FORECASTING ASSUMPTIONS

Budget

SB 101 Chapter 12 Budget Act of 2023: \$4,425,000

o BL23-20 Control Section 3.60 Retirement Adj.: \$8,000

BL23-23 Item 9800 Salaries & Benefits Adj.: \$25,000

Pilot Boat Program Implementation: \$5,000,000

Approved Budget: \$9,458,000

Revenues

 Revenue projections for Operations, Trainee Training, Continued Education and Pilot Boat Program are based on Monthly Average of Actual Revenues to Date.

Operations

Labor Costs

 Personal Services are projected based on prior month salaries and benefits, plus projected costs for replacement AGPA as of April 15, 2024, and one new AGPA as of April 1, 2024.

General Operating Costs

Operating Expenses are based on estimated projections and Budget Act schedules.

Consulting and Professional Services

- Attorney General expenditure is projected at \$118,000, based on prior year actuals and current fiscal year direct transfers.
- Internal and External Consulting and Professional Services are based on all pending and current contracts, direct transfers, and the budget includes projected contracts for the IT Modernization Project.

> Trainee Training

- o Projected expenses are based on all current contracts.
- As of March 31, 2024, there are three trainees, one resigned (Shuler) in January 2024. Two new trainees are anticipated to join the program before the
 end of the fiscal year.

> Continued Education

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

Pilot Boat Program

o Projected expenses are based on anticipated monthly bank loan payments to the SFPB.

	FUNI	CONDITION STATE	MENT		
	Board Operations (Fund 0290) 2030010	Trainee Training (Fund 0290) 2030019291	Continuing Education (Fund 0290) 2030019292	Pilot Boat Program (Fund 3439) 2030026	Total
Beginning Fund Balance 7/1/2023	2,206,547	1,714,572	621,269	2,652,111	7,194,499
Prior Year Revenue Adjustments					\$0
Prior Year Expenditure Adjustments ^{/1}	-\$42,996	-\$64,894	\$0	\$0	-\$107,890
Adjusted Beginning Fund Balance	2,163,551	1,649,678	621,269	2,652,111	7,086,609
Actual Revenues to Date	\$1,977,875	\$308,312	\$282,240	\$4,905,877	\$7,474,305
Actual Expenditures to Date	-884,789	-260,211	-213,500	0	-1,358,500
Direct Fund Transfers Out 1/2	-\$68,972	\$0	\$0	\$0	-\$68,972
Total Net Revenues	\$1,024,114	\$48,101	\$68,740	\$4,905,877	\$6,046,833
Ending Fund Balance 03/31/2024	3,187,664	1,697,779	690,009	7,557,989	13,133,442
Future Revenue Projection	964,117	149,043	134,141	2,350,529	3,597,830
Future Expenditure Projection	-1,459,928	-75,885	0	-425,000	-1,960,813
Actual Encumbrances to Date	-511,912	-141,427	-189,990	0	-843,329
Projected Fund Balance 6/30/2024	2,179,941	1,629,510	634,161	9,483,517	13,927,129

BUDGET AUTHORITY STATEMENT

	Board Operations 2030010	Trainee Training 2030019291	Continuing Education 2030019292	Pilot Boat Program 2030026	Total
Budget Authority	3,033,000	1,017,620	407,380	5,000,000	9,458,000
Actual Expenditures to Date	-884,789	-260,211	-213,500	0	-1,358,500
Encumbrances to Date	-511,912	-141,427	-189,990	0	-843,329
Estimated Future Expenditures	-1,459,928	-75,885	0	-425,000	-1,960,813
Total Projected Expenditures	-2,856,629	-477,524	-403,490	-425,000	-4,162,643
Savings/Deficit	176,371	540,096	3,890	4,575,000	5,295,357

