

FORECASTING ASSUMPTIONS

➤ **Budget**

- AB 128 Chapter 21 Budget Act of 2021: \$3,084,000.
- BL21-24 Control Section 3.60 Retirement Adj.: -\$1,000 reduction.
- BL21-25 Item 9800 Salaries & Benefits Adj.: \$30,000.
- Approved - Provisional 2: Pilot Trainee Training Program Selection Examination: \$400,000 training budget increase.
- Tentative - Governor's Budget: \$3,513,000.

➤ **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.

○ **General Operating Costs**

- Projected Operating Expenses are projected based on itemized allotments.

○ **Consulting and Professional Services**

- Attorney General expenditure is projected at \$80,000.
- 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 October 2021, there are seven trainees.

➤ **Continued Education**

- Projected expenses are based on all pending and current contracts

FUND CONDITION STATEMENT				
	Board Operations 2030010	Trainee Training 2030019291	Continuing Education 2030019292	Total
Beginning Fund Balance 7/1/2021	\$1,331,535	\$1,251,531	\$799,220	\$3,382,286
Prior Year Revenue Adjustments	\$0	0	0	0
Prior Year Expenditure Adjustments ^{/1}	\$0	0	0	0
Adjusted Beginning Fund Balance	\$1,331,535	\$1,251,531	\$799,220	\$3,382,286
Actual Revenues to Date	\$503,541	273,600	112,305	889,446
Actual Expenditures to Date	-\$331,147	-238,026	0	-569,173
Direct Fund Transfers Out ^{/2}	-\$167,000	0	0	-167,000
Ending Fund Balance 10/31/2021	\$1,336,929	\$1,287,105	\$911,525	\$3,535,559
Future Revenue Projection	\$1,322,062	814,350	261,450	2,397,862
Future Expenditure Projection	-\$877,886	-588,675	-4,300	-1,470,861
Actual Encumbrances to Date	-\$223,883	-166,176	-520,099	-910,158
Projected Fund Balance 6/30/2022	\$1,557,223	\$1,346,604	\$648,576	\$3,552,402

BUDGET AUTHORITY STATEMENT				
	Board Operations 2030010	Trainee Training 2030019291	Continuing Education 2030019292	Total
Budget Authority	\$1,688,000	\$1,300,601	\$524,399	\$3,513,000
Actual Expenditures to Date	-331,147	-238,026	0	-569,173
Encumbrances to Date	-223,883	-166,176	-520,099	-910,158
Estimated Future Expenditures	-877,886	-588,675	-4,300	-1,470,861
Total Projected Expenditures	-1,432,916	-992,878	-524,399	-2,950,192
Savings/Deficit	\$255,084	\$307,723	\$0	\$562,808

