

Maritime Division Summary

FY 07/08 DIVISION BUDGET SUMMARY

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
NET OPERATING EXPENSES BY DEPT:					
Maritime Operations & Properties	9,103,609	11,268,600	13,863,900	2,595,300	23.0%
Maritime Trade Development	624,014	586,000	746,400	160,400	27.4%
TOTAL DIRECT EXPENSES	\$ 9,727,624	\$ 11,854,600	\$ 14,610,300	\$ 2,755,700	23.2%
EQUIPMENT OUTLAY	\$ 135,288	\$ 255,000	\$ 152,000	\$ (103,000)	-40.4%
TOTAL DIVISION	\$ 9,862,912	\$ 12,109,600	\$ 14,762,300	\$ 2,652,700	21.9%
STAFFING BUDGET	38	38	45	7	18.4%

MARITIME OPERATIONS & PROPERTIES

Role

Maritime Operations and Properties Department facilitates the growth of maritime commerce and marine industry. The Operations staff manages the marine terminal berth assignments, space assignments, and Maritime Transportation Security Act in support of cargo operations at two maritime cargo terminals and passenger operations at the cruise ship terminal. The Properties staff manages land facility assets including marine industrial properties, acquires new properties, plans facility development for new and long-range business, and leases Port and upland properties to accommodate cargo and cruise ship business, in support of District goals. Maritime Operations and Properties assists Maritime Trade Development in new business negotiation.

The Maritime Operations and Properties Department has forty-one permanent budgeted positions, twenty-five with the Operations staff, twelve with the Properties staff, and four that support the Division (Senior Director of Maritime, Program Manager, Senior Financial Analyst, and Executive Assistant II).

Mission Statement

The mission of the Maritime Operations and Properties Department is to facilitate and maximize maritime commerce and to provide a safe, secure, and environmentally friendly work and recreation area within the tidelands trust for the betterment of the entire San Diego region through enhancement of the maritime cargo and cruise ship terminals and public access areas and facilities.

The Department's Mission supports the following Port Strategic Goals:

- Promote the Port's maritime industries to stimulate regional economic vitality.
- Enhance and sustain a dynamic and diverse waterfront.
- Protect and improve the environmental conditions of San Diego Bay and the Tidelands.
- Develop and maintain a high level of public understanding that builds confidence and trust in the Port.
- Strengthen the Port's financial performance.

Vision Statement

To provide a stable environment in which economic growth of the working waterfront, can occur to promote safe, secure, and appealing marine terminals, which enhance the San Diego region.

Current Services

To achieve this Mission/Vision, we will continue to offer these Current Services:

- Lease Administration
- Lease Negotiations
- Request for Qualification (RFQ) and Request for Proposal (RFP) – New Development
- Maritime Cargo Terminal Management
- Cruise Ship Passenger Terminal Management
- Maritime Transportation Security Administration Compliance
- Commercial Fishing Vessel Slip and Commercial Pier Management
- Military Strategic Seaport Facilities
- Parking and Traffic Enforcement
- Community Outreach on Maritime Issues

Modified and New Services

To achieve this Mission/Vision, we will expand our Services to include:

- Seaport Security Surveillance and Intrusion Detection System Program Management

Goals

- Provide Strategic Port facilities to support military load-outs
- Increase cruise passenger volumes and cargo vessel calls, cargo tonnage throughput, and maritime revenue
- Provide opportunities for community input on maritime issues
- Maintain the Maritime Security Program to meet Maritime Transportation Security Act (MTSA) requirements

Maritime Operations & Properties

SUMMARY OF DEPARTMENTAL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Personnel Expenses	\$ 3,391,662	\$ 3,499,000	\$ 3,712,000	\$ 213,000	6.1%
Non-Personnel Expenses	5,711,947	7,769,600	10,151,900	2,382,300	30.7%
Total Direct Expense	\$ 9,103,609	\$ 11,268,600	\$ 13,863,900	\$ 2,595,300	23.0%
Less: Capitalized Expense	-	-	-	-	-
Equipment Outlay	135,288	255,000	152,000	(103,000)	-40.4%
TOTAL DEPARTMENTAL EXPENSE	\$ 9,238,897	\$ 11,523,600	\$ 14,015,900	\$ 2,492,300	21.6%

