

**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.
- Governor's Budget: \$3,513,000.

➤ **Revenues**

- Revenue projections for Operations are based on prior year activities reduced by 25% calculated with current rate.
- Revenue projections for Trainee Training are based on prior year activities reduced by 25% calculated with current rate and projected number of trainees.
- Revenue projections for Continued Education are based on prior year activities reduced by 25% calculated with current rate.

➤ **Operations**

○ **Labor Costs**

- Personal Services are projected based on prior month salaries and benefits and expected new hires.

○ **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 March 2022, 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 7/1/2021</b>	<b>\$1,331,535</b>	<b>\$1,251,531</b>	<b>\$799,220</b>	<b>\$3,382,286</b>
Prior Year Revenue Adjustments	\$0	0	0	0
Prior Year Expenditure Adjustments <sup>/1</sup>	\$8,540	-1,000	0	7,540
<b>Adjusted Beginning Fund Balance</b>	<b>\$1,340,075</b>	<b>\$1,250,531</b>	<b>\$799,220</b>	<b>\$3,389,826</b>
Actual Revenues to Date	\$1,097,813	615,366	247,265	1,960,443
Actual Expenditures to Date	-\$869,686	-605,623	-133,220	-1,608,529
Direct Fund Transfers Out <sup>/2</sup>	-\$195,000	0	0	-195,000
<b>Ending Fund Balance 3/31/2022</b>	<b>\$1,373,201</b>	<b>\$1,260,274</b>	<b>\$913,265</b>	<b>\$3,546,740</b>
Future Revenue Projection	\$444,627	288,720	80,850	814,197
Future Expenditure Projection	-\$223,374	-329,027	-4,300	-556,701
Actual Encumbrances to Date	-\$300,225	-90,120	-386,879	-777,224
<b>Projected Fund Balance 6/30/2022</b>	<b>\$1,294,230</b>	<b>\$1,129,848</b>	<b>\$602,936</b>	<b>\$3,027,013</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>\$1,688,000</b>	<b>\$1,300,601</b>	<b>\$524,399</b>	<b>\$3,513,000</b>
Actual Expenditures to Date	-869,686	-605,623	-133,220	-1,608,529
Encumbrances to Date	-300,225	-90,120	-386,879	-777,224
Estimated Future Expenditures	-223,374	-329,027	-4,300	-556,701
<b>Total Projected Expenditures</b>	<b>-1,393,285</b>	<b>-1,024,769</b>	<b>-524,399</b>	<b>-2,942,453</b>
<b>Savings/Deficit</b>	<b>\$294,715</b>	<b>\$275,832</b>	<b>\$0</b>	<b>\$570,547</b>

