

**FORECASTING ASSUMPTIONS**

➤ **Budget**

- SB 74 Chapter 6 Budget Act of 2020: \$2,866,000.
- BL20-29 Control Section 3.60 Retirement Adj.: -\$8,000 reduction.
- BL20-33 Control Section 3.90 Employee Comp Reduction Adj.: -\$62,000 reduction.
- BL20-34 Item 9800 Salaries & Benefits Adj.: \$18,000.
- Provisional 2: Pilot Trainee Training Program Selection Examination: \$100,000 training budget increase.
- Governor's Final Budget: \$2,914,000.

➤ **Revenues**

- Revenue projections for Operations are based on prior year activities reduced by 15% calculated with current rate.
- Revenue projections for Trainee Training are based on prior year activities reduced by 15% calculated with current rate and projected number of trainees.
- Revenue projections for Continued Education are based on prior year activities reduced by 15% calculated with current rate.

➤ **Operations**

○ **Labor Costs**

- Personal Services are projected based on prior month salaries and benefits adjusted for merit increases.
- Includes reclass of the AGPA to an SSM I (Specialist), and projected position fill date of 01/01/2021.

○ **General Operating Costs**

- Projected Operating Expenses are projected based on itemized allotments.

○ **Consulting and Professional Services**

- Attorney General expenditure is projected at \$150,000.
- Projected expenses for all Internal and External Consulting and Professional Services are based on all pending and current contracts, and direct transfers.

➤ **Trainee Training**

- Projected expenses are based on all current contracts.
- As of September 2020, there are seven trainees.

➤ **Continued Education**

- Projected expenses are based on all pending and current contracts.

<b>FUND CONDITION STATEMENT</b>				
	<b>Board Operations 2030010</b>	<b>Trainee Training 2030019291</b>	<b>Continuing Education 2030019292</b>	<b>Total</b>
<b>Beginning Fund Balance 7/1/2020</b>	<b>\$1,379,276</b>	<b>\$1,198,262</b>	<b>\$648,999</b>	<b>\$3,226,537</b>
Prior Year Revenue Adjustments	0	0	0	0
Prior Year Expenditure Adjustments <sup>/1</sup>	0	0	0	0
<b>Adjusted Beginning Fund Balance</b>	<b>\$1,379,276</b>	<b>\$1,198,262</b>	<b>\$648,999</b>	<b>\$3,226,537</b>
Actual Revenues to Date	231,233	96,150	45,105	372,488
Actual Expenditures to Date	-245,257	-52,164	0	-297,421
Loan from Board of Pilot Commissioners Special Fund (0290) to General Fund (0001) per CS 3.92, Budget Act of 2020	-63,000	0	0	-63,000
Direct Fund Transfers Out <sup>/2</sup>	-20,000	0	0	-20,000
<b>Ending Fund Balance 9/30/2020</b>	<b>\$1,282,253</b>	<b>\$1,242,249</b>	<b>\$694,104</b>	<b>\$3,218,605</b>
Future Revenue Projection	1,432,893	486,120	246,185	2,165,198
Future Expenditure Projection	-1,075,775	-590,883	-372,250	-2,038,907
Actual Encumbrances to Date	-199,835	-201,641	-62,719	-464,195
<b>Projected Fund Balance 6/30/2020</b>	<b>\$1,439,535</b>	<b>\$935,845</b>	<b>\$505,320</b>	<b>\$2,880,700</b>

<b>BUDGET AUTHORITY STATEMENT</b>				
	<b>Board Operations 2030010</b>	<b>Trainee Training 2030019291</b>	<b>Continuing Education 2030019292</b>	<b>Total</b>
<b>Budget Authority</b>	<b>\$1,589,000</b>	<b>\$890,031</b>	<b>\$434,969</b>	<b>\$2,914,000</b>
Actual Expenditures to Date	-245,257	-52,164	0	-297,421
Encumbrances to Date	-199,835	-201,641	-62,719	-464,195
Estimated Future Expenditures	-1,075,775	-590,883	-372,250	-2,038,907
<b>Total Projected Expenditures</b>	<b>-1,520,867</b>	<b>-844,687</b>	<b>-434,969</b>	<b>-2,800,523</b>
<b>Savings/Deficit</b>	<b>\$68,133</b>	<b>\$45,344</b>	<b>\$0</b>	<b>\$113,477</b>