PERSONNEL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Salaries and Wages	\$ 2,183,347	\$ 2,193,500	\$ 2,452,500	\$ 259,000	11.8%
Overtime	115,173	124,400	120,400	(4,000)	-3.2%
Burden	1,039,538	1,143,500	1,119,100	(24,400)	-2.1%
Temporary Personnel	53,604	37,600	20,000	(17,600)	-46.8%
TOTAL PERSONNEL EXPENSE	\$ 3,391,662	\$ 3,499,000	\$ 3,712,000	\$ 213,000	6.1%

Maritime Operations & Properties

POSITION SUMMARY

- Retitle:** 1 Assistant Director, Marine Operations to 1 Marine Terminal Superintendent
- Replace:** 1 Executive Assistant I (Unclassified) with 1 Executive Assistant I (Classified)
- Addition:** 3 Traffic Enforcement Officers
 2 Administrative Assistant II
 1 Marine Terminal Supervisor

POSITION TITLE	AMENDED BUDGET FY 06/07	BUDGET FY 07/08
Administrative Assistant II (Classified)	1	3
Asset Manager	3	3
Assistant Director, Maritime Properties	1	1
Director, Maritime Ops & Properties	1	1
Executive Assistant I (Classified)	1	2
Executive Assistant I (Unclassified)	1	0
Executive Assistant II	1	1
Facility Security Officer	1	1
Marine Terminal Superintendent	1	1
Marine Terminal Supervisor	3	4
Program Manager	1	1
Senior Director, Maritime	1	1
Senior Financial Analyst	1	1
Traffic Enforcement Officer	2	5
Traffic Enforcement Supervisor	1	1
Wharfinger	15	15
TOTAL	35	41

Notes:

Maritime Operation and Properties is adding six positions to the budget to meet the increasing demands related to increasing Cruise Ship activity, Cargo Volume and business activity in Maritime Properties.

Maritime Operations & Properties

NON-PERSONNEL EXPENSE DETAILS

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Books & Periodicals	176	1,100	1,500	400	36.4%
Employee Recognition	-	1,000	1,200	200	20.0%
Memberships & Dues	1,005	2,900	2,900	-	0.0%
Seminars & Training	9,301	21,300	32,000	10,700	50.2%
STAFF DEVELOPMENT	\$ 10,482	\$ 26,300	\$ 37,600	\$ 11,300	43.0%
Mileage Reimbursement	11,602	13,500	15,000	1,500	11.1%
Travel	43,585	103,600	108,900	5,300	5.1%
TRAVEL	\$ 55,187	\$ 117,100	\$ 123,900	\$ 6,800	5.8%
Services - Professional & Other	4,657,785	6,497,200	8,664,700	2,167,500	33.4%
Services - Construction	1,145	3,000	-	(3,000)	-100.0%
CONTRACTUAL SERVICES	\$ 4,658,930	\$ 6,500,200	\$ 8,664,700	\$ 2,164,500	33.3%
Equipment & Systems	249,429	155,700	208,300	52,600	33.8%
Equipment Rental/Leasing	3,553	202,500	169,100	(33,400)	-16.5%
Office & Operating Supplies	30,354	46,000	50,100	4,100	8.9%
Postage & Shipping	1,831	2,600	2,700	100	3.8%
Safety Equipment & Supplies	283	1,900	8,700	6,800	357.9%
Fuel & Lubricants	-	-	3,000	3,000	-
Uniforms	721	3,600	7,500	3,900	108.3%
SUPPLIES & EQUIPMENT	\$ 286,172	\$ 412,300	\$ 449,400	\$ 37,100	9.0%
Space Rental	10,000	115,200	152,900	37,700	32.7%
Telephone & Communications	33,984	53,000	55,000	2,000	3.8%
Utilities-Water	13,508	13,000	31,600	18,600	143.1%
Tenant Improvements/Removals	37,524	12,000	78,300	66,300	552.5%
Facility Management Services	443,017	482,000	491,600	9,600	2.0%
FACILITIES EXPENSE	\$ 538,034	\$ 675,200	\$ 809,400	\$ 134,200	19.9%
Facilities Maintenance-Supplies	118,673	-	11,600	11,600	-
Facilities Maintenance-Outside Services	1,677	-	-	-	-
Equipment Maintenance-Outside Services	9,150	10,800	16,300	5,500	50.9%
Software Maintenance	6,000	12,000	15,000	3,000	25.0%
MAINTENANCE & REPAIRS	\$ 135,499	\$ 22,800	\$ 42,900	\$ 20,100	88.2%