	C	omparison of Bu	dget Authority wi	th Forecasted Expe	enditures		
Support - Fund 0290 - 20		•	,	·			
	FY 22/23		FY 23/24		Adjusted	Projected YE	Projected YE
Category	Expenditures	YTD Expenditures	YTD Encumbrance	YTD Totals	Budget Act Totals	Expenditures	Balance
01. Salaries	426,767	339,732		339,732	505,000	475,932	29,068
02. Board Fee	21,600	15,600		15,600	22,000	19,200	2,800
05. OASDI	18,264	18,451		18,451	28,000	26,153	1,847
06. Hlth/Dtal/Vsion	6,485	3,715		3,715	12,000	8,068	3,932
07. Retirement	115,275	117,608		117,608	185,000	165,304	19,696
08. Workers Comp	1,840	737		737	3,000	737	2,263
09. Medicare	6,082	4,835		4,835	8,000	6,675	1,325
10. Other Benefits	31,311	30,160		30,160	43,000	40,186	2,814
11. General Exp	1,189	553		553	1,500	1,500	(0)
12. Printing	8,005	2,782	2,921	5,703	8,500	8,001	499
13. Communications	4,591	3,009		3,009	5,000	5,000	0
14. Postage	597	585	197	782	1,100	782	318
15. Insurance	6	9		9	300	300	-
16. Travel In	-			-	500	500	-
17. Travel Out	-			-	-	-	-
18. Training	3,560	119		119	4,001	4,001	-
19. Facilities	284,750	218,108	71,707	289,815	363,000	289,815	73,185
20. Attorney General (DOJ)	86,268	82,023		82,023	118,000	116,892	1,108
21. Consulting	441,418	1,199	312,982	314,181	1,500,000	1,500,000	(0)
22. Data Ctrs	3,411	10,553		10,553	19,000	18,467	533
23. Info Tech	38,487	35,012	124,104	159,117	190,000	159,117	30,883
25. Equipment	9,352			-	10,000	10,000	-
27. Other Items of Expense	0	0		-	6,099		6,099
Support Total	1,509,258	884,789	511,912	1,396,701	3,033,000	2,856,629	176,371

	FY 22/23		FY 23/24		Adjusted	Projected YE	Projected YE
Category	Expenditures	YTD Expenditures	YTD Encumbrance	Totals	Budget Act Totals	Expenditures	Balance
08. Workers Comp	17,764	9,545		9,545	17,763	13,430	4,333
11. General Exp	-			-	-	-	-
16. Travel In	-			-	-	-	-
17. Travel Out	-			-	-	-	-
18. Training	-			-	-	-	-
20. Attorney General (DOJ)	58,080	29,049		29,049	180,000	29,049	150,951
21. Consulting	106,267		141,427	141,427	327,857	141,427	186,430
26. Other (Stipend)	542,511	221,617		221,617	492,000	293,617	198,383
Trainee Training Total	724,622	260,211	141,427	401,639	1,017,620	477,524	540,096

Pilot Cont Ed - Fund 029	90 - 2030019 - 292						
	FY 22/23		FY 23/24		Adjusted	Projected YE	Projected YE
Category		YTD Expenditures	YTD Encumbrance	Totals	Budget Act Totals	Expenditures	Balance
16. Travel In	-			1	1	1	1
17. Travel Out	-		50,790	50,790	51,000	50,790	210
18. Training	256,000				-		-
21. Consulting	151,380	213,500	139,200	352,700	356,380	352,700	3,680
Pilot Cont Ed Total	407,380	213,500	189,990	403,490	407,380	403,490	3,890

Pilot Boats - Fund 3439 - 2030026														
FY 22/23 FY 23/24 Adjusted Projected YE Projected YE														
Category		YTD Expenditures	YTD Encumbrance	Totals	Budget Act Totals	Expenditures	Balance							
25. Equipment	1,106,984			-	5,000,000	425,000	4,575,000							
Pilot Boats Total	1,106,984			•	5,000,000	425,000	4,575,000							

