

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

DATE PREPARED: August 4, 2020	WITNESS: George Quick
DOCKET: TP-190976	RESPONDER: Puget Sound Pilots
REQUESTER: UTC Staff	

UTC STAFF DATA REQUEST NO. 86:

Re: Exhibit GQ-1T, Captain George Quick

Concerning the statement at 5:9-10, "A ship's master is an employee of the shipping line with a total compensation package which includes salary and fringe benefits of say, \$300,000 per year." Please provide the source documents that support this statement. If you have no documents, then please say, "I have no documents."

PSP'S RESPONSE TO DATA REQUEST NO. 86:

The latest information I have is for December 31, 2018 attached with file label "Staff DR 86 - Master Wages.pdf" and bates number PSP_007534-007535. It provides a daily Shipboard Wage w/ GMDSS¹ of \$667.09 with one hour of guaranteed over time (OT) it totals \$783.29 per day. The daily benefits total \$950.67 which includes one day of vacation pay for each shipboard day. Wages and benefits total \$1,733.93 per shipboard day. Assignments are for 182 shipboard days per year for a total of \$315,575 in 2018. Adjusted by annual increases of 2.75% for two years it provides an annual wage and benefits of \$333,170 in 2020.

¹ Acting as radio operator.

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

DATE PREPARED: August 4, 2020	WITNESS: George Quick
DOCKET: TP-190976	RESPONDER: Puget Sound Pilots
REQUESTER: UTC Staff	

UTC STAFF DATA REQUEST NO. 87:

Re: Exhibit GQ-5T, Captain George Quick

Concerning the statement at 11:2-9, regarding “common metrics used to compare workloads,” have you provided any work papers with supporting documents that provide either a “bridge time” or “time on task” analysis? If you have not provided any workpapers, then please answer, “I have not provided any workpapers.”

PSP'S RESPONSE TO DATA REQUEST NO. 87:

I have used a comparative workload report prepared for the Crescent River Port Pilot Association in 2014 (see document with file label “Staff DR 87 - Report Crescent River Workload - 2014.pdf” and bates number PSP_007537-007567) that I believe is still relevant as workloads remain reasonably stable over time through adjustment in pilot numbers. I also used 2017 data on assignments, pilot numbers and workloads from the State of Florida’s Investigative Committee’s Report in the Port Everglades 2018 pilot rate case (see the document with file label “Staff DR 87 - Fla. Handle time Investigative Committee Report 2018 10 15.pdf_extract.pdf” and bates number PSP_007536) in conjunction with the projected DNI for Florida pilots as a result of the increase in pilotage tariffs approved in the final order of that case.

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

DATE PREPARED: August 4, 2020	WITNESS: George Quick
DOCKET: TP-190976	RESPONDER: Puget Sound Pilots
REQUESTER: UTC Staff	

UTC STAFF DATA REQUEST NO. 88:

Re: Exhibit GQ-5T, Captain George Quick, Table on Page 13

- a. Please provide any workpapers and supporting documents which you used in the creation of this table.
- b. For the column labeled DNI, please address each of the following expenses and state whether the expense is included in the DNI column calculation or booked as an operating expense for each corresponding association. Please also provide supporting documentation for each. If you do not know the answer, or do not have supporting documents please respond, "I do not know," or "I do not have supporting documents."
 - i. Travel expense
 - ii. Individual business expense
 - iii. Pension/retirement expense
 - iv. Licensing expense
 - v. Callback expense
 - vi. Value of callback liability
 - vii. Medical benefits

PSP'S RESPONSE TO DATA REQUEST NO. 88:

Response to Subpart (a):

See the documents produced in response to Staff Data Request No. 25, the documents produced in response to DR 87, and Exhibit JJN-1T.

Response to Subpart (b):

I do not have documentation and it is unlikely, as a practical matter, that detailed documentation could be obtained. To the best of my knowledge I believe the following to be true.

Florida and Louisiana ports and San Francisco

- i. Travel expense is not included in DNI column.
- ii. Individual pilot expense is not included in DNI column. If incurred as authorized business expense it is treated as operating expense.
- iii. Unfunded Pension/retirement expenses are not included in DNI column.