Maritime Operations & Properties

NON-PERSONNEL EXPENSE DETAILS

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Advertising	403	400	500	100	25.0%
Promotional Services	7,543	14,200	20,000	5,800	40.8%
Promotional Materials	2,267	1,100	1,500	400	36.4%
Services - Fire, Police, Rescue, Emergen	2,206	-	-	-	-
COMMUNITY & ENVIRONMENTAL	\$ 12,420	\$ 15,700	\$ 22,000	\$ 6,300	40.1%
Bad Debt Expense	15,223	-	-	-	-
RISK MANAGEMENT	\$ 15,223	\$ -	\$ -	\$ -	-
Other Miscellaneous Expenses	-	-	2,000	2,000	-
OTHER EXPENSES	\$ -	\$ -	\$ 2,000	\$ 2,000	-
TOTAL NON PERSONNEL EXPENSES	\$ 5,711,947	\$ 7,769,600	\$ 10,151,900	\$ 2,382,300	30.7%

NOTES:

Services - Professional & Other increased \$2,167,500 in large part due to the Pasha Terminal Operator Retention, increased Cruise Ship Terminal Security Screening, development of the Maritime Facility Master Plan and implementation of the Transportation Worker Identification Credential (TWIC) program.

Maritime Operations & Properties

EQUIPMENT OUTLAY

DESCRIPTION	REASON	QTY	UNIT COST	TOTAL COST
1/2 TON TRUCK/EXT. CAB	N	1	\$ 25,000	\$ 25,000
ALUMINUM GANGWAY	N	1	12,000	12,000
ELECTRIC UTILITY VEHICLE	N	6	15,000	90,000
ROLLING GRATES	N	1	25,000	25,000
TOTAL		9		\$ 152,000

Maritime Operations & Properties
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
600110 Overtime						
MARITIME PROPERTIES STAFF		\$ 4,000		\$ -		
MO - WHARFINGERS, MARINE TERMI		70,400		70,400		
TRAFFIC ENFORCEMENT OFFICERS		50,000		50,000		
Total:	\$ 115,173	\$ 124,400	\$ 124,400	\$ 120,400	\$ (4,000)	-3%
600120 Temporary Personnel						
MO - TEMP WHARFINGER		\$ 28,000		\$ -		
MP - TEMP ADMIN ASSISTANT		9,600		-		
MISCELLANEOUS		-		20,000		
Total:	\$ 53,604	\$ 37,600	\$ 37,600	\$ 20,000	\$ (17,600)	-47%
SUBTOTAL: OVERTIME & TEMPS	\$ 168,777	\$ 162,000	\$ 162,000	\$ 140,400	\$ (21,600)	-13%
610110 Books & Periodicals						
MO - CST YACHT REPORT		\$ -		\$ 300		
MO - DIRECTORIES, REFERENCE BOO		600		600		
MP - BOOKS, PERIODICALS		300		300		
MP - VEHICLE CODE (TEO'S)		200		300		
Total:	\$ 176	\$ 1,100	\$ 1,100	\$ 1,500	\$ 400	36%
610115 Employee Recognition						
MO - 20 EMPLOYEES		\$ 600		\$ -		
MP - 12 EMPLOYEES		400		-		
MISCELLANEOUS		-		1,200		
Total:	\$ -	\$ 1,000	\$ 1,000	\$ 1,200	\$ 200	20%
610120 Memberships & Dues						
MO - SD PROPELLER CLUB		\$ 250		\$ 250		
MP - CPPA		-		100		
MP - INT'L FOREST TRANSPORTATI		200		400		
MP - IREM (2 ASSET MGRS)		350		500		
MP - NATIONAL PROPELLER CLUB (1,000		1,000		
MP - NEW STAFF		250		350		
MP - OTHER		110		-		
MP - SD PROPELLER CLUB (RP)		65		65		
MP - SD WORLD TRADE CENTER (RP		175		235		
MP - STATE BAR ASS'N		400		-		
MP - TEO HEARING OFFICER TRAIN		100		-		
Total:	\$ 1,005	\$ 2,900	\$ 2,900	\$ 2,900	\$ -	0%
610140 Seminars & Training						
HS - FSO, MTSA SECURITY PROGRA		\$ 2,000		\$ 2,000		
MO - AAPA FOR WHARFINGERS		-		10,000		
MO - AAPA TRAINING PROGRAM		3,760		4,000		
MP - AAPA TRAINING PROGRAM		7,300		8,100		
MP - COMPUTER TRAINING CLASSES		1,200		2,000		
MP - HEARING OFFICER TRAINING		400		400		
MP - IREM COURSES		2,000		2,000		
MP - IREM ECONOMIC FORECAST		500		500		
MP - MISC. UPD TRNG (NEW STAFF		1,000		-		
MP - OTHER SEMINARS & TRAINING		400		-		
MP - SEATRADE, PPI, AISS (RP)		2,740		3,000		
Total:	\$ 9,301	\$ 21,300	\$ 21,300	\$ 32,000	\$ 10,700	50%