/1 Prior Year encumbrance reductions

/2 Charge for supplemental staff pension repayment (SB 84 & AB 84) and Pro Rata

**BOARD OF PILOT COMMISSIONERS**  
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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	271,635	-	271,635	492,609	389,471	103,138	
02. Board Fee	18,344	16,200	-	16,200	21,600	21,600	-	
05. OASDI	26,291	14,371	-	14,371	27,861	20,517	7,344	
06. Health/Dental/Vision	8,632	6,140	-	6,140	19,904	8,271	11,633	
07. Retirement	104,819	81,554	-	81,554	153,336	115,102	38,234	
08. Workers Comp	1,939	1,553	-	1,553	2,878	2,878	-	
09. Medicare	7,644	3,946	-	3,946	6,824	5,662	1,162	
10. Other Benefits	36,094	22,754	-	22,754	33,804	33,303	501	
11. General Exp	(492)	197	-	197	2,000	2,000	-	
12. Printing	5,641	2,782	2,782	5,563	5,600	5,600	-	
13. Communications	3,438	2,515	-	2,515	3,600	3,600	-	
14. Postage	500	181	217	398	400	400	-	
15. Insurance	6	-	-	-	-	-	-	
16. Travel In	1,367	749	-	749	3,000	3,000	-	
17. Travel Out	-	-	-	-	-	-	-	
18. Training	-	-	-	-	4,000	4,000	-	
19. Facilities	276,718	209,733	211,015	420,747	284,612	284,612	-	Pending correction in FM 10 - Encumbrance to be reduced for prior rent payments
20. Attorney General (DOJ)	118,941	54,609	-	54,609	80,000	80,000	-	
21. Consulting	365,493	152,926	75,406	228,332	503,736	371,033	132,703	
22. Data Ctrs	6,627	4,613	-	4,613	6,720	6,720	-	
23. Info Tech	34,964	23,230	10,805	34,035	35,516	35,516	-	
25. Equipment	834	-	-	-	-	-	-	
27. Other Items of Expense	(165)	(0)	-	(0)	-	0	(0)	
<b>Support Total</b>	<b>1,537,265</b>	<b>869,686</b>	<b>300,225</b>	<b>1,169,911</b>	<b>1,688,000</b>	<b>1,393,285</b>	<b>294,715</b>	
<b>Trainee Training</b>								
08. Workers Comp	13,707	22,031	-	22,031	29,040	29,040	-	
11. General Exp	1,434	18,198	-	18,198	22,000	22,000	-	
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	17,750	-	-	-	-	-	-	
18. Training	-	-	-	-	-	-	-	
21. Consulting	179,952	89,236	90,120	179,356	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	476,158	-	476,158	840,000	639,258	200,742	
<b>Trainee Training Total</b>	<b>843,198</b>	<b>605,623</b>	<b>90,120</b>	<b>695,743</b>	<b>1,300,601</b>	<b>1,024,769</b>	<b>275,832</b>	
<b>Pilot Cont Ed</b>								
16. Travel In	-	-	-	-	-	-	-	
17. Travel Out	56,800	-	-	-	-	-	-	
18. Training	94,300	120,421	209,579	330,000	334,300	334,300	-	
21. Consulting	1,019	12,798	177,301	190,099	190,099	190,099	-	
<b>Pilot Cont Ed Total</b>	<b>152,119</b>	<b>133,220</b>	<b>386,879</b>	<b>520,099</b>	<b>524,399</b>	<b>524,399</b>	<b>-</b>	
<b>BOPC Grand Total</b>	<b>2,532,581</b>	<b>1,608,529</b>	<b>777,224</b>	<b>2,385,753</b>	<b>3,513,000</b>	<b>2,942,453</b>	<b>570,547</b>	

**BOARD OF PILOT COMMISSIONERS**  
**Fiscal Year 2021-22**  
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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	132,310	84,080	29,695		246,085
Trainee Application Fees Refund	20-21		-	-	-		-
Interest To-Date - Actuals	20-21		20,125				20,125
<b>Total YTD Revenue/Interest</b>			<b>1,561,496</b>	<b>658,295</b>	<b>302,340</b>	<b>-</b>	<b>2,522,131</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>1,561,496</b>	<b>658,295</b>	<b>302,340</b>	<b>-</b>	<b>2,522,131</b>

**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	126,949	67,605	27,910		222,464
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) - Actuals	21-22	Nov	103,383	58,845	26,550		188,778
FM06 @ 5% (AA) - Actuals	21-22	Dec	123,726	69,765	26,900		220,391
FM07 @ 5.5% (AA) - Actuals	21-22	Jan	106,292	57,330	24,900		188,522
FM08 @ 5.5% (AA) - Actuals	21-22	Feb	115,431	68,528	25,338		209,297
FM09 @ 5.5% (AA) - Actuals Projections	21-22	Mar	145,085	84,132	30,212		259,430
FM10 @ 5.5% (AA) - Projections	21-22	Apr	150,477	92,280	28,838		271,595
FM11 @ 5.5% (AA) - Projections	21-22	May	165,178	93,720	29,288		288,186
FM12 @ 5.5% (AA) - Projections	21-22	Jun	124,393	72,720	22,725		219,838
Trainee Application Fees Refund	21-22		-	-	-		-
Interest To-Date - Actuals	21-22		4,579				4,579
<b>Total YTD Revenue/Interest</b>			<b>1,097,813</b>	<b>615,366</b>	<b>247,265</b>	<b>-</b>	<b>1,960,443</b>
<b>Projected Future Revenue</b>			<b>440,048</b>	<b>258,720</b>	<b>80,850</b>	<b>30,000</b>	<b>809,618</b>
<b>Projected Future Interest</b>			<b>4,579</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,579</b>
<b>Total Revenue Projection</b>			<b>1,542,440</b>	<b>874,086</b>	<b>328,115</b>	<b>30,000</b>	<b>2,774,641</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 is changing from 5% to 5.5% effective 1/1/2022.

AB - Trainee Training is based on the # of ships and trainees in training. The surcharge rate was changed from \$15 to \$20/trainee/move effective 1/1/2022.

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.