BOPC Monthly Analysis Revenue													
				FY 2022-23 Revenue	•								
				AB - Pilot Trainee									
			AA - Operations	(Trainee Trng)	AC - Serving Pilot (Con't	AD - Pilot Boat Surcharge	125600-01 Pilot Trainee						
Source: SFBP Wire Transfers	FY	FM	4172500001	4172500003	Educ) 4172500002	4172500005	Training Application Fee	Totals					
FM01 @ 6% (AA) - Actuals	22-23	July	128,729	84,795	27,185	-	5 ,,	240,709					
FM02 @ 6% (AA) - Actuals	22-23	Aug	165,606	102,861	38,000	-		306,468					
FM03 @ 6% (AA) - Actuals	22-23	Sept	151,401	90,464	33,892	-		275,757					
FM04 @ 6% (AA) - Actuals	22-23	Oct	158,796	94,642	35,479	-		288,917					
FM05 @ 6% (AA) - Actuals	22-23	Nov	164,541	82,338	30,914	-		277,793					
FM06 @ 6% (AA) - Actuals	22-23	Dec	188,416	85,254	35,522	-		309,192					
FM07 @ 6% (AA) - Actuals	22-23	Jan	154,122	66,099	31,697	43,313		295,231					
FM08 @ 6% (AA) - Actuals	22-23	Feb	172,280	64,537	33,483	411,535		681,835					
FM09 @ 6% (AA) - Actuals	22-23	Mar	186,076	61,781	36,357	514,982		799,196					
FM10 @ 6% (AA) - Actuals	22-23	Apr	181,456	59,177	35,338	478,485		754,456					
FM11 @ 6% (AA) - Actuals	22-23	May	206,134	59,503	37,382	609,920		912,938					
FM12 @ 6% (AA) - Actuals	22-23	Jun	204,111	51,405	38,014	593,877		887,407					
Trainee Application Fees Refund	22-23		-	-	-			-					
Escheat-Unclaimed Check/Warrant	22-23		42,958					42,958					
Interest To-Date - Actuals	22-23		112,638					112,638					
Total YTD Revenue/Interest			2,217,264	902,856	413,263	2,652,111	-	6,185,495					
Projected Future Revenue			-	-	-	-	-	-					
Adjustments/Escheat/Unclaimed			42,958					42,958					
Projected Future Interest								-					
Total Revenue (not incl. escheat)			2,174,306	902,856	413,263	2,652,111	-	6,142,536					

				FY 2023-24 Revenue										
AB - Pilot Trainee AA - Operations (Trainee Trng) AC - Serving Pilot (Con't AD - Pilot Boat 125600-01 Pilot Trainee														
			AA - Operations	(Trainee Trng)	AC - Serving Pilot (Con't	AD - Pilot Boat	125600-01 Pilot Trainee							
Source: SFBP Wire Transfers	FY	FM	4172500001	4172500003	Educ) 4172500002	4172500005	Training Application Fee	Totals						
FM01 @ 6.5% (AA) - Actuals	23-24	July	239,411	39,674	31,296	681,685		992,066						
FM02 @ 6.5% (AA) - Actuals	23-24	Aug	245,993	59,500	43,256	667,899		1,016,648						
FM03 @ 6.5% (AA) - Actuals	23-24	Sept	181,299	41,770	29,973	544,236		797,279						
FM04 @ 6.5% (AA) - Actuals	23-24	Oct	281,010	61,387	49,909	753,449		1,145,755						
FM05 @ 6.5% (AA) - Actuals	23-24	Nov	259,648	31,936	35,459	579,780		906,823						
FM06 @ 6.5% (AA) - Actuals	23-24	Dec	214,956	19,446	28,348	512,998		775,748						
FM07 @ 6.5% (AA) - Actuals	23-24	Jan	235,697	20,293	31,809	527,401	1,000	816,200						
FM08 @ 6.5% (AA) - Actuals	23-24	Feb	244,830	34,306	32,190	546,087		857,413						
FM09 @ 6.5% (AA) - Actuals/Projection	23-24	Mar	225,904	33,426	28,301	514,672		802,303						
FM10 @ 6.5% (AA) - Projections	23-24	Apr	237,856	38,539	35,280	601,692		913,366						
FM11 @ 6.5% (AA) - Projections	23-24	May	237,856	38,539	35,280	601,692		913,366						
FM12 @ 6.5% (AA) - Projections	23-24	Jun	237,856	38,539	35,280	601,692		913,366						
Trainee Application Fees Refund	23-24		-	-	-			-						
Escheat-Unclaimed Check/Warrant			1,092.60					1,093						
Interest To-Date - Actuals *	23-24		73,938			92,342		166,280						
Total YTD Revenue/Interest			1,977,875	308,312	282,240	4,905,877	1,000	7 475 205						
·			939.471		134,141	2,319,748	1,000	7,475,305						
Projected Future Revenue				149,043	134,141		-	3,542,403						
Projected Future Interest			24,646			30,781		55,427						
Total Revenue			2,941,992	457,355	416,382	7,256,406	1,000	11,073,134						