Maritime Operations & Properties
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
615100 Mileage Reimbursement						
MO - MILEAGE, PARKING, TOLLS		\$ 2,500		\$ -		
MP - MILEAGE, PARKING, TOLLS,		11,000		-		
MISCELLANEOUS		-		15,000		
Total:	\$ 11,602	\$ 13,500	\$ 13,500	\$ 15,000	\$ 1,500	11%
615110 Travel						
AAPA		\$ -		\$ 18,000		
HS - FSO TRAINING, CONFERENCES		3,000		3,000		
MO - AAPA TRAINING PROGRAM		5,565		-		
MP - AAPA CONFERENCES		12,100		-		
MP - INT'L TRADE MISSIONS		60,850		65,850		
MP - MARITIME TRADE CONFERENCE		18,185		18,185		
MP - PROGRAM MANAGER		-		2,700		
MP - PROGRAM MANAGER (SF)		2,700		-		
MP - TEO HEARING OFFICER TRAIN		1,200		1,165		
Total:	\$ 43,585	\$ 103,600	\$ 103,600	\$ 108,900	\$ 5,300	5%
620100 Services - Professional & Other						
CARPET SERVICES, CRUISE & CARG		\$ 2,000		\$ 2,500		
ENTERPRISE ZONE ADMINISTRATION		-		50,000		
FREEWAY ACCESS FEASIBILITY STU		350,000		-		
HS - ANNUAL AUDIT OF SECURITY		-		13,000		
HS - CST SECURITY SCREENING SE		1,200,000		2,252,000		
HS - JMOC 24/7 WATCHSTANDER CO		730,000		730,000		
HS - SECURITY CAMERA MAINTENAN		270,000		270,000		
HS - TAMT BACK GATE SECURITY		-		132,500		
HS - TAMT MAIN GATE SECURITY		250,000		256,500		
HS - TWIC		-		180,000		
MARINE OPS INFO SYSTEM CONSULT		10,000		-		
MARITIME FACILITIES MASTER PLA		-		250,000		
MO - CST WINDOW & AWNING CLEAN		-		16,000		
MO - SDRS - WHARFAGE REVENUE S		133,200		150,000		
MO - TAMT BLDG EXT APPEARANCE		100,000		100,000		
MP - APPRAISAL CONSULTING		20,000		175,000		
MP - ARBITRATION FEES		250,000		250,000		
MP - DUNN & BRADSTREET REPORTS		600		600		
MP - LEASING COMMISSION		206,150		170,000		
MP - MARITIME BUSINESS PLAN		350,000		-		
MP - NAT CITY LAND USE PLAN		150,000		150,000		
MP - PHOTO SERVICE		1,300		1,300		
PASHA PHTL SERVICE, OP RETENTI		226,650		471,633		
PASHA TERMINAL OPERATOR RETENT		1,916,200		2,975,621		
PILOT PHYSICAL EXAMS		1,600		2,000		
SDMIS INTERNET FEES		6,000		6,000		
SDMIS MAINTENANCE SERVICES		40,000		40,000		
TRAVELERS AID PROGRAM, CRUISE		18,500		20,046		
Total:	\$ 4,657,785	\$ 6,232,200	\$ 6,497,200	\$ 8,664,700	\$ 2,167,500	33%
620120 Services - Construction						
MISCELLANEOUS		\$ 3,000		\$ -		
Total:	\$ 1,145	\$ 3,000	\$ 3,000	\$ -	\$ (3,000)	-100%