**BOARD OF PILOT COMMISSIONERS**  
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Contracts & Encumbrances List

Program	Category 2	Supplier Name	PO No.	Contract No.	Account	Line Item Description	Encumbered Amount	Expensed Amount	Remaining Encumbrance	Projection	Comments
Support	12. Printing	SMILE BUSINESS PRODUCTS INC	0000000063	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	2,782	426	3,208	
		SMILE BUSINESS PRODUCTS INC		BPCH7003	5302300	Additional Funds Maint. Taxable	192	-	192	192	
		<b>12. Printing Total</b>					<b>5,563</b>	<b>2,782</b>	<b>2,782</b>	<b>5,563</b>	
	14. Postage	FEDEX CORPORATION SERVICES INC	0000000074	16M900007	5306100	Delivery of Small Packages	400	183	217	400	
		FEDEX CORPORATION SERVICES INC	0000000076	21M900006	5306100	Delivery of Small Packages	300	-	300	300	
	<b>14. Postage Total</b>					<b>700</b>	<b>183</b>	<b>517</b>	<b>700</b>		
	19. Facilities	BPP EMBARCADERO SQUARE PROPERTY OWN	0000000075	6256-001	5324450	Facility Rent	273,805	206,214	211,015	273,805	Pending - Encumbrance to be reduced for prior rent payments
	<b>19. Facilities Total</b>					<b>273,805</b>	<b>206,214</b>	<b>211,015</b>	<b>273,805</b>		
	20. Attorney General (DOJ)	DEPT OF JUSTICE	N/A	N/A	5340310	Legal - Attorney General		54,609		80,000	Not encumbered in FISCAL. Not a Contract/PO
	<b>20. Attorney General (DOJ) Total</b>							<b>54,609</b>		<b>80,000</b>	
	21. Consulting	DEPT OF THE CA HIGHWAY PATROL	0000000072	21M900001	5340220	Administrative Services	148,000	98,667	49,333	148,000	
		MICHAEL J OCALLAGHAN	0000000065	17M900007	5340580	Investigative Services	8,333	-	8,333	8,333	
		REGENTS OF THE UNIV OF CA SF	TBD	18M900011	5340290	Medical fitness Exam				134,960	
		SAN FRANCISCO BAR PILOTS	0000000073	18M900007	5340420	SFBP Administrative Support - Support	6,557	-	6,557	6,557	
		STATE CONTROLLER	0000000067	19M900000	5340330	Warrant Release Service	250	-	250	250	
		STATE CONTROLLER	0000000071	20M900004	5340240	Audit Services	54,600	52,000	2,600	54,600	
		JEFFREY HILL	0000000066	17M900008	5340580	Investigative Services	8,333	-	8,333	8,333	
		TBD (Previous contractor: NIEM)	TBD	TBD	5340580	Investigative Services				10,000	
TBD		TBD	TBD	5340580	Marine Exchange for AIS Data				-		
TBD		TBD	TBD	5340580	SFBP Pension Plan Disbursement Fiduciary Contract IFB2				-		
<b>21. Consulting Total</b>					<b>226,073</b>	<b>150,667</b>	<b>75,406</b>	<b>371,033</b>			
23. Info Tech	CALIFORNIA DEPT OF TRANS	0000000068	19M900001	5346300	IT Support Services	31,516	21,011	10,505	31,516		
<b>23. Info Tech Total</b>					<b>31,516</b>	<b>21,011</b>	<b>10,505</b>	<b>31,516</b>			
<b>Support Total</b>						<b>537,657</b>	<b>435,465</b>	<b>300,225</b>	<b>762,617</b>		
Training	21. Consulting	CSU MARITIME ACADEMY	0000000070	20M900001	5340330	Trainee Program Services	99,000	86,315	12,685	99,000	
		REGENTS OF THE UNIV OF CA SF	TBD	18M900011	5340290	Medical fitness Exam				21,480	
		SAN FRANCISCO BAR PILOTS	0000000073	18M900007	5340420	SFBP Administrative Support - Trainee Training	79,006	1,571	77,435	79,006	
		TBD	TBD	TBD	5340580	Exam Evaluators				10,000	
		CalHR	TBD	TBD	5340330	CalHR Pilot Selection Exam (Direct Charge)				124,985	
<b>21. Consulting Total</b>					<b>178,006</b>	<b>87,886</b>	<b>90,120</b>	<b>334,471</b>			
<b>Training Total</b>					<b>178,006</b>	<b>87,886</b>	<b>90,120</b>	<b>334,471</b>			
Cont Ed	18. Training	MARITIME PILOTS INSTITUTE	TBD	20M900002	5322600	Training Services				4,300	
		ARTELIA	0000000064	15M900001	5322100	Maritime Pilots Training	330,000	120,421	209,579	330,000	
<b>18. Training Total</b>					<b>330,000</b>	<b>120,421</b>	<b>209,579</b>	<b>334,300</b>			
21. Consulting	CSU MARITIME ACADEMY	0000000069	20M900000	5340330	Pilot Training Services	132,250	-	132,250	132,250		
	SAN FRANCISCO BAR PILOTS	0000000073	18M900007	5340420	SFBP Administrative Support - Pilot Cont. Education	57,849	12,798	45,051	57,849		
<b>21. Consulting Total</b>					<b>190,099</b>	<b>12,798</b>	<b>177,301</b>	<b>190,099</b>			
<b>Cont Ed Total</b>						<b>520,099</b>	<b>133,220</b>	<b>386,879</b>	<b>524,399</b>		
<b>Grand Total</b>						<b>1,235,762</b>	<b>656,571</b>	<b>777,224</b>	<b>1,621,487</b>		

