FORECASTING ASSUMPTIONS

Budget

- AB 74 Chapter 23 Budget Act of 2019: \$2,806,000.
- BL19-24 Control Section 3.60 Retirement Adj.: \$7,000.
- BL19-29 Item 9800 Salaries & Benefits Adj.: \$27,000.
- BL19-30 Attorney General Services Rate Increase: \$14,000.
- o Provisional 2: Pilot Trainee Training Program Selection Examination: \$100,000.
- Governor's Final Budget: \$2,954,000.

> Revenues

- Revenue projections for Operations are based on prior year activities calculated with current rate.
- o Revenue projections for Trainee Training are based on prior year activities calculated with current rate and projected number of trainees.
- Revenue projections for Continued Education are based on prior year activities calculated with current rate.

Operations

Labor Costs

Personal Services are projected based on prior month salaries and benefits adjusted for merit increases.

General Operating Costs

• Projected Operating Expenses are projected based on itemized allotments.

Consulting and Professional Services

- Attorney General expenditure is projected at \$70,000.
- Projected expenses for all Internal and External Consulting and Professional Services are based on all pending and current contracts, and direct transfers.

> Trainee Training

- o Projected expenses are based on all current contracts.
- o As of March 2020, there are eight trainees.

Continued Education

Projected expenses are based on all pending and current contracts.

	FUND CONDITION S	TATEMENT		
	Board Operations	Trainee Training	Continuing Education	
	2030010	2030019291	2030019292	Total
Beginning Fund Balance 7/1/2019	\$1,698,509	\$1,399,790	\$740,863	\$3,839,162
Prior Year Revenue Adjustments	0	0	0	0
Prior Year Expenditure Adjustments ^{/1}	0	0	0	0
Adjusted Beginning Fund Balance	\$1,698,509	\$1,399,790	\$740,863	\$3,839,162
Actual Revenues to Date	922,523	471,090	213,955	1,607,568
Actual Expenditures to Date	-871,228	-440,767	-249,690	-1,561,685
Direct Fund Transfers Out ^{/2}	-99,000	0	0	-99,000
Ending Fund Balance 3/31/2020	\$1,650,804	\$1,430,113	\$705,128	\$3,786,046
Future Revenue Projection	332,790	172,480	75,460	580,730
Future Expenditure Projection	-267,715	-206,293	-4,000	-478,008
Actual Encumbrances to Date	-226,573	-156,241	-119,199	-502,013
Projected Fund Balance 6/30/2020	\$1,489,307	\$1,240,059	\$657,389	\$3,386,755

BUDGET AUTHORITY STATEMENT

	Board Operations 2030010	Trainee Training 2030019291	Continuing Education 2030019292	Total
Budget Authority	\$1,629,000	\$937,111	\$387,889	\$2,954,000
Actual Expenditures to Date	-871,228	-440,767	-249,690	-1,561,685
Encumbrances to Date	-226,573	-156,241	-119,199	-502,013
Estimated Future Expenditures	-267,715	-206,293	-4,000	-478,008
Total Projected Expenditures	-1,365,515	-803,301	-372,889	-2,541,705
Savings/Deficit	\$263,485	\$133,810	\$15,000	\$412,295

^{/1} Prior Year encumbrance reductions

^{/2} Adjustments to fund balance (Calstars G04) FI\$CAL Internal Services Fund, FSCU Assessments, GAAP Reporting, Pro-Rata, Pension Repayment