Maritime Operations & Properties
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL	AMENDED	BUDGET	INCREASE OVER	
		BUDGET FY 06/07	BUDGET FY 06/07	BUDGET FY 07/08	AMENDED	
					dollars	pct
630110 Equipment & Systems						
HS - 800 MHZ RADIOS, BATTERY R		\$ -		\$ 6,800		
HS - SECURITY EQUIPMENT UPGRAD		45,000		45,000		
MO - 800 MHZ RADIO CHARGERS		400		-		
MO - CST EQUIP REPLACEMENTS		27,000		83,500		
MO - OFFICE AND OPERATIONS EQU		4,000		4,000		
MO - OFFICE FURNITURE REPLACEM		2,000		5,000		
MO - PC & MONITOR REPLACEMENTS		8,000		19,500		
MO - TAMT EQUIPMENT		-		18,300		
MO - VHF MARINE BAND RADIOS		1,200		3,000		
MP - 4 DRAWER LAT FILE CABINET		800		-		
MP - COMPUTER, MISC FURNITURE		3,000		3,000		
MP - DESK EXTENSION W/ 2 DRAWE		1,200		-		
MP - HP LASER JET 4250N (1)		1,250		-		
MP - MULTI UNIT SMART CHARGER		-		667		
MP - NETWORK INSTALLATION		450		900		
MP - OTHER EQUIPMENT		500		1,000		
MP - PC TOWER ONLY (REPLACE 1)		900		-		
MP - XTS 5000 RADIOS		-		12,000		
MP AUTOCITE UNIT MODEL 2D01		-		5,633		
Total:	\$ 249,429	\$ 95,700	\$ 155,700	\$ 208,300	\$ 52,600	34%
630120 Equipment Rental/Leasing						
HI-LIFT RENTAL, SDMIS ANNUAL M		\$ 900		\$ -		
MO - CST EQUIP & TENT RENTALS		45,000		150,000		
MO - NCMT DIAMOND ENV		-		17,100		
MO - WATER DISP/COOLERS (3 TER		1,200		1,500		
MP - PITNEY BOWLES POSTAGE MET		200		250		
MP - WATER COOLER		200		250		
Total:	\$ 3,553	\$ 47,500	\$ 202,500	\$ 169,100	\$ (33,400)	-16%
630130 Office & Operating Supplies						
HS - FSO, SUPPLIES, MATERIALS		\$ 4,000		\$ 4,163		
MO - CST BALLOONS		-		1,000		
MO - SUPPLIES FOR 3 TERMINALS,		29,700		30,000		
MP - 5X8 CLEAR POLYETHYLENE BAG		32		65		
MP - AUTOCITE ENVELOPES (TEO)		1,100		2,200		
MP - AUTOCITE INK RIBBONS (TEO)		238		167		
MP - AUTOCITE PAPER (TEO)		850		1,700		
MP - BUSINESS CARDS		300		120		
MP - CAR WASH COUPONS (TEO TRU		700		1,050		
MP - COPIER TONERS		2,540		2,500		
MP - OFFICE SUPPLIES		6,000		6,200		
MP - OTHER		240		250		
MP - PRINTER FORMS		50		50		
MP - REPLACEMENT BATTERIES		-		385		
MP - SAP TIPS (DEPT SHARED COS		100		100		
MP - WATER FOR COOLER		150		150		
Total:	\$ 30,354	\$ 46,000	\$ 46,000	\$ 50,100	\$ 4,100	9%
630140 Postage & Shipping						
MO - POSTAGE		\$ 440		\$ -		
MP - FEDEX (U.S.)		600		-		
MP - U.S. POSTAGE & LOCAL COUR		1,560		-		
MISCELLANEOUS		-		2,700		
Total:	\$ 1,831	\$ 2,600	\$ 2,600	\$ 2,700	\$ 100	4%