**BOARD OF PILOT COMMISSIONERS**

**Fiscal Year 2021-22**

**For Fiscal Period 09 March 31, 2022**

**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	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	FY 2020-21 Total Expenditures	Remaining Funds for FY 2021-22
				Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
1	Burchard - 7/17/17	Exp. 7/16/2020	3,613	3,613	-	-	-	-	-	-	-	-	-	-	-	3,613	-
2	Stevens - 1/14/19	Grad. 1/28/2021	180,000	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
3	Nelson - 1/14/19	Last Stipend 8/2020; Resigned 10/21/2020	180,001	7,000	6,097	-	-	-	-	-	-	-	-	-	-	13,097	-
4	Benedict - 8/12/19	Grad. 1/28/2021	180,002	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
5	Rodgers - 8/12/19	Grad. 1/28/2021	180,003	7,000	7,000	7,000	7,000	7,000	7,000	6,323	-	-	-	-	-	48,323	-
6	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	84,000	96,003
7	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	84,000	96,003
8	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	6,097	-	76,097	-
9	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	76,097	175,903
10	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	63,000	189,000
11	Barnum - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
12	Snapp - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
13	Sappington - 3/15/21	Exp. 3/14/2024	252,000	-	-	-	-	-	-	-	-	3,839	7,000	7,000	7,000	24,839	227,161
14	Pascucci - 5/10/21	Exp. 5/09/2024	252,000	-	-	-	-	-	-	-	-	-	-	4,968	7,000	11,968	240,032
<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>53,968</b>	<b>35,000</b>	<b>46,516</b>	<b>56,000</b>	<b>60,065</b>	<b>56,000</b>	<b>631,355</b>	<b>1,478,425</b>

**FY 2021-22**

#	Trainee Name and Start Date	Exp. / Graduation Date	New/Remaining Contract Amount	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Projections	Projections	Projections	FY 2021-22 Total Expenditures	Remaining Funds for FY 2022-23
				Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
1	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	84,000	12,003
2	Murney - 5/1/20	Grad. 9/23/2021	96,003	7,000	7,000	5,367	-	-	-	-	-	-	-	-	-	19,367	-
3	Weber - 8/5/20	Grad. 12/9/2021	175,903	7,000	7,000	7,000	7,000	7,000	2,032	-	-	-	-	-	-	37,032	-
4	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	84,000	168,000
5	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	84,000	168,000
6	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	84,000	168,000
7	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	84,000	168,000
8	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	84,000	168,000
9	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	55,767	196,233
10	Bunch - 11/2/21	Resigned. 12/1/2021	252,000	-	-	-	-	6,767	226	-	-	-	-	-	-	6,992	-
11	Meyer - 4/22/22	Exp. 4/21/2025	252,000	-	-	-	-	-	-	-	-	-	2,100	7,000	7,000	16,100	235,900
12	TBD	TBD	252,000	-	-	-	-	-	-	-	-	-	-	-	-	-	252,000
13	TBD	TBD	252,000	-	-	-	-	-	-	-	-	-	-	-	-	-	252,000
<b>TOTAL</b>				<b>56,000</b>	<b>56,000</b>	<b>54,367</b>	<b>49,000</b>	<b>62,533</b>	<b>51,258</b>	<b>49,000</b>	<b>49,000</b>	<b>49,000</b>	<b>51,100</b>	<b>56,000</b>	<b>56,000</b>	<b>639,258</b>	<b>1,788,136</b>

As of March 2022, there are seven trainees.