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

- iv. Licensing expense is not included in DNI column for Florida as the licensing Board is funded with 0.7% of pilot revenue. For Louisiana and San Francisco I believe it is an individual pilot expense included in DNI.
- v. Callback expense is not included in DNI column.
- vi. Value of Callback liability is not included in DNI column.
- vii. Medical expenses are included in the DNI.

Columbia River Pilot

Columbia River is an exception to the above in that the net income information provided did not include all benefits such as pension and medical insurance. The number in the DNI column is in effect a net income after benefits. Florida, Louisiana and San Francisco numbers in the DNI column include all benefits. It is noted in the footnote to the table that the COLRIP number is benefit adjusted. The value of benefits is stated in the 2018 Special Purpose Financial Statement supplied by Capt. Carlson.

Puget Sound Pilots

The numbers in the DNI column are from the Puget Sound 2018 and 2019 audited Financial Statements and also exclude benefits.

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

DATE PREPARED: August 4, 2020	WITNESS: George Quick
DOCKET: TP-190976	RESPONDER: Puget Sound Pilots
REQUESTER: UTC Staff	

UTC STAFF DATA REQUEST NO. 103

Please admit that there are 24 states that regulate pilotage through pilotage commissions, and that the Coast Guard regulates pilotage on the Great Lakes. If your answer is no, please state the number of states that regulate pilotage through pilotage commissions.

When evaluating pilotage compensation, did Captain Quick consider compensation information from all 24 states with pilotage commissions and the Great Lakes? If so, please provide the information for states other than those contained in the table at page 13 of Exhibit GQ-5T. If not, please explain why.

PSP'S RESPONSE TO DATA REQUEST NO. 103:

Response to Subpart (a):

There are 24 States that regulate pilotage. The only qualification is that the approximately 24 states that regulate pilotage do not all do so through pilotage commissions. The U.S. Coast Guard regulates pilotage on the Great Lakes in a MOU between the United States and Canada as it involves multiple States and national jurisdictions.

Response to Subpart (b):

No. Although there is certainly a way to make a fair comparison among harbor pilots, river pilots and bar pilots based upon work hours or other metrics, and ultimately there could be ways to make comparisons among all pilot groups, there are in fact differences in the responsibilities of pilots on the east coast compared to the gulf states and west coast. Pilots along the eastern seaboard typically only handle ship movements from sea to port, while a second pilot known as a "docking master" is employed to bring the ship to the berth. Conversely, pilots in the gulf states and west coast handle the entire move from sea to berth.

I also did not consider the income earned by the Great Lakes Pilots. They work seasonal schedules, and thus are not typically compared to state pilot associations. That is to say, the Coast Guard does not use state pilots as comparators for the Great Lakes Pilots, and neither do state regulators consider the Great Lakes Pilots as comparators. Although the Coast Guard does employ comparable income as a benchmark for establishing the income goal of the Great Lakes Pilots, the benchmark used has changed over time and has been the subject of recent yet-to-be-resolved litigation.

PUGET SOUND PILOTS' RESPONSES TO UTC STAFF DATA REQUESTS 75-103

Additionally, for a variety of reasons very few of the east coast pilots' current income is available in the form of public record financial statements for comparison purposes, nor are any of the Texas pilot groups' income information publicly available. Thus, although I have knowledge of the income of pilots in districts not included, they are either more difficult to compare or are not publicly available.

To the extent it may be relevant, I am happy to share information regarding my knowledge of pilot income in other districts. Since pilots are fee for service providers whose income can fluctuate with traffic levels and the expenses of maintaining the systems infrastructure it is not possible to provide precise compensation information. From personal knowledge and various sources I can provide approximate compensation within a probable accuracy of between 5-10% under normal circumstances. The following approximate compensation numbers are indicative of the range of pilot compensation in the United States prior to the dramatic downturn in traffic levels due to the COVID- 19 pandemic. As such, some of them may not be up to date and they are on the conservative side. They are adjusted to include all benefits, excluding unfunded retirement programs. As they are also approximations they are rounded to the nearest one thousand dollars.

Charleston	\$645,000
Savannah	655,000
Mobile	470,000
Sabine	790,000
Houston	684,000
Galveston	590,000
Corpus Christi	693,000
Hawaii	408,000
Los Angeles	544,000