Maritime Operations & Properties
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED		
					dollars	pct	
630150 Safety Equipment & Supplies							
M- - SAFETY SHOES (TEO'S)		\$ 500		\$ 450			
MO - WHARFINGER/DEPT SAFETY SU		1,400		1,520			
MISCELLANEOUS		-		6,730			
Total:	\$ 283	\$ 1,900	\$ 1,900	\$ 8,700	\$ 6,800	358%	
630170 Fuel & Lubricants							
MISCELLANEOUS		\$ -		\$ 3,000			
Total:	\$ -	\$ -	\$ -	\$ 3,000	\$ 3,000	N/A	
630200 Uniforms							
MP - TEO UNIFORMS & CLEANING		\$ 3,600		\$ 7,500			
Total:	\$ 721	\$ 3,600	\$ 3,600	\$ 7,500	\$ 3,900	108%	
640100 Space Rental							
CALIF SLC RENT, MOORING AREAS		\$ 11,000		\$ 11,000			
HS ONE AMERICA PLAZA LEASE		-		37,700			
MO - CST TRUCK STAGING AREA RE		104,200		104,200			
Total:	\$ 10,000	\$ 115,200	\$ 115,200	\$ 152,900	\$ 37,700	33%	
640110 Telephone & Communications							
HS - RCS SYSTEM FEES		\$ -		\$ 10,000			
MO - 3 TERMINALS: PBX, LONG DI		40,500		-			
MP - CELLULAR PHONE SERVICE		8,360		-			
MP - TELEPHONE, LOCAL & LONG D		3,000		-			
MP - WIRELESS INTERNET SERVICE		1,140		-			
MISCELLANEOUS		-		45,000			
Total:	\$ 33,984	\$ 53,000	\$ 53,000	\$ 55,000	\$ 2,000	4%	
640130 Utilities-Water							
SWEETWATER AUTHORITY, 1309-13		\$ -		\$ 15,600			
MISCELLANEOUS		13,000		16,000			
Total:	\$ 13,508	\$ 13,000	\$ 13,000	\$ 31,600	\$ 18,600	143%	
640140 Tenant Improvements/Removals							
BUNKER FACILITY, REPAIRS & UPG		\$ 12,000		\$ 15,000			
COUNTY OFFICE IMPROVEMENT AT N		-		63,300			
Total:	\$ 37,524	\$ 12,000	\$ 12,000	\$ 78,300	\$ 66,300	553%	
640150 Facility Management Services							
NATIONAL DISTRIBUTION CENTER M		\$ 482,000		\$ 491,600			
Total:	\$ 443,017	\$ 482,000	\$ 482,000	\$ 491,600	\$ 9,600	2%	
650100 Facilities Maintenance-Supplies							
NCMT		-		5,300			
TAMT		-		6,300			
Total:	\$ 118,673	\$ -	\$ -	\$ 11,600	\$ 11,600	N/A	
650110 Facilities Maintenance-Outside Services							
Total:	\$ 1,677	\$ -	\$ -	\$ -	\$ -	N/A	