<sup>/1</sup> Prior Year encumbrance reductions

<sup>/2</sup> Charge for supplemental staff pension repayment

BOARD OF PILOT COMMISSIONERS  
Fiscal Year 2020-21  
For Fiscal Period 03 September 30, 2020

COMPARISON OF BUDGET AUTHORITY WITH FORECASTED EXPENDITURES								
Support	2019-20	2020-21			Adjusted	Projected	Projected	COMMENTS
	Expenditures	To-Date Expenditures	Encumbrance	Totals	Budget Act	Expenditures	Year-End Balance	
01. Salaries	418,215	91,063	-	91,063	387,937	407,787	(19,850)	
02. Board Fee	18,000	3,600	-	3,600	14,400	18,000	(3,600)	
05. OASDI	21,706	5,512	-	5,512	24,836	22,423	2,413	
06. Health/Dental/Vision	10,924	1,989	-	1,989	15,120	12,965	2,155	
07. Retirement	129,012	26,287	-	26,287	121,412	117,258	4,154	
08. Workers Comp	2,792	566	-	566	1,348	1,348	-	
09. Medicare	6,040	1,341	-	1,341	6,014	6,049	(35)	
10. Other Benefits	38,897	8,825	-	8,825	19,126	36,262	(17,136)	
11. General Exp	3,058	(1,200)	-	(1,200)	2,000	2,000	-	\$1,200 SCIF COVID Abatement
12. Printing	6,282	-	-	-	5,600	5,600	-	
13. Communications	2,769	-	-	-	3,552	3,552	-	
14. Postage	700	40	460	500	500	500	-	
16. Travel In	2,503	316	-	316	3,000	3,000	-	
17. Travel Out	-	-	-	-	-	-	-	
18. Training	3,681	-	-	-	4,000	4,000	-	
19. Facilities	269,513	66,633	-	66,633	276,492	276,492	-	
20. Attorney General (DOJ)	95,893	-	-	-	80,000	150,000	(70,000)	
21. Consulting	310,867	13,522	167,342	180,864	564,663	368,596	196,067	Pending encumbrance adjustment
22. Data Ctrs	9,249	-	-	-	5,000	5,000	-	
23. Info Tech	5,917	728	32,032	32,760	54,000	54,000	-	
25. Equipment	7,583	-	-	-	-	-	-	
27. Other Items of Expense	48	26,035	-	26,035	-	26,035	(26,035)	Pending expenditure reclass
<b>Support Total</b>	<b>1,363,648</b>	<b>245,257</b>	<b>199,835</b>	<b>445,092</b>	<b>1,589,000</b>	<b>1,520,867</b>	<b>68,133</b>	
<b>Trainee Training</b>								
08. Workers Comp	18,187	4,067	-	4,067	19,200	19,200	-	
11. General Exp	-	-	-	-	-	-	-	
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	7,100	-	7,100	7,100	7,100	7,100	-	
18. Training	15,000	-	-	-	-	-	-	
21. Consulting	155,485	-	194,541	194,541	191,731	158,581	33,150	Pending encumbrance adjustment
26. Other (Stipend)	613,516	48,097	-	48,097	672,000	659,806	12,194	
<b>Trainee Training Total</b>	<b>809,288</b>	<b>52,164</b>	<b>201,641</b>	<b>253,805</b>	<b>890,031</b>	<b>844,687</b>	<b>45,344</b>	
<b>Pilot Cont Ed</b>								
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	56,800	-	56,801	56,801	56,801	56,801	-	
18. Training	225,000	-	4,300	4,300	376,550	376,550	-	
21. Consulting	87,089	-	1,618	1,618	1,618	1,618	-	
<b>Pilot Cont Ed Total</b>	<b>368,889</b>	<b>-</b>	<b>62,719</b>	<b>62,719</b>	<b>434,969</b>	<b>434,969</b>	<b>-</b>	
<b>BOPC Grand Total</b>	<b>2,541,825</b>	<b>297,421</b>	<b>464,195</b>	<b>761,616</b>	<b>2,914,000</b>	<b>2,800,523</b>	<b>113,477</b>	