COMPARISON OF BUDGET AUTHORITY WITH FORECASTED EXPENDITURES													
	2018-19		Adjusted		Projected								
		To-Date			Budget	Projected	Year-End						
Support	Expenditures	Expenditures	Encumbrance	Totals	Act	Expenditures	Balance	COMMENTS					
01. Salaries	394,829	320,417	-	320,417	480,935	418,211	62,724	Savings: AGPA vacancy					
02. Board Fee	15,845	14,400	-	14,400	21,600	18,000	3,600						
05. OASDI	22,864	15,916	-	15,916	27,178	21,688	5,490						
06. Health/Dental/Vision	11,834	8,930	-	8,930	16,025	10,928	5,097						
07. Retirement	111,949	98,823	-	98,823	154,321	128,880	25,441						
08. Workers Comp	1,870	2,544	-	2,544	5,300	5,300	-						
09. Medicare	5,945	4,634	-	4,634	6,562	6,036	526						
10. Other Benefits	50,247	30,071	-	30,071	37,246	37,246	-						
11. General Exp	1,355	639	-	639	2,000	2,000	-						
12. Printing	4,170	2,780	2,780	5,561	5,600	5,600	-						
13. Communications	3,077	1,953	-	1,953	2,500	2,500	-						
14. Postage	1,304	169	531	700	1,000	700	300						
16. Travel In	4,436	2,388	-	2,388	26,000	26,000	-						
17. Travel Out	1,650	-	-	-	-	-	-						
18. Training	2,808	3,681	-	3,681	3,000	3,681	(681)						
19. Facilities	254,246	200,504	-	200,504	263,000	263,000	-						
20. Attorney General (DOJ)	52,828	63,278	-	63,278	84,000	70,000	14,000						
21. Consulting	336,356	89,150	216,632	305,782	459,400	305,782	153,618						
22. Data Ctrs	11,583	6,009	-	6,009	14,000	14,000	-						
23. Info Tech	17,259	4,942	-	4,942	19,333	19,333	-						
25. Equipment	-	-	6,629	6,629	-	6,629	(6,629)	Computers Purchase					
Support Total	1,306,457	871,228	226,573	1,097,800	1,629,000	1,365,515	263,485						
Trainee Training													
08. Workers Comp	21,885	14,778	-	14,778	19,200	19,200	-						
11. General Exp	12,268	-	-	-	-	-	-						
16. Travel In	38	-	-	-	-	-	-						
17. Travel Out	7,100	2,344	4,756	7,100	7,100	7,100	-						
18. Training	-	15,000	-	15,000	-	15,000	(15,000)						
21. Consulting	301,300	4,000	151,485	155,485	238,811	155,485	83,326						
26. Other (Stipend)	523,258	404,645	-	404,645	672,000	606,516	65,484						
Trainee Training Total	865,849	440,767	156,241	597,008	937,111	803,301	133,810						
Pilot Cont Ed													
16. Travel In	-	-	-	-	-	-	-						
17. Travel Out	56,800	17,940	38,860	56,800	56,800	56,800	-						
18. Training	240,000	195,000	30,000	225,000	240,000	225,000	15,000						
21. Consulting	127,810	36,750	50,339	87,089	91,089	91,089	-						
Pilot Cont Ed Total	424,610	249,690	119,199	368,889	387,889	372,889	15,000						

BOPC Monthly Analysis Revenue Projections FY 2018-19 Revenue Actuals **AB - Pilot Trainee AC - Serving Pilot AA - Operations** (Trainee Trng) (Con't Educ) **Pilot Trainee Training Source: Checks** FY FΜ 4129400001 4129400003 4129400002 **Application Fee 4129200** Totals 18-19 July 244,102 FM01 @ 2.75% (AA) - Actuals 116,232 120,760 7,110 102,040 17,830 238,213 FM02 @ 2.75% (AA) - Actuals 18-19 Aug 118,343 73,560 170,993 FM03 @ 2.75% (AA) - Actuals 18-19 Sept 82,448 14,985 FM04 @ 2.75% (AA) - Actuals 18-19 Oct 113,040 93,200 19,190 225,430 FM05 @ 2.75% (AA) - Actuals 88,320 212,346 18-19 Nov 106,391 17,635 FM06 @ 2.75% (AA) - Actuals 18-19 Dec 83,754 72,030 15,250 171,034 FM07 @ 2.75% (AA) - Actuals 18-19 Jan 107,649 81,465 18,950 208,064 101,662 83,085 202,922 FM08 @ 2.75% (AA) - Actuals 18-19 Feb 18,175 190,904 FM09 @ 2.75% (AA) - Actuals 18-19 Mar 92,059 74,370 17,475 7,000 FM10 @ 2.75% (AA) - Actuals 18-19 Apr 100,358 80,985 19,225 24,000 224,568 FM11 @ 2.75% (AA) - Actuals 18-19 May 110,094 79,050 19,525 208,669 54,915 3,000 156,018 FM12 @ 2.75% (AA) - Actuals 18-19 Jun 82,953 15,150 18-19 (4,500)Trainee Application Fees Refund (4,500)18-19 86,858 86,858 Interest To-Date - Actuals 1,301,840 1,003,780 200,500 29,500 Total YTD Revenue/Interest 2,535,620 **Projected Future Revenue Projected Future Interest** 1,301,840 1,003,780 200,500 29,500 **Total Revenue Projection** 2,535,620