/1 Prior Year encumbrance reductions

/2 Charge for supplemental staff pension repayment and Pro Rata

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COMPARISON OF BUDGET AUTHORITY WITH FORECASTED EXPENDITURES

Support	2020-21	2021-22			Adjusted Budget Act	Projected Expenditures	Projected Year-End Balance	COMMENTS
	Expenditures	To-Date Expenditures	Encumbrance	Totals				
01. Salaries	519,627	116,224	-	116,224	492,609	422,752	69,857	
02. Board Fee	18,344	7,200	-	7,200	21,600	21,600	-	
05. OASDI	26,291	6,224	-	6,224	27,861	20,248	7,613	
06. Health/Dental/Vision	8,632	2,647	-	2,647	19,904	7,953	11,951	
07. Retirement	104,819	34,832	-	34,832	153,336	121,605	31,731	
08. Workers Comp	1,939	1,553	-	1,553	2,878	2,878	-	
09. Medicare	7,644	1,699	-	1,699	6,824	6,299	525	
10. Other Benefits	36,094	9,661	-	9,661	33,804	33,100	704	
11. General Exp	(492)	-	-	-	2,000	2,000	-	
12. Printing	5,641	-	5,563	5,563	5,600	5,600	-	
13. Communications	3,438	774	-	774	3,600	3,600	-	
14. Postage	500	43	357	400	400	400	-	
15. Insurance	6	-	-	-	-	-	-	
16. Travel In	1,367	348	-	348	3,000	3,000	-	
17. Travel Out	-	-	-	-	-	-	-	
18. Training	-	-	-	-	4,000	4,000	-	
19. Facilities	276,718	92,832	-	92,832	284,612	284,612	-	
20. Attorney General (DOJ)	118,941	14,789	-	14,789	80,000	80,000	-	
21. Consulting	365,493	37,000	189,073	226,073	503,736	371,033	132,703	
22. Data Ctrs	6,627	1,717	-	1,717	6,720	6,720	-	
23. Info Tech	34,964	3,605	28,890	32,495	35,516	35,516	-	
25. Equipment	834	-	-	-	-	-	-	
27. Other Items of Expense	(165)	-	-	-	-	0	(0)	
Support Total	1,537,265	331,147	223,883	555,030	1,688,000	1,432,916	255,084	
Trainee Training								
08. Workers Comp	13,707	10,830	-	10,830	29,040	29,040	-	
11. General Exp	1,434	-	-	-	22,000	22,000	-	
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	17,750	-	-	-	-	-	-	
18. Training	-	-	-	-	-	-	-	
21. Consulting	179,952	11,830	166,176	178,006	409,561	334,471	75,090	Approved - Provisional 2: Pilot Trainee Training Program Selection Examination: \$400,000 training budget increase.
26. Other (Stipend)	630,355	215,367	-	215,367	840,000	607,367	232,633	
Trainee Training Total	843,198	238,026	166,176	404,202	1,300,601	992,878	307,723	
Pilot Cont Ed								
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	56,800	-	-	-	-	-	-	
18. Training	94,300	-	330,000	330,000	334,300	334,300	-	
21. Consulting	1,019	-	190,099	190,099	190,099	190,099	-	
Pilot Cont Ed Total	152,119	-	520,099	520,099	524,399	524,399	-	
BOPC Grand Total	2,532,581	569,173	910,158	1,479,331	3,513,000	2,950,192	562,808	

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BOPC Monthly Analysis Revenue Projections

FY 2020-21 Revenue

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	20-21	Sept	132,444	46,630	23,835		202,909
FM04 @ 4.5% (AA) - Actuals	20-21	Oct	143,231	44,410	24,810		212,451
FM05 @ 4.5% (AA) - Actuals	20-21	Nov	140,484	51,680	26,115		218,279
FM06 @ 4.5% (AA) - Actuals	20-21	Dec	146,689	52,620	26,320		225,629
FM07 @ 4.5% (AA) - Actuals	20-21	Jan	112,121	44,100	21,350		177,571
FM08 @ 4.5% (AA) - Actuals	20-21	Feb	111,188	55,695	22,440		189,323
FM09 @ 4.5% (AA) - Actuals	20-21	Mar	137,894	52,080	29,250		219,224
FM10 @ 4.5% (AA) - Actuals	20-21	Apr	127,847	60,290	26,800		214,937
FM11 @ 4.5% (AA) - Actuals	20-21	May	125,930	70,560	26,620		223,110
FM12 @ 4.5% (AA) - Actuals	20-21	Jun	115,346	61,812	23,180		200,338
Trainee Application Fees Refund	20-21		-	-	-		-
Interest To-Date - Actuals	20-21		16,507				16,507
Total YTD Revenue/Interest			1,425,569	574,215	272,645	-	2,272,429
Projected Future Revenue			115,346	61,812	23,180	-	200,338
Projected Future Interest			5,502				5,502
Total Revenue Projection			1,546,417	636,027	295,825	-	2,478,269