**BOARD OF PILOT COMMISSIONERS**

**Fiscal Year 2020-21**

**For Fiscal Period 03 September 30, 2020**

**BOPC Monthly Analysis Revenue Projections**

**FY 2019-20 Revenue Projections**

Source: SFBP Checks	FY	FM	AA - Operations 4172500001	AB - Pilot Trainee (Trainee Trng) 4172500003	AC - Serving Pilot (Con't Educ) 4172500002	No trainee selection 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	102,527	60,185	26,290		189,002
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) - Actuals	19-20	Apr	88,210	49,930	22,330		160,470
FM11 @ 2.75% (AA) - Actuals	19-20	May	79,587	43,800	21,490		144,877
FM12 @ 2.75% (AA) - Actuals	19-20	Jun	80,429	42,940	19,250		142,619
Trainee Application Fees Refund	19-20		-	-	-		-
Interest To-Date - Actuals	19-20		68,348				68,348
<b>Total YTD Revenue/Interest</b>			<b>1,199,712</b>	<b>607,760</b>	<b>277,025</b>	<b>-</b>	<b>2,084,497</b>
<b>Projected Future Revenue</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Projected Future Interest</b>			<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Revenue Projection</b>			<b>1,199,712</b>	<b>607,760</b>	<b>277,025</b>	<b>-</b>	<b>2,084,497</b>

**FY 2020-21 Revenue Projections**

Source: SFBP Wire Transfers	FY	FM	AA - Operations 4172500001	AB - Pilot Trainee (Trainee Trng) 4172500003	AC - Serving Pilot (Con't Educ) 4172500002	No trainee selection examination this fiscal year	Totals
FM01 @ 4.5% (AA) - Actuals	20-21	July	77,681	42,360	18,765		138,806
FM02 @ 4.5% (AA) - Actuals	20-21	Aug	153,552	53,790	26,340		233,682
FM03 @ 4.5% (AA) - Actuals Projections	20-21	Sept	132,444	46,630	23,835		202,909
FM04 @ 4.5% (AA) - Actuals Projections	20-21	Oct	143,231	44,410	24,810		212,451
FM05 @ 4.5% (AA) - Projections	20-21	Nov	137,663	48,756	24,378		210,797
FM06 @ 4.5% (AA) - Projections	20-21	Dec	142,505	51,136	25,568		219,209
FM07 @ 4.5% (AA) - Projections	20-21	Jan	149,664	51,544	25,772		226,980
FM08 @ 4.5% (AA) - Projections	20-21	Feb	141,296	49,504	24,752		215,552
FM09 @ 4.5% (AA) - Projections	20-21	Mar	128,045	47,532	23,766		199,343
FM10 @ 4.5% (AA) - Projections	20-21	Apr	139,534	52,292	26,146		217,972
FM11 @ 4.5% (AA) - Projections	20-21	May	153,165	53,108	26,554		232,827
FM12 @ 4.5% (AA) - Projections	20-21	Jun	115,346	41,208	20,604		177,158
Trainee Application Fees Refund	20-21		-	-	-		-
Interest To-Date - Actuals	20-21						-
<b>Total YTD Revenue/Interest</b>			<b>231,233</b>	<b>96,150</b>	<b>45,105</b>	<b>-</b>	<b>372,488</b>
<b>Projected Future Revenue</b>			<b>1,382,893</b>	<b>486,120</b>	<b>246,185</b>	<b>-</b>	<b>2,115,198</b>
<b>Projected Future Interest</b>			<b>50,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>50,000</b>
<b>Total Revenue Projection</b>			<b>1,664,126</b>	<b>582,270</b>	<b>291,290</b>	<b>-</b>	<b>2,537,686</b>

**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 2.75% to 4.5% effective 7/1/2020.  
 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 \$35/move to \$40/move effective 7/1/2020.

