

PUGET SOUND PILOTS
 COMMENTS ON 2022 OPERATIONS

A. FEATURES OF INDIVIDUAL DISTRIBUTIONS

	<u>2022</u>
1. Total annual duty days	19,172
2. Working Pilot roster (duty days divided by days in year, rounded to nearest tenth)	52.5 *
3. Piloting engagements	7,482
4. Total pilotage revenue per day per pilot	\$ 1,882
5. Expense per day per pilot	\$ 963
6. Balance of revenue pool per day per pilot	\$ 919

B. OPERATING RESULTS, 2022

		<u>2022</u>
1. Total Pilotage Revenue		\$ 36,089,905
2. Seattle	\$ 15,671,499	
3. Boats	2,210,672	
4. Port Angeles	<u>304,167</u>	
5. Operating expense - pooled		(18,186,338)
6. Disability Insurance Expense @ \$5,328	\$ 279,859	
7. Expense - other		<u>(279,859)</u>
8. Balance of Pilotage Revenue Pooled		<u>\$ 17,623,708</u>
9. Working Pilot Roster		52.5
10. Balance of Pilotage Revenue Pooled Per Pilot		<u>\$ 335,523</u>

* The active roster was 56 and 51 pilots at December 31, 2022 and 2021. Based upon days of duty, the 2022 working pilot roster averaged 52.5 pilots as compared with 52.9 pilots in 2021.

PUGET SOUND PILOTS

SCHEDULE OF SEATTLE OFFICE OPERATING EXPENSE
AND ADMINISTRATIVE OVERHEAD
(IN DOLLAR AMOUNT AND AS A PERCENTAGE OF PILOTAGE REVENUE)

Year Ended December 31, 2022

1. Attorney fees	\$ 878,093	2.4%
2. Callback days	638,334	1.8%
3. Commisison - senate bill 5096	150,000	0.4%
4. Computer maintenance	293,689	0.8%
5. Computer programming	7,136	0.0%
6. Conferences	58,380	0.2%
7. Consulting services	317,825	0.9%
8. CPA fees	88,157	0.2%
9. Depreciation and amortization	10,567	0.0%
10. Drug testing	15,094	0.0%
11. Dues	185,580	0.5%
12. Employee benefits	197,496	0.5%
13. Employee salaries	916,244	2.5%
14. Equipment leases	304,189	0.8%
15. Former director retirement	69,502	0.2%
16. Insurance	204,499	0.6%
17. Interest	27,946	0.1%
18. License fees - commission	392,551	1.1%
19. Lobbyist	75,250	0.2%
20. Medical insurance - pilots	1,739,895	4.8%
21. Miscellaneous	27,101	0.1%
22. Office maintenance and repair	9,078	0.0%
23. Office supplies	52,149	0.1%
24. Pilot training	362,321	1.0%
25. Printing and publications	14,876	0.0%
26. Puget Sound retirement	6,002,516	16.6%
27. Rent and parking	187,859	0.5%
28. Taxes on payroll	66,278	0.2%
29. Taxes, other	1,183	0.0%
30. Taxes on revenue	679,681	1.9%
31. Travel and promotion	1,573,385	4.4%
32. Telephone and communications	11,587	0.0%
33. UTC Regulation Fees	<u>113,058</u>	<u>0.3%</u>
 TOTAL	 <u>\$ 15,671,499</u>	 <u>43.4%</u>

PUGET SOUND PILOTS

SCHEDULE OF BOAT OPERATING EXPENSE
(IN DOLLAR AMOUNT AND AS A PERCENTAGE OF PILOTAGE REVENUE)

Year Ended December 31, 2022

1.	Depreciation	\$	28	0.0%
2.	Employee benefits		273,446	0.8%
3.	Employee salaries		974,968	2.7%
4.	Fuel of "Juan de Fuca"		326,430	0.9%
5.	Fuel of "Puget Sound"		228,117	0.6%
6.	Insurance		93,545	0.3%
7.	Maintenance and operation of "Juan de Fuca"		99,533	0.3%
8.	Maintenance and operation of "Puget Sound"		132,987	0.4%
9.	Taxes on payroll		76,958	0.2%
10.	Taxes on property		<u>4,660</u>	<u>0.0%</u>
	TOTAL	\$	<u>2,210,672</u>	<u>6.1%</u>

Draft - Not Final