FY 2021-22 Revenue Projections

Source: SFBP Wire Transfers	FY	FM	AA - Operations 4172500001	AB - Pilot Trainee (Trainee Trng) 4172500003	AC - Serving Pilot (Con't Educ) 4172500002	125600-01 Pilot Trainee Training Application Fee	Totals
FM01 @ 5% (AA) - Actuals	21-22	July	131,954	78,810	29,930		240,694
FM02 @ 5% (AA) - Actuals	21-22	Aug	118,586	64,440	26,850		209,876
FM03 @ 5% (AA) - Actuals	21-22	Sept	105,134	58,665	24,435		188,234
FM04 @ 5% (AA) - Actuals	21-22	Oct	135,279	71,685	31,090		238,054
FM05 @ 5% (AA) - Projections	21-22	Nov	152,959	96,795	32,265		282,019
FM06 @ 5% (AA) - Projections	21-22	Dec	158,339	101,520	33,840		293,699
FM07 @ 5% (AA) - Projections	21-22	Jan	176,075	102,330	34,110		312,515
FM08 @ 5% (AA) - Projections	21-22	Feb	166,230	98,280	32,760		297,270
FM09 @ 5% (AA) - Projections	21-22	Mar	150,642	94,365	31,455		276,462
FM10 @ 5% (AA) - Projections	21-22	Apr	164,157	103,815	34,605		302,577
FM11 @ 5% (AA) - Projections	21-22	May	180,194	105,435	35,145		320,774
FM12 @ 5% (AA) - Projections	21-22	Jun	135,701	81,810	27,270		244,781
Trainee Application Fees Refund	21-22		-	-	-		-
Interest To-Date - Actuals	21-22		12,588				12,588
Total YTD Revenue/Interest			503,541	273,600	112,305	-	889,446
Projected Future Revenue			1,284,297	784,350	261,450	30,000	2,360,097
Projected Future Interest			37,765				37,765
Total Revenue Projection			1,825,603	1,057,950	373,755	30,000	3,287,308

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 4.5% to 5% effective 7/1/2021.

AB - Trainee Training is based on the # of ships and trainees in training. The surcharge rate was changed from \$10 to \$15/trainee/move effective 1/1/2021.

AC - Continued Education Surcharge is a fixed fee per ship that uses pilot service. Pilot Continuing Education Surcharge was changed to from \$45/move to \$50/move effective 7/1/2021.

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.

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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	-	302	302		
		SMILE BUSINESS PRODUCTS INC	BPCH7003	5302300	5yr maintenance, 60 mo (35% taxable)	1,861	-	1,861	1,861		
		SMILE BUSINESS PRODUCTS INC	BPCH7003	5302300	5yr maintenance, 60 mo (non-taxable)	3,208	-	3,208	3,208		
		SMILE BUSINESS PRODUCTS INC	BPCH7003	5302300	Additional Funds Maint. Taxable	192	-	192	192		
	12. Printing Total						5,563	-	5,563	5,563	
	14. Postage	FEDEX CORPORATION SERVICES INC	16M900007	5306100	Delivery of Small Packages	400	43	357	400		
	14. Postage Total						400	43	357	400	
	19. Facilities	BPP EMBARCADERO SQUARE PROPERTY OWN	6256-001	5324450	Facility Rent		91,963		278,612	Not encumbered in FISCAL. DGS Lease	
	19. Facilities Total							91,963		278,612	
	20. Attorney General (DOJ)	DEPT OF JUSTICE	N/A	5340310	Legal - Attorney General				80,000	Not encumbered in FISCAL. Not a Contract/PO	
	20. Attorney General (DOJ) Total									80,000	
	21. Consulting	DEPT OF THE CA HIGHWAY PATROL	21M900001	5340220	Administrative Services	148,000	37,000	111,000	148,000		
		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		
SAN FRANCISCO BAR PILOTS		18M900007	5340420	SFBP Administrative Support - Support	6,557	-	6,557	6,557			
STATE CONTROLLER		19M900000	5340330	Warrant Release Service	250	-	250	250			
STATE CONTROLLER		20M900004	5340240	Audit Services	54,600	-	54,600	54,600			
JEFFREY HILL		17M900008	5340580	Investigative Services	8,333	-	8,333	8,333			
TBD (Previous contractor: NIEM)		TBD	5340580	Investigative Services				10,000			
TBD		TBD	5340580	Marine Exchange for AIS Data				-			
TBD		TBD	5340580	SFBP Pension Plan Disbursement Fiduciary Contract IFB2				-			
21. Consulting Total						226,073	37,000	189,073	371,033		
23. Info Tech	CALIFORNIA DEPT OF TRANS	19M900001	5346300	IT Support Services	31,516	2,626	28,890	31,516			
23. Info Tech Total						31,516	2,626	28,890	31,516		
Support Total						263,552	131,632	223,883	767,124		
Training	21. Consulting	CSU MARITIME ACADEMY	20M900001	5340330	Trainee Program Services	99,000	11,830	87,170	99,000		
		REGENTS OF THE UNIV OF CA SF	18M900011	5340290	Medical fitness Exam				21,480		
		SAN FRANCISCO BAR PILOTS	18M900007	5340420	SFBP Administrative Support - Trainee Training	79,006	-	79,006	79,006		
		TBD	TBD	5340580	Exam Evaluators				10,000		
		CalHR	TBD	5340330	CalHR Pilot Selection Exam (Direct Charge)				124,985		
21. Consulting Total						178,006	11,830	166,176	334,471		
Training Total						178,006	11,830	166,176	334,471		
Cont Ed	18. Training	MARITIME PILOTS INSTITUTE	20M900002	5322600	Training Services				4,300		
		ARTELIA	15M900001	5322100	Maritime Pilots Training	330,000	-	330,000	330,000		
	18. Training Total						330,000	-	330,000	334,300	
	21. Consulting	CSU MARITIME ACADEMY	20M900000	5340330	Pilot Training Services	132,250	-	132,250	132,250		
SAN FRANCISCO BAR PILOTS		18M900007	5340420	SFBP Administrative Support - Pilot Cont. Education	57,849	-	57,849	57,849			
21. Consulting Total						190,099	-	190,099	190,099		
Cont Ed Total						520,099	-	520,099	524,399		
Grand Total						961,657	143,462	910,158	1,625,994		