**BOARD OF PILOT COMMISSIONERS**  
**Fiscal Year 2020-21**  
**For FISCAL Period 03 September 30, 2020**

**Contracts & Encumbrances List**

Program	Category 2	Supplier Name	Contract No.	Account	Line Item Description	Encumbered Amount	Expensed Amount	Remaining Encumbrance	Projection	Comments	
Support	12. Printing	SMILE BUSINESS PRODUCTS INC	BPCH7003	5302300	Additional Funds - Maint, non-taxable			-	302		
		SMILE BUSINESS PRODUCTS INC	BPCH7003		5yr maintenance, 60 mo (35% taxable)			-	1,859		
		SMILE BUSINESS PRODUCTS INC	BPCH7003		5yr maintenance, 60 mo (non-taxable)			-	3,208		
		SMILE BUSINESS PRODUCTS INC	BPCH7003		Additional Funds Maint. Taxable			-	192		
	<b>12. Printing Total</b>								-	<b>5,561</b>	
	14. Postage	FEDEX CORPORATION SERVICES INC	16M900007	5306100	Delivery of Small Packages	500	40	460	500		
	<b>14. Postage Total</b>						<b>500</b>	<b>40</b>	<b>460</b>	<b>500</b>	
	19. Facilities	BPP EMBARCADERO SQUARE PROPERTY OWNE	6256-001	5324450	Facility Rent			-	270,492	Not encumbered in FISCAL. DGS Lease	
	<b>19. Facilities Total</b>								-	<b>270,492</b>	
	20. Attorney General (DOJ)	DEPT OF JUSTICE	N/A	5340310	Legal - Attorney General			-	150,000	Not encumbered in FISCAL. Not a Contract/PO	
	<b>20. Attorney General (DOJ) Total</b>								-	<b>150,000</b>	
	21. Consulting	DEPT OF THE CA HIGHWAY PATROL	18M900001	5340220	Administrative Support	149,000	12,417	136,583	149,000		
		KLAUS-D NIEM	17M900006	5340580	Investigative Services	8,333	1,105	7,228	1,105	Encumbrance will be deleted.	
		MICHAEL J OCALLAGHAN	17M900007	5340580	Investigative Services	8,333	-	8,333	8,333		
		REGENTS OF THE UNIV OF CA SF	18M900011	5340290	Medical fitness Exam	134,960	-	134,960	134,960		
		SAN FRANCISCO BAR PILOTS	18M900007	5340420	Administrative Support & Surcharges	6,365	-	6,365	6,365		
		STATE CONTROLLER	17M900005	5340240	Surcharge Auditing Service			-	60,000		
		STATE CONTROLLER	19M900000	5340330	Warrant Release Service	500	-	500	500		
		JEFFREY HILL	17M900008	5340580	Investigative Services	8,333	-	8,333	8,333		
	<b>21. Consulting Total</b>						<b>315,824</b>	<b>13,522</b>	<b>302,302</b>	<b>368,596</b>	
	23. Info Tech	CALIFORNIA DEPT OF TRANS	19M900001	5346300	IT Support Services Logitech HD Webcam, C930A, Part #960-	31,516	-	31,516	31,516		
		ABLEGOV INC	N/A	5346700	000971	516	-	516	516		
	<b>23. Info Tech Total</b>						<b>32,032</b>	<b>-</b>	<b>32,032</b>	<b>32,032</b>	
<b>Support Total</b>						<b>348,356</b>	<b>13,561</b>	<b>334,795</b>	<b>827,181</b>		
Training	17. Travel Out	SAN FRANCISCO BAR PILOTS	18M900007	5320800	Travel	7,100	-	7,100	263,000		
	<b>17. Travel Out Total</b>						<b>7,100</b>	<b>-</b>	<b>7,100</b>	<b>263,000</b>	
	21. Consulting	CSU MARITIME ACADEMY	20M900001	5340330	Trainee Exam Services	-	-	-	99,000		
		REGENTS OF THE UNIV OF CA SF	18M900011	5340290	Medical fitness Exam	21,480	-	21,480	21,480		
		SAN FRANCISCO BAR PILOTS	18M900007	5340420	Administrative Support	36,601	-	36,601	36,601		
		SAN FRANCISCO BAR PILOTS	18M900007	5340480	Drug Testing	1,500	-	1,500	1,500		
<b>21. Consulting Total</b>						<b>59,581</b>	<b>-</b>	<b>59,581</b>	<b>158,581</b>		
<b>Training Total</b>						<b>66,681</b>	<b>-</b>	<b>66,681</b>	<b>421,581</b>		
Cont Ed	17. Travel Out	SAN FRANCISCO BAR PILOTS	18M900007	5320800	Travel	56,801	-	56,801	56,801		
	<b>17. Travel Out Total</b>						<b>56,801</b>	<b>-</b>	<b>56,801</b>	<b>56,801</b>	
	18. Training	ARTELIA EAU & ENVIRONMENT	15M900001	5322100	Maritime Pilots Training			-	240,000		
		MARITIME PILOTS INSTITUTE	20M900002	5322600	Training Services	4,300	-	4,300	4,300		
		CSU MARITIME ACADEMY	20M900000	5322100	Training Educational Service	-	-	-	132,250		
	<b>18. Training Total</b>						<b>4,300</b>	<b>-</b>	<b>4,300</b>	<b>376,550</b>	
	21. Consulting	SAN FRANCISCO BAR PILOTS	18M900007	5340420	Administrative Support	1,018	-	1,018	1,018		
SAN FRANCISCO BAR PILOTS		18M900007	5340480	Drug Testing	600	-	600	600			
<b>21. Consulting Total</b>						<b>1,618</b>	<b>-</b>	<b>1,618</b>	<b>1,618</b>		
<b>Cont Ed Total</b>						<b>62,719</b>	<b>-</b>	<b>62,719</b>	<b>434,969</b>		
<b>Grand Total</b>						<b>477,756</b>	<b>13,561</b>	<b>464,195</b>	<b>1,683,731</b>		