Notes

 $^{{\}color{red}^*SMIF}\ interest\ prorated\ between\ Operations/Support\ and\ the\ Pilot\ Boat\ Program\ based\ upon\ net\ total\ resources\ after\ expenditures.$

AA - Board Operations Surcharge is a percentage of Pilotage fees charged, and does not include temporary transit fees. Pilotage fees are determined by the depth and weight of the vessel and driven by the # of ships coming in/out. Board Operations Surcharge rate was changed from 6% to 6.5% of all pilotage fees not including temporary transit fees effective 10/1/2023.

AB - Trainee Training Surcharge is based on the # of ship moves and the number of trainees in training. The surcharge rate was changed from \$20/trainee/move to \$15/trainee/move effective 10/1/2023.

AC - Continued Education Surcharge is a fixed fee per ship move that uses pilot service. Pilot Continuing Education Surcharge was changed to from \$60/move to \$50/move effective 10/1/2023.

AD - Pilot Boat Surcharge is based upon the gross registered tons of a vessel. The Pilot Boat Surcharge was changed from \$0.0225 per gross registered ton to \$.0200 per gross registered ton effective 10/1/2023.

BOARD OF PILOT COMMISSIONERS Fiscal Year 2023-24 For FI\$Cal Period 09, March 31, 2024