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Trainee Stipends: Multi 3-Year Agreements

\$7,000 per month per trainee

FY 2020-21

Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Actuals												FY 2020-21 Total Expenditures	Remaining Funds for FY 2021-22	
			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	-
Stevens - 1/14/19	Grad. 1/28/2021	180,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
Nelson - 1/14/19	Last Stipend 8/2021; Resigned 10/21/2021	180,001	7,000	6,097	-	-	-	-	-	-	-	-	-	-	-	13,097	-
Benedict - 8/12/19	Grad. 1/28/2021	180,002	7,000	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
Rodgers - 8/12/19	Grad. 1/28/2021	180,003	7,000	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
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	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	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	6,097	-	76,097	-
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	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	63,000	189,000
Barnum - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
Snapp - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
Sappington - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
Pascucci - 5/10/21	Exp. 5/09/2024	252,000	-	-	-	-	-	-	-	-	-	-	-	4,968	7,000	11,968	240,032
TOTAL			52,613	54,194	49,000	56,000	56,000	56,000	56,000	53,968	35,000	46,516	56,000	60,065	56,000	631,355	1,478,425

FY 2021-22

Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Actuals					Projections										FY 2021-22 Total Expenditures	Remaining Funds for FY 2022-23
			Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun					
Adams - 10/1/19	Exp. 9/30/2022	96,003	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	84,000	12,003		
Murney - 5/1/20	Grad. 9/23/2021	96,003	7,000	7,000	5,367	-	-	-	-	-	-	-	-	-	-	19,367	-		
Weber - 8/5/20	Exp. 8/4/2023	175,903	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	84,000	91,903		
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	7,000	7,000	84,000	168,000		
Barnum - 3/15/21	Exp. 3/14/2024	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	7,000	84,000	168,000		
Snapp - 3/15/21	Exp. 3/14/2024	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	7,000	84,000	168,000		
Sappington - 3/15/21	Exp. 3/14/2024	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	7,000	84,000	168,000		
Pascucci - 5/10/21	Exp. 5/09/2024	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	7,000	84,000	168,000		
Burns - 11/2/21	Exp. 11/2/2024	252,000	-	-	-	-	6,767	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	55,767	196,233		
Bunch - 11/2/21	Exp. 11/2/2024	252,000	-	-	-	-	6,767	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	55,767	196,233		
TBD	TBD	252,000	-	-	-	-	-	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	42,000	210,000		
TOTAL			56,000	56,000	54,367	49,000	49,000	49,000	49,000	49,000	49,000	49,000	49,000	49,000	49,000	607,367	943,906		