FY 2019-20 Revenue Projections

				AB - Pilot Trainee	AC - Serving Pilot		
			AA - Operations	(Trainee Trng)	(Con't Educ)	No trainee selection	
Source: Checks	FY	FM	4172500001	4172500003	4172500002	examination this fiscal year	Totals
FM01 @ 2.75% (AA) - Actuals	19-20	July	104,068	64,335	18,540		186,943
FM02 @ 2.75% (AA) - Actuals	19-20	Aug	101,230	43,200	24,030		168,460
FM03 @ 2.75% (AA) - Actuals	19-20	Sept	88,273	38,350	21,985		148,608
FM04 @ 2.75% (AA) - Actuals	19-20	Oct	116,210	50,410	28,410		195,030
FM05 @ 2.75% (AA) - Actuals	19-20	Nov	98,974	55,560	25,085		179,619
FM06 @ 2.75% (AA) - Actuals	19-20	Dec	102,526	60,185	26,290		189,001
FM07 @ 2.75% (AA) - Actuals	19-20	Jan	84,634	49,690	21,770		156,094
FM08 @ 2.75% (AA) - Actuals	19-20	Feb	76,995	45,280	19,810		142,085
FM09 @ 2.75% (AA) - Actuals	19-20	Mar	110,226	64,080	28,035		202,341
FM10 @ 2.75% (AA) - Projections	19-20	Apr	100,358	61,520	26,915		188,793
FM11 @ 2.75% (AA) - Projections	19-20	May	110,094	62,480	27,335		199,909
FM12 @ 2.75% (AA) - Projections	19-20	Jun	82,952	48,480	21,210		152,642
Trainee Application Fees Refund	19-20		-	-	-		-
Interest To-Date - Actuals	19-20		39,386				39,386
Total YTD Revenue/Interest			922,523	471,090	213,955	-	1,607,568
Projected Future Revenue			293,404	172,480	75,460	-	541,344
Projected Future Interest			39,386				39,386
Total Revenue Projection			1,255,313	643,570	289,415		2,188,298

Notes:

AA - Operations surcharge is a percentage of Pilotage fees charged. Pilotage fees are determined by the size and weight of the vessel and driven by the # of ships coming in/out. Board Operations Surcharge changed from 3% to 2.75% effective 7/1/2018.

AB - Trainee Training is based on the # of ships and trainees in training. The surcharge rate was changed from \$15 to \$10/trainee/move effective 7/1/2019.

AC - Continued Education Surcharge is a fixed fee per ship that uses pilot service. Pilot Continuing Education Surcharge was changed to from \$25/move to \$35/move effective 7/1/2019.

125600-01 - Pilot Trainee Training Application Fee. Pay to the Board on submission of an application for admission to the Pilot Trainee Training Program an examination fee of \$1,000 for participation in the written examination and bridge simulator exercise provided. The Board shall refund the entire fee to the applicant if the applicant does not take the written examination. If the applicant takes the written examination but does not participate in the simulator exercise, the Board shall refund \$500 of the examination fee to the applicant.