		FY 23/24 PO					Sum of Encumbered	Sum of Expensed	Encumbrance
Program	Category 2	No.	Contact No.	Supplier Name	Account	Line Item Description	Amount	Amount	Balance
Support	12. Printing	110	direct PO for BOPC kf	SMILE BUSINESS PRODUCTS INC	5302300	Printing	5,703	2,782	2,921
Support	12. Printing Total						5,703	2,782	2,921
Support	14. Postage	104	21M900006 Kellie A.	FEDEX CORPORATION SERVICES INC	5304400	Postage	450	253	197
Support	14. Postage Total						450	253	197
Support	19. Facilities	100	LSE6256-001	BPP EMBARCADERO SQ PROP OWNER	5324450	Lease	163,140	163,140	0
Support	19. Facilities	115	LSE6256-001	GC EM CUBE LLC	5324450	LEASE 6256-001 - 600 DAVIS ST, SF, CA 94111	95,610	23,903	71,707
Support	19. Facilities Total						258,749	187,042	71,707
Support	21. Consulting	102	21M900001 Kellie A.	DEPT OF THE CA HIGHWAY PATROL	5340220	Administrative Services	148,000	0	148,000
Support	21. Consulting	103	21M900004 Michelle M.	REGENTS OF THE UNIV OF CASF	5340290	Medical Fitness Exam	147,932	0	147,932
Support	21. Consulting	105	21M900007 Kellie A.	MICHAEL J OCALLAGHAN	5340580	Investigative Services	4,700	0	4,700
Support	21. Consulting	106	21M900008 Kellie A.	JEFFREY HILL	5340580	Investigative Services	5,285	768	4,517
Support	21. Consulting	109	22M900003 Kellie A.	STATE CONTROLLER	5342600	Warrant Release Service	333	0	333
Support	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Surcharges_0010	7,500	0	7,500
Support	21. Consulting Total						313,750	768	312,982
Support	23. Info Tech	111	22M900004 Kellie A.	CALIFORNIA DEPT OF TRANS	5346390	Information Technology Services	38,410	22,406	16,004
Support	23. Info Tech	112	23M900000 Kellie A.	CALIFORNIA DEPT OF TRANS	5346390	Information Technology Services	108,100	0	108,100
Support	23. Info Tech Total						146,510	22,406	124,104
Support To							725,162	213,251	511,912
Training	21. Consulting	103	21M900004 Michelle M.	REGENTS OF THE UNIV OF CASF	5340290	Medical Fitness Exam	22,718	0	22,718
Training	21. Consulting	108	22M900002 Kellie A.	AMERICAN MARITIME SAFETY INC	5340480	Drug Testing (Trainee)	3,333	0	3,333
Training	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Admin Support_19291	2,400	0	2,400
Training	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Dispatch_Servis_19291	45,696	0	45,696
Training	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Meal Servie_19291	67,200	0	67,200
Training	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Internet_19291	80	0	80
Training	21. Consulting Total						141,427	0	141,427
Training To							141,427	0	= :=, :=;
Cont Ed	21. Consulting	101	20M900000 Kellie A.	CSU MARITIME ACADEMY	5340330	Pilot Training Services	93,500	85,500	8,000
Cont Ed	21. Consulting	107	22M900000 Kellie A.	ARTELIA	5340580	Pilot Training Services	256,000	128,000	128,000
Cont Ed	21. Consulting	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5340420	Travel_19292	3,200	0	3,200
Cont Ed	21. Consulting Total						352,700	213,500	139,200
Cont Ed	17. Travel Out	113	23M900005 Kellie A.	SAN FRANCISCO BAR PILOTS	5320800	Pilot Out-of-State Travel	9,990	0	9,990
Cont Ed	17. Travel Out	114	23M900001 Sri	SAN FRANCISCO BAR PILOTS	5320800	Transportation_19292	40,800	0	40,800
Cont Ed	17. Travel Out Total						50,790	0	50,790
Cont Ed To							403,490	213,500	189,990
Grand Tota							1,270,080	426,751	843,329

BOARD OF PILOT COMMISSIONERS Fiscal Year 2023-24 For FI\$Cal Period 09, March 31, 2024

Trainee Stipends: Multi 3-Year Agreements

\$8,000 per month per trainee

FY 2022-2	3				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 2022-23 Total Expenditures (est.)	Remaining Funds for FY 2022-23
1	Adams - 10/1/19	Exp. 11/7/2022	12,003		7,000	7,000	7,000	7,000	1,633	-	-	-	-		-	-	29,633	(17,630)
2	Olmsted - 10/1/20	Exp. 9/30/2023	168,000		7,000	7,000	7,000	7,000	7,000	7,000	7,000	8,000	8,000	8,000	8,000	8,000	89,000	79,000
3	Barnum - 3/15/21	Exp. 12/8/2022	168,000		7,000	7,000	7,000	7,000	7,000	1,806	-	-	-		-	-	36,806	131,194
4	Snapp - 3/15/21	Exp. 1/26/2023	168,000		7,000	7,000	7,000	7,000	7,000	7,000	5,871	-	-	1	-	-	47,871	120,129
5	Sappington - 3/15/21	Exp. 4/27/2023	168,000		7,000	7,000	7,000	7,000	7,000	7,000	7,000	8,000	8,000	7,200			72,200	95,800
6	Pascucci - 5/10/21	Exp. 5/09/2024	168,000		7,000	7,000	7,000	7,000	7,000	7,000	7,000	8,000	8,000	8,000	8,000	8,000	89,000	79,000
7	Burns - 11/2/21	Exp. 11/2/2024	196,233		7,000	7,000	7,000	7,000	7,000	7,000	7,000	8,000	8,000	8,000	8,000	8,000	89,000	107,233
8	Meyer - 4/22/22	Exp. 4/21/2025	235,900		7,000	7,000	7,000	7,000	7,000	7,000	7,000	8,000	8,000	8,000	8,000	8,000	89,000	146,900
9	TBD	TBD	252,000		-	-		-	-	-	-	-	-	1	-	-	•	252,000
10	TBD	TBD	252,000		-	-	-	-	-	-	-	-	-	-	-	-	-	252,000
		TOTAL		-	56,000	56,000	56,000	56,000	50,633	43,806	40,871	40,000	40,000	39,200	32,000	32,000	542,511	1,245,626

