

**Port of Grays Harbor - Pilotage Services Division
Comparative Financial Data & Tariff Proposal**

	2022	2023 Feb YTD	2023 Budget
Vessel Arrivals / Pilot Assignments	63/173	16/52	75/188
OPERATING REVENUES			
Pilotage Services (Does not include pension charge which is passed thru to PSP, or the travel charge passed thru to the pilots)	1,108,096	301,711	1,570,000
Misc Revenues	280	47	-
TOTAL OPERATING REVENUES	1,108,376	301,758	1,570,000
OPERATING EXPENSES			
Personnel			
PGH Regular Wages	533,109	131,313	683,406
Incremental Duty Pay	225,000	65,000	-
Gain Sharing Distribution	-	-	-
Benefits	195,164	74,021	240,306
Sub-Total Wages & Benefits	<u>953,273</u>	<u>270,334</u>	<u>923,712</u>
Seminars/Confs./Training	3,719	4,659	1,500
State Pilot License Fees	7,242	-	19,500
Total Personnel	<u>964,234</u>	<u>274,993</u>	<u>944,712</u>
Purchased Services			
Advertising	-	-	-
Fire Protection Services	-	-	-
Insurance	2,473	442	2,413
Legal	689	1,066	2,500
Consulting Services	-	-	-
Pilot Launch Services	401,991	66,465	406,766
Printing/Maps/Photos	206	-	-
Equipment Rentals	1,902	476	-
Facility Rentals	5,674	-	-
Outside Repair/Maint. - Equipment	168,606	664	60,000
Outside Repair/Maint. - Facilities	286	-	-
Pilot Trainee Stipend	-	-	-
Other Purchased Services	674	54	2,900
Total Purchased Services	<u>582,500</u>	<u>69,167</u>	<u>474,579</u>
Utilities			
Telephone	2,707	587	2,000
Supplies			
Office Supplies	386	-	500
Operating Supplies	43,260	14,339	3,000

**Port of Grays Harbor - Pilotage Services Division
Comparative Financial Data & Tariff Proposal**

	2022	2023 Feb YTD	2023 Budget
Repair/Maint. Supplies	1,015	-	4,000
Small Tools/Equipment	14,047	129	500
Total Supplies	<u>58,708</u>	<u>14,469</u>	<u>8,000</u>
General / Administration			
Miscellaneous	746	1,000	-
Taxes	18,876	6,405	24,495
Travel, Lodging, Meals	6,642	1,011	5,000
Sub-total General/Admin.	<u>26,264</u>	<u>8,416</u>	<u>29,495</u>
Allocated G&A / Public Fac.			
Allocate Port G&A	52,736	16,939	109,574
Allocate Public Facilities	-	-	-
Total alloc. GA/Public Fac.	<u>52,736</u>	<u>16,939</u>	<u>109,574</u>
TOTAL GENL/ADMIN	<u>79,000</u>	<u>25,355</u>	<u>139,069</u>
TOTAL OPERATING EXPENSES	<u>1,687,149</u>	<u>384,570</u>	<u>1,568,360</u>
OPERATING INCOME (LOSS) BEFORE DEPRECIATION	<u>(578,774)</u>	<u>(82,812)</u>	<u>1,640</u>
Direct Depreciation	(43,839)	(6,892)	(39,300)
Allocated Depreciation	(1,077)	(224)	(2,726)
TOTAL DEPRECIATION EXPENSE	<u>(44,915)</u>	<u>(7,116)</u>	<u>(42,026)</u>
OPERATING INCOME (LOSS) AFTER DEPRECIATION	<u>(623,689)</u>	<u>(89,928)</u>	<u>(40,386)</u>
PASS THROUGH CHARGES			
Pension Charges (Paid to PS Pilots for payments to GH retirees of the GH Pilot Assoc.)	77,850	23,400	84,600
Travel Allowance (Paid to pilot on a per job basis)	18,165	5,460	19,740