BOARD OF PILOT COMMISSIONERS  
 Fiscal Year 2020-21  
 For FiSCal Period 03 September 30, 2020  
 Trainee Stipends: Multi 3-Year Agreements  
 \$7,000 per month per trainee starting FY 2019-20

FY 2019-20			Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Projections	FY 2019-20 Total Expenditures	Remaining Funds for FY 2020-21
Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun					
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	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	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	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	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	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	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	7,000	7,000	7,000	63,000	180,003
Murney - 5/1/20	Exp. 4/30/2023	252,000	-	-	-	-	-	-	-	-	-	-	-	7,000	7,000	7,000	7,000	14,000	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	7,000	7,000	7,000	63,000	180,003
<b>TOTAL</b>			<b>40,645</b>	<b>42,000</b>	<b>42,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>54,871</b>	<b>49,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>620,516</b>	<b>1,543,434</b>

FY 2020-21			Actuals	Actuals	Actuals	Actuals	Projections	Projections	Projections	Projections	Projections	Projections	Projections	Projections	Projections	Projections	FY 2020-21 Total Expenditures	Remaining Funds for FY 2021-22
Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun				
Burchard - 7/17/17	Exp. 7/16/2020	3,613	3,613	-	-	-	-	-	-	-	-	-	-	-	-	-	3,613	0
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	7,000	7,000	84,000	96,000
Nelson - 1/14/19	Exp. 1/13/2022	180,001	7,000	6,097	-	-	-	-	-	-	-	-	-	-	-	-	13,097	166,904
Benedict - 8/12/19	Exp. 8/11/2022	180,002	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	96,002
Rodgers - 8/12/19	Exp. 8/11/2022	180,003	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	96,003
Adams - 10/1/19	Exp. 9/30/2022	180,003	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	96,003
Murney - 5/1/20	Exp. 4/30/2023	180,003	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	96,003
Deisher - 10/1/19	Exp. 9/30/2022	180,003	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	84,000	96,003
Weber - 8/5/20	Exp. 8/4/2023	252,000	-	6,097	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	76,097	175,903
Olmsted - 10/1/20	Exp. 9/30/2023	252,000	-	-	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	63,000	189,000
<b>TOTAL</b>			<b>52,613</b>	<b>54,194</b>	<b>49,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>56,000</b>	<b>659,806</b>	<b>1,107,821</b>