## PACIFIC MERCHANT SHIPPING ASSOCIATION EXHIBIT LIST

Puget Sound Pilots Rate Case

Docket TP-190976

| NUMBER    | WITNESS         | A/R | DATE | DESCRIPTION                               |
|-----------|-----------------|-----|------|---|
| JCR-1Tr   | John C. Ramirez |     |      | Testimony of John C. Ramirez              |
| JCR-2r    |                 |     |      | John C. Ramirez Curriculum Vitae          |
| JCR-3r    |                 |     |      | John C. Ramirez Rate of Return Analysis   |
|           |                 |     |      |   |
| MM-1Tr    | Michael Moore   |     |      | Testimony of Captain Michael Moore        |
| MM-2r     |                 |     |      | Captain Michael Moore Curriculum Vitae    |
| MM-3r     | !               |     |      | Average Revenue per Vessel Move           |
| MM-4r     | !               |     |      | Total Revenue per Year                    |
| MM-5r     |                 |     |      | Tariff Rate Change per Year               |
| MM-6r     | !               |     |      | Average Tonnage per Vessel Move           |
| MM-7(a)r  | !               |     |      | MXPS Vessel Arrivals Graphed              |
| MM-7(b)r  |                 |     |      | MXPS Monthly Arrival-Movement Count       |
| MM-8r     |                 |     |      | Alphaliner Newsletter Issue 28, Vol. 2019 |
| MM-9r     | !               |     |      | Average Revenue per Container Ship        |
| MM-10r    |                 |     |      | Chart of Cruise Ship Size Growth          |
| MM-11r    | !               |     |      | Average Revenue per Cruise ship           |
| MM-12r    | !               |     |      | Total Assignments                         |
| MM-13r    |                 |     |      | Average Revenue per Assignment            |
| MM-14r    | !               |     |      | Total and Average Bridge Hours            |
| MM-15r    |                 |     |      | Average Revenue per Bridge Hour           |
| MM-16r    |                 |     |      | Average Net Income per Move               |
| MM-17r    |                 |     |      | Total Annual Operating Expenses           |
| MM-18r    |                 |     |      | Average Operating Expenses per Assignment |
| MM-19r    |                 |     |      | Average Pilot Licensees per Year          |
| MM-20r    |                 |     |      | Average Assignments per Pilot             |
| MM-21r    | !               |     |      | Bridge Hours Total and per Pilot          |
| MM-22(a)r |                 |     |      | 2018 Highest Assignment Pilots            |
| MM-22(b)r |                 |     |      | PSP Earned Revenue Report (Emerson)       |
| MM-22(c)r |                 |     |      | PSP Earned Revenue Report (Emerson)       |
| MM-22(d)r |                 |     |      | PSP Earned Revenue Report (Shaffer, J.)   |
| MM-23(a)r |                 |     |      | 2018 Lowest Assignment Pilots             |
| MM-23(b)r |                 |     |      | PSP Earned Revenue Report (Carlson)       |
| MM-23(c)r |                 |     |      | PSP Earned Revenue Report (Hunter)        |
| MM-23(d)r |                 |     |      | PSP Earned Revenue Report (Myers)         |
| MM-23(e)r |                 |     |      | PSP Earned Revenue Report (Scragg)        |
| MM-24r    |                 |     |      | Average Net Income Calculations 2011-2018 |

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| MM-25(a)r | Michael Moore | Analysis of BPC Incident Reports 2005-2018                  |
|-----------|---------------|---|
| MM-25(b)r |               | Spreadsheet of BPC Incident Reports 2005-2018               |
| MM-26r    |               | PSP Employee Salaries and Benefits 2005-2018                |
| MM-27r    |               | Estimated PSP Seattle Office Exec Expense 2019              |
| MM-28r    |               | Attorney Fees Expenses 2005-2019                            |
| MM-29r    |               | JTC - Transportation Resource Manual - Freight Model Update |
| MM-30r    |               | ACE - NDC U.S. Waterway Data                                |
| MM-31(a)r |               | Comparison of Pilot Trainees on PS and SF<br>Lists          |
| MM-31(b)r |               | 2017 Pilot Trainee Examination Ranked List - CA BOPC        |
| MM-31(c)r |               | 2019 CA BOPC Trainee Program Ranked List                    |
| MM-32(a)r |               | NWSA Container Volume History 2005-2019                     |
| MM-32(b)r |               | NWSA 5-Year Cargo Volume History Apr. 2020                  |
| MM-33r    |               | NWSA Market Share Statistics                                |
| MM-34r    |               | NWSA Port Competitiveness Tariff Letter                     |
| MM-35r    |               | Port of Seattle Fee Free JOC Ad                             |
| MM-36r    |               | Puget Sound Pilots Expense Categories (Proposed)            |
| MM-37r    |               | Trainee Class Size v. Tariff Changes 2005-2019              |
| MM-38r    |               | POLB Proposed Tariff Amendment                              |
| MM-39r    |               | 2018 Puget Sound Seaport Revenue                            |
| MM-40r    |               | Vessels Calling in WA and BC                                |
| MM-41r    |               | P4 Joint Tariff Proposal                                    |
|           |               |   |
| JR-1Tr    | Jordan Royer  | Testimony of Jordan Royer                                   |
| JR-2r     |               | Public Records Request to BoPC-Signed                       |
| JR-3r     |               | 2008-2019 Pilots and Trainees List                          |
| JR-4r     |               | 2020 BPC Trainees Waiting Chart                             |
| JR-5r     |               | 2008-2018 BPS Annual Reports                                |
| JR-6r     |               | PSP Monthly 2015 Earned Revenue Reports                     |
| JR-7r     |               | BPC Complaints  |
| JR-8r     |               | BPC PSP Financial Reports 2015-2019                         |
| JR-9r     |               | Board Meetings January 2015-December 2019                   |
| JR-10r    |               | PSP Tariff Submissions                                      |
| JR-11r    |               | BPC Candidate List 2008                                     |
| JR-12r    |               | BPC 2012 Exam-Trainee Waiting List                          |

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| JR-13r | Jordan Royer | BPC Trainee Candidate Status List 2016 and 2018    |
|--------|--------------|--|
| JR-14r |              | BPC Examination Candidates With Licenses           |
| JR-15r |              | BPC 2018 Exam Statistics                           |
| JR-16r |              | BPC Monthly Activity Reports 2017, 2018, and 2019  |
| JR-17r |              | BPC July 2019 Meeting Minutes                      |
| JR-18r |              | BPC February 2015 Meeting Minutes                  |
| JR-19r |              | Incident Reports Vessel Data                       |
| JR-20r |              | JTC Pilotage Final Report_Jan2018                  |
| JR-21r |              | WSF Master CBA 2019-2021                           |
| JR-22r |              | BPC January 2014 Meeting Minutes                   |
| JR-23r |              | BPC November 2012 Meeting Minutes                  |
| JR-24r |              | Seaport Budgets                                    |
| JR-25r |              | COVID-19 Proclamations, Declarations and Orders    |
| JR-26r |              | Gov. Inslee Press Release                          |
| JR-27r |              | OFM Budget Reduction Memo                          |
| JR-28r |              | Articles Re COVID-19                               |
| JR-29r |              | USCG MSIBs reCOVID-19                              |
| JR-30r |              | NW Seaport Alliance April 15 Press Release         |
| JR-31r |              | BPC Annual Reports 2005-2007                       |
| JR-32r |              | BPC Comparison of PSP Audited Financials 2009-2017 |