					tracts & Encumbrances List					
10 GH2 H2	Catagory	Complian Name	Combract No.	Account			Expensed	Remaining	Duciaction	Comments
gram	Category 2 12. Printing	Supplier Name SMILE BUSINESS PRODUCTS INC	Contract No. BPCH7003		Line Item Description Additional Funds - Maint, non-taxable	Amount 302	Amount	Encumbrance 302	302	Comments
upport	12. Filliting	SMILE BUSINESS PRODUCTS INC	BPCH7003	3302300	Syr maintenance, 60 mo (35% taxable)	1,859	1,025	834	1,859	
		SMILE BUSINESS PRODUCTS INC	BPCH7003		5yr maintenance, 60 mo (non-taxable)	3,208	1,755		3,208	
		SMILE BUSINESS PRODUCTS INC	BPCH7003		Additional Funds Maint. Taxable	192	-	192	192	
	12. Printing Total	SIVILE BOSINESS I NOBOCIS INC	21 0117 003		Additional Fallas Maint. Faxable	5,561	2,780	2,780	5,561	
	14. Postage	FEDEX CORPORATION SERVICES INC	16M900007	5306400	Postage	700	169		700	
	14. Postage Total					700	169		700	
	19. Facilities	BPP EMBARCADERO SQUARE PROPERTY OWNER, LLC	6256-001	5324450	Facility Rent		200,504			Not encumbered in FI\$Cal. DGS Lease
	19. Facilities Total	,			, ,		200,504		263,000	
	20. Attorney General (DOJ)	DEPT OF JUSTICE	N/A	5340310	Legal - Attorney General		63,278			Not encumbered in FI\$Cal. Not a Contract/
	20. Attorney General (DOJ) To		•		,		63,278		70,000	
	21. Consulting	DEPT OF THE CA HIGHWAY PATROL	18M900001	5340220	Administrative Suppport	149,000	86,917	62,083	149,000	
	_	KLAUS-D NIEM	17M900006		Investigative Services	8,333	765	7,568	8,333	
		MICHAEL J OCALLAGHAN	17M900007		Investigative Services	8,333	-	8,333	8,333	
		REGENTS OF THE UNIV OF CA SF	18M900011		Medical Fitness Exam, Pilots	124,275	-	124,275	124,275	
		SAN FRANCISCO BAR PILOTS	18M900007	5340420	Administrative Support & Surcharges	6,180	-	6,180	6,180	
		STATE CONTROLLER	17M900005	5340240	Surcharge Auditing Service			-	50,000	
		STATE CONTROLLER	19M900000	5340330	Expedited Warrants	250	-	250	250	
		JEFFREY HILL	17M900008		Investigative Services	8,333	390	7,943	8,333	
	21. Consulting Total					304,704	88,072	216,632	354,704	
	23. Info Tech	CALIFORNIA DEPT OF TRANSPORTATION	16M900008	5346300	IT Services				245	July 2019 service
	23. Info Tech Total								245	
	25. Equipment	NWN CORPORATION	DIRECT PO LAF	5362240	HP X360 1030 G4 i5 8GB 256SSD, CLIN #302-A	4,871	-	4,871	4,871	
		NWN CORPORATION	DIRECT PO LAF	TOPS	HP INC. : HP IDS UMA i5-8365U 16GB 1030 G4 BNB	3,488	-	3,488	3,488	
		NWN CORPORATION	DIRECT PO LAF	TOPS	HP Thunderbolt Dock 120W G2, CLIN #1085	610	-	610	610	
		NWN CORPORATION	DIRECT PO LAF	TOPS	HP EXECUTIVE 15.6 BACKPACK, CLIN #1014-A	106	-	106	106	
		NWN CORPORATION	DIRECT PO LAF	PTOPS	HP USB-C to RJ45 Adapter US, CLIN #1082	70	-	70	70	
		NWN CORPORATION	DIRECT PO LAF	PTOPS	HP Comfort Grip Wireless Mouse, CLIN #1086	52	-	52	52	
		NWN CORPORATION	DIRECT PO LAF	PTOPS	HP 14.1 Business Sleeve, CLIN #1122	36	-	36	36	
		NWN CORPORATION	DIRECT PO LAF	TOPS	HP IDS UMA i5-8365U 8GB 1030 G4 BNBPC, #6MJ7	(2,604)	-	(2,604)	(2,604)	
	25. Equipment Total					6,629	-	6,629	6,629	
port Total						317,594	354,802	226,573	700,839	
raining	17. Travel Out	SAN FRANCISCO BAR PILOTS	18M900007	5320800	Travel	7,100	2,344	4,756	7,100	
	17. Travel Out Total					7,100	2,344	4,756	7,100	
	18. Training	ARTELIA EAU & ENVIRONMENT	15M900001	5322100	Maritime Pilots Training		15,000		15,000	
	18. Training Total						15,000		15,000	
	21. Consulting	CSU MARITIME ACADEMY	18M900008		Trainee Exam Services	94,000	-	94,000	94,000	
		CSU MARITIME ACADEMY	18M900009		Training Educational Service	4,000	4,000	-	4,000	
		REGENTS OF THE UNIV OF CA SF	18M900011		Medical Fitness Exam, Trainee	20,450	-	20,450	20,450	
		SAN FRANCISCO BAR PILOTS	18M900007		Administrative Support	35,535	-	35,535	35,535	