As of January 1, 2023, there are six trainees.

AS OI Jailua	ry 1, 2025, there are six trainees.										D !			- +b - 500				
											Do not incit	ude April in e	xpeaitures o	Actual-				
FY 2023-2	4				Actuals	Actuals	Actuals	Projections	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 2023-24 Total Expenditures	Remaining Funds for FY 2023-24
1	Olmsted - 10/1/20	Exp. 9/21/2023			8,000	8,000	5,600	-	-	-	-	-	-	-	-	-	21,600	-
2	Pascucci - 5/10/21	Exp. 8/24/2023			8,000	6,194	-			-	-	-	-	-	-	-	14,194	-
3	Burns - 11/2/21	Exp. 8/24/2023			8,000	6,194	-	-	-	-	-	-	-	-	-	-	14,194	-
4	Meyer - 4/22/22	Exp. 11/02/2023			8,000	8,000	8,000	8,000	533	-	-	-	-	-	-	-	32,533	-
5	Gallo - 8/22/23	Exp. 8/21/2026	288,000		-	2,581	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	82,581	205,420
6	Barron - 8/22/23	Exp. 8/21/2026	288,000		-	2,581	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	82,581	205,420
7	Johnson - 01/09/2024	Exp. 01/08/2027	288,000		-	-	-	-	-	-	5,935	8,000	8,000	8,000	8,000	8,000	45,935	242,065
8	Shuler - 01/09/2024	N/A			-	-	-	-	-	-	Resigned						-	-
9																	-	-
10																	-	-
11																	-	-
12																	-	-
13																	-	-
		TOTAL	864,000	-	32,000	33,548	29,600	24,000	16,533	16,000	21,935	24,000	24,000	24,000	24,000	24,000	293,617	652,904

BOARD OF PILOT COMMISSIONERS

Fiscal Year 2023-24

Pilot Boat Program - (New Fund 0349 - 501 - 2030026)

For FI\$Cal Period 09, March 31, 2024

FY 22/23 - Approriation 2,500,000
Year-end Projected Total 1,106,984
Remaining Balance 1,393,016

Actuals													Projections				
expenditure Total Column Labels																	
										YTD							
										Expendeture						Projected	Year-end
Category	July	August	September	October	November	December	January	February	March	s	YTD Encumbracne	Year-End Total	April	May	June	Expenditures	Projection
25. Equipment					1,036,018	70,966				1,106,984		1,106,984				0	1,106,984
YTD Expendetures					1,036,018	70,966				1,106,984		1,106,984	0	0	0	0	1,106,984

FY 23/24 - Approriation 5,000,000
Year-end Projected Total 425,000
Remaining Balance 4,575,000

Actuals														Projections				
										YTD						Projected	Year-end	
Category	July	August	September	October	November	December	January	February	March	Expenditures	YTD Encumbrance	Year-End Total	April	May	June	Expenditures	Projection	
25. Equipment (Loan Payments)												0			425,000	425,000	425,000	
YTD Expenditures												0	0	0	425,000	425,000	425000	
Combined Remaining Balance	0	0	0	0	1,036,018	70,966	0	0	0	1,106,984	0	1,106,984	0	0	425,000	425,000	1,531,984	