$ -	13			4		6		3
Naval			\$ -	8			5				3
Reefer			\$ -	0							
Passenger			\$ 2,300	2	\$1,150	\$ 1,150	1	\$ 1,150	1		
Ro-Ro			\$ 208,125	55	\$3,784	\$ 68,966	17	\$ 62,405	17	\$ 76,754	21
Tanker			\$ 1,415,029	468	\$3,024	\$ 575,241	183	\$ 445,345	148	\$ 394,443	137
PSP Vsl Rev Rpt			\$ 6,910,048	1,662	4,158	\$ 2,478,331	594	\$ 2,173,072	520	\$ 2,258,645	548

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	\$2,331,254			
RPA-Revenue per Assign	\$4,385	\$4,074	\$4,399	#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	33			
Repos	112	100	95			
Assignments	590	574	530			
Assignment change	(12)	18	(53)			
Moves	572	560	522			
Moves change	(7)	18	(41)			
Cancellations	18	14	8	0	0	0
Tonnage Revenue	\$1,534,254	\$1,346,824	\$1,393,714			
Tonnage Revenue per Move	\$2,682	\$2,405	\$2,670	#DIV/0!	#DIV/0!	#DIV/0!
Gross Tonnage Moved	30,531,919	28,337,270	28,080,518			

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				Jan	Feb	Mar	2018		
Pilot Level	Actual Trips PSP Earned Revenue Report Detail		Lic or Ret Date	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	11	30	10.0	
U	ANT	Anthony, Michael	Lic. 7/24/12	10	7	4	21	7.0	BPC/TEC
U	ARN	Arnold, J. E.		13	10	19	42	14.0	
1	BEN	Bendixen, Sandy	Lic. 9/20/18	9	13	5	27	9.0	
U	BOU	Bouma, Blair		19	13	10	42	14.0	PSP Bd
U	BRO	Brouillard, Dan	Lic. 7/31/13	21	12	9	42	14.0	
U	BRU	Brusco, David		11	10	10	31	10.3	
U	BUJ	Bujacich, J.P.		14	7	14	35	11.7	
U	CAW	Carley, W. Bud	Lic. 1/10/13	14	8	11	33	11.0	
U	CAI	Carlson, I.J.		2	1	1	4	1.3	PSP V.P.
4	CAJ	Carstensen, J	Lic. 9/30/15	8	18	14	40	13.3	
5	COL	Coleman, S	Lic. 8/27/14	12	12	5	29	9.7	PSP Sec/Treas
U	COR	Coryell, T.D.	Lic. 12/13/13	18	18	16	52	17.3	
U	EMF	Emerson, L. P.		22	14	12	48	16.0	
U	ENF	Engstrom, F. E. (1/12/19)	Lic. 11/15/12	4	0	0	4	1.3	
4	GAL	Galvin, Jamie	Lic. 11/11/14	15	15	13	43	14.3	
1	GRI	Grieser, K.	Lic. 02/21/19		6	9	15	7.5	New pilot
U	GRD	Grobschmit, D.W.		15	15	17	47	15.7	
U	HAJ	Hannuksela, J		14	16	14	44	14.7	
U	HAR	Harris, J. B.		17	11	9	37	12.3	
2	HEJ	Henderson, J. David	Lic. 7/6/17	9	11	13	33	11.0	
U	HEN	Henshaw, B. F.		10	13	6	29	9.7	
2	HUP	Hunter, P.V	Lic. 10/13/17	12	16	11	39	13.0	
4	JEN	Jensen, Brian	Lic. 12/22/14	15	10	13	38	12.7	
U	KAL	Kalvoy, J.E.		15	5	14	34	11.3	
U	KEA	Kearns, J.		19	12	14	45	15.0	
3	KEN	Kelleher, N.T.	Lic. 4/14/16	16	12	9	37	12.3	
U	KEP	Kelly, P.S.		6	16	9	31	10.3	
U	KLA	Klapperich, E.C.		11	14	16	41	13.7	
5	LIC	Lichty, E.C.	Lic. 5/1/14	8	14	14	36	12.0	
4	LOB	Lowe, Brad	Lic. 9/23/15	6	16	10	32	10.7	
U	LOW	Lowery, W.W.	Lic. 2/11/13	11	17	15	43	14.3	
U	MAY	Mayer, D. W.		19	10	6	35	11.7	TEC
U	MOT	Moreno, S.		13	13	12	38	12.7	
2	MYE	Myers, R	Lic. 11/28/17	15	12	11	38	12.7	
U	NEW	Newman, A. J.		16	16	15	47	15.7	PSP Board
2	ROU	Rounds, Chris	Lic. 7/11/17	12	14	12	38	12.7	
U	SAN	Sanders, D. A.		0	0	0	0	0.0	taking comp days
U	SCO	Scoggins, J		0	0	0	0	0.0	taking comp days
U	SCR	Scragg, J.		11	11	9	31	10.3	BPC/TEC
U	SEM	Semler, J. R.		19	20	13	52	17.3	PSP Board
U	SES	Semler, S.		16	19	15	50	16.7	
U	SEY	Seymour, L.		14	15	10	39	13.0	
U	SHA	Shaffer, D. L.		14	21	18	53	17.7	
U	SHJ	Shaffer, J. A.		12	17	14	43	14.3	
U	SHU	Shuler, M.	Retire 1/31/19	0			0	0.0	taking comp days
U	SLI	Sliter, W.J.		15	14	13	42	14.0	
U	SOR	Soriano, D. B.		13	12	16	41	13.7	
U	THG	Thoreson, George		11	13	19	43	14.3	PSP Board
U	VON	vonBrandenfels, E. M.	president	0	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	530	1694		
Number of licensed PS pilots				50	50	49			
President				1	1	1			
Medical circumstances:				1	2	2			
Available to pilot				48	47	46			
Pilots taking comp days→retirement				3	2	1			
# of Pilots with < 6 jobs (≠Pres; ≠NFFD)				5	5	4			
Pilots w/>5 assgns & their avg # of trips				43P: 13.6	42p: 13.4	43p: 12			
Average Assgn/pilot on rotation				12.3	12.21	11.80			
Cancellations				18	14	8	40		
PSP LOA Report (MOVES)				572	560	522	1654		
Avg moves /pilot on rotation				11.92	11.91	11.35			