	24 2 111 7 1	SAN FRANCISCO BAR PILOTS	18M900007	5340480	Drug Testing	1,500	-	1,500	1,500	
	21. Consulting Total	RURGUARR	DODGO47 00	E 4 E 4 O O O	600	155,485	4,000	151,485	155,485	
	26. Other (Stipend)	BURCHARD	BOPC2017-03		Stipends		56,000		-	Not encumbered in FI\$Cal. Not a Contract/F
		STARNITZKY	BOPC2017-06		Stipends		11,968		-	Not encumbered in FI\$Cal. Not a Contract/F
		CROWL	BOPC2018-02		Stipends		5,645		-	Not encumbered in FI\$Cal. Not a Contract/F
		MERCIER	BOPC2018-01		Stipends		56,000		-	Not encumbered in FI\$Cal. Not a Contract/
		STEVENS	BOPC2019-02		Stipends		56,000		-	Not encumbered in FI\$Cal. Not a Contract/
		NELSON	BOPC2019-01		Stipends		56,000		-	Not encumbered in FI\$Cal. Not a Contract/
		BENEDICT	BOPC2019-03		Stipends		46,516		•	Not encumbered in FI\$Cal. Not a Contract/F
		RODGERS	BOPC2019-04		Stipends		46,516		•	Not encumbered in FI\$Cal. Not a Contract/F
		ADAMS DEISHER	BOPC2019-05		Stipends		35,000		-	Not encumbered in FI\$Cal. Not a Contract/
		DEISHER	BOPC2019-06	5454000	Stipends		35,000		•	Not encumbered in FI\$Cal. Not a Contract/
	26 Other (Stinand) Tetal						404,645		606,516 784,101	
ning Total	26. Other (Stipend) Total					162 505	/3F 000	156 244		
			1084000007	E330000	Travel	162,585	425,989	156,241		
	17. Travel Out	SAN FRANCISCO BAR PILOTS	18M900007	5320800	Travel	56,800	17,940	38,860	56,800	
	17. Travel Out 17. Travel Out Total	SAN FRANCISCO BAR PILOTS				56,800 56,800	17,940 17,940	38,860 38,860	56,800 56,800	
	17. Travel Out 17. Travel Out Total 18. Training		18M900007 15M900001		Travel Maritime Pilots Training	56,800 56,800 240,000	17,940 17,940 210,000	38,860 38,860 30,000	56,800 56,800 240,000	
	17. Travel Out 17. Travel Out Total 18. Training 18. Training Total	SAN FRANCISCO BAR PILOTS ARTELIA EAU & ENVIRONMENT	15M900001	5322100	Maritime Pilots Training	56,800 56,800 240,000 240,000	17,940 17,940 210,000 210,000	38,860 38,860 30,000 30,000	56,800 56,800 240,000 240,000	
	17. Travel Out 17. Travel Out Total 18. Training	SAN FRANCISCO BAR PILOTS ARTELIA EAU & ENVIRONMENT CSU MARITIME ACADEMY	15M900001 18M900009	5322100 5340330	Maritime Pilots Training Training Educational Service	56,800 56,800 240,000 240,000 85,500	17,940 17,940 210,000	38,860 38,860 30,000 30,000 48,750	56,800 56,800 240,000 240,000 85,500	
	17. Travel Out 17. Travel Out Total 18. Training 18. Training Total	SAN FRANCISCO BAR PILOTS ARTELIA EAU & ENVIRONMENT CSU MARITIME ACADEMY SAN FRANCISCO BAR PILOTS	15M900001 18M900009 18M900007	5322100 5340330 5340420	Maritime Pilots Training Training Educational Service Administrative Support	56,800 56,800 240,000 240,000 85,500 989	17,940 17,940 210,000 210,000 36,750	38,860 38,860 30,000 30,000 48,750 989	56,800 56,800 240,000 240,000 85,500 989	
	17. Travel Out 17. Travel Out Total 18. Training 18. Training Total 21. Consulting	SAN FRANCISCO BAR PILOTS ARTELIA EAU & ENVIRONMENT CSU MARITIME ACADEMY	15M900001 18M900009	5322100 5340330 5340420	Maritime Pilots Training Training Educational Service	56,800 56,800 240,000 240,000 85,500 989 600	17,940 17,940 210,000 210,000 36,750 -	38,860 38,860 30,000 30,000 48,750 989 600	56,800 56,800 240,000 240,000 85,500 989 600	
aining Total Cont Ed	17. Travel Out 17. Travel Out Total 18. Training 18. Training Total	SAN FRANCISCO BAR PILOTS ARTELIA EAU & ENVIRONMENT CSU MARITIME ACADEMY SAN FRANCISCO BAR PILOTS	15M900001 18M900009 18M900007	5322100 5340330 5340420	Maritime Pilots Training Training Educational Service Administrative Support	56,800 56,800 240,000 240,000 85,500 989	17,940 17,940 210,000 210,000 36,750	38,860 38,860 30,000 30,000 48,750 989	56,800 56,800 240,000 240,000 85,500 989	

BOARD OF PILOT COMMISSIONERS Fiscal Year 2019-20 For FI\$Cal Period 09 March 31, 2020

Trainee Stipends: Multi 3-Year Agreements \$7,000 per month per trainee starting FY 2019-20

FY 2018-19			Actuals													
Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY 2018-19 Total Expenditures	Remaining Funds for FY 2019-20
Greger - 1/4/17	Grad. 1/24/2019	108,581	6,000	6,000	6,000	6,000	6,000	6,000	4,645	-	-	-	-	-	40,645	-
Burchard - 7/17/17	Exp. 7/16/2020	159,613	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000	87,613
Freese -8/14/17	Grad. 11/15/2018	152,516	6,000	6,000	6,000	6,000	3,000	-	-	-	•	-	-	-	27,000	-
Pullin - 8/14/17	Grad. 1/24/2019	152,516	6,000	6,000	6,000	6,000	6,000	6,000	4,645	-	-	-	-	-	40,645	-
Starnitzky - 12/1/17	Exp. 11/30/2020	191,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000	119,000
Corbett - 12/1/17	Grad. 4/25/2019	174,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	5,000	-	-	59,000	115,000
Crowl - 1/16/18	Exp. 1/15/2021	182,903	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000	110,903
Mercier - 1/16/18	Exp. 1/15/2021	201,387	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000	129,387
Stevens - 1/14/19	Exp. 1/13/2022	246,419	-	•	-	•	-	-	3,484	6,000	6,000	6,000	6,000	6,000	33,484	180,000
Nelson - 1/14/19	Exp. 1/13/2022	246,419	-	-	-	-	-	-	3,484	6,000	6,000	6,000	6,000	6,000	33,484	212,935
	TOTAL		48,000	48,000	48,000	48,000	45,000	42,000	46,258	42,000	42,000	41,000	36,000	36,000	522,258	954,839

FY 2019-20			Actuals	Projections	Projections											
Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY 2019-20 Total Expenditures	Remaining Funds for FY 2020-21
Burchard - 7/17/17	Exp. 7/16/2020	87,613	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	3,613
Starnitzky - 12/1/17	Grad. 8/22/2019	119,000	7,000	4,968	-	-	-	-	-	-	-	-	-	-	11,968	107,032
Crowl - 1/16/18	Grad. 7/25/2019	110,903	5,645	-	-	-	-	-	-	-	-	-	-	-	5,645	105,258
Mercier - 1/16/18	Grad. 3/26/2020	129,387	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	5,871	-	-	-	61,871	67,516
Stevens - 1/14/19	Exp. 1/13/2022	180,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	180,000
Nelson - 1/14/19	Exp. 1/13/2022	110,903	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	180,001
Benedict - 8/12/19	Exp. 8/11/2022	252,000	-	4,516	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	74,516	180,002
Rodgers - 8/12/19	Exp. 8/11/2022	252,000	-	4,516	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	74,516	180,003
Adams - 10/1/19	Exp. 9/30/2022	252,000	-	-	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	63,000	180,003
Deisher - 10/1/19	Exp. 9/30/2022	252,000	-	-	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	63,000	180,003
_	TOTAL		40,645	42,000	42,000	56,000	56,000	56,000	56,000	56,000	54,871	49,000	49,000	49,000	606,516	1,363,431