Maritime Operations & Properties
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
650130 Equipment Maintenance-Outside Services						
MO - 3 TERMINALS: COPIERS, PRI		\$ 5,000		\$ 5,000		
MP - AUTO CITE (TEO)		3,260		4,060		
MP - FAX, COPIER, PRINTER (TEO		825		825		
MP - FAX, COPIER, PRINTER MAIN		1,065		1,065		
MP - LAPTOP & HP5250N WARRANTY		350		-		
MP - VEHICLE DETAILING (TEO TR		300		350		
MISCELLANEOUS		-		5,000		
Total:	\$ 9,150	\$ 10,800	\$ 10,800	\$ 16,300	\$ 5,500	51%
650140 Software Maintenance						
MISCELLANEOUS		\$ 12,000		\$ 15,000		
Total:	\$ 6,000	\$ 12,000	\$ 12,000	\$ 15,000	\$ 3,000	25%
660100 Advertising						
TARIFF & LEGAL NOTICES		\$ 400		\$ -		
MISCELLANEOUS		-		500		
Total:	\$ 403	\$ 400	\$ 400	\$ 500	\$ 100	25%
660110 Promotional Services						
MO - COMMUNITY OUTREACH (WWG),		\$ 10,000		\$ 10,000		
MO - CST CUSTOMER APPRECIATION		-		5,000		
MP - BUSINESS CALLS, LOCAL PRO		4,200		5,000		
Total:	\$ 7,543	\$ 14,200	\$ 14,200	\$ 20,000	\$ 5,800	41%
660120 Promotional Materials						
MP - SUPPLIES - CUSTOMER MEETI		\$ 600		\$ -		
MISCELLANEOUS		500		1,500		
Total:	\$ 2,267	\$ 1,100	\$ 1,100	\$ 1,500	\$ 400	36%
660130 Services - Fire, Police, Rescue, Emergen						
Total:	\$ 2,206	\$ -	\$ -	\$ -	\$ -	N/A
670100 Bad Debt Expense						
Total:	\$ 15,223	\$ -	\$ -	\$ -	\$ -	N/A
680190 Other Miscellaneous Expenses						
MISCELLANEOUS		\$ -		\$ 2,000		
Total:	\$ -	\$ -	\$ -	\$ 2,000	\$ 2,000	N/A
SUBTOTAL: NON-PERSONNEL EXPENSE	\$ 5,711,947	\$ 7,289,600	\$ 7,769,600	\$ 10,151,900	\$ 2,382,300	31%
GRAND TOTAL:	\$ 5,880,724	\$ 7,451,600	\$ 7,931,600	\$ 10,292,300	\$ 2,360,700	30%

MARITIME TRADE DEVELOPMENT

Role

The Maritime Trade Development Department is the commercial business development arm for the Port's maritime cargo business. The Department's mission is to generate maritime cargo business, optimize utilization of the Port's public goods movement infrastructure and maximize maritime's positive economic impact to the San Diego region. Trade development efforts are directed toward various entities and cargo interests in the worldwide goods movement chain, to bring cargo through the Port of San Diego.

Development efforts are accomplished with continuous and regular contact with these cargo and transportation interests, market research and analysis. Keys to success are maintaining and building relationships with decision-makers and industry experts worldwide. Additionally, knowledge of numerous and diverse industries and markets is essential.

Inherent in these activities are the responsibilities to build trust, problem-solve, know the cargo market, facilitate cargo movement, and offer superior customer service to both existing and potential customers.

Mission Statement

To generate and maintain cargo traffic through Port terminals, in support of Port goals to:

- Promote the Port's maritime industries to stimulate regional economic vitality.
- Enhance and sustain a dynamic and diverse waterfront.
- Develop and maintain a high level of public understanding that builds confidence and trust in the Port.
- Strengthen the Port's financial performance.

Goals

- Implement prioritized marketing plan for the Port's cargo terminals that identifies current and future cargo needs
- Maintain involvement and promote effective inland transportation systems that serve the port, including regional rail infrastructure improvements, trucking, and loading services that would improve service to the marine terminals
- Facilitate increase in cargo throughput, particularly in steel, project cargo and produce cargo

Maritime Trade Development

SUMMARY OF DEPARTMENTAL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Personnel Expenses	\$ 410,906	\$ 338,500	\$ 452,500	\$ 114,000	33.7%
Non-Personnel Expenses	213,108	247,500	293,900	46,400	18.7%
Total Direct Expense	\$ 624,014	\$ 586,000	\$ 746,400	\$ 160,400	27.4%
Less: Capitalized Expense	-	-	-	-	-
Equipment Outlay	-	-	-	-	-
TOTAL DEPARTMENTAL EXPENSE	\$ 624,014	\$ 586,000	\$ 746,400	\$ 160,400	27.4%

PERSONNEL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Salaries and Wages	\$ 269,357	\$ 218,700	\$ 307,500	\$ 88,800	40.6%
Overtime	-	-	-	-	-
Burden	141,549	119,800	145,000	25,200	21.0%
Temporary Personnel	-	-	-	-	-
TOTAL PERSONNEL EXPENSE	\$ 410,906	\$ 338,500	\$ 452,500	\$ 114,000	33.7%

Maritime Trade Development

POSITION SUMMARY

Addition: 1 Senior Maritime Trade Account Manager

POSITION TITLE	AMENDED BUDGET FY 06/07	BUDGET FY 07/08
Executive Assistant I (Classified)	1	1
Manager, Maritime Trade Development	1	1
Senior Maritime Trade Account Manager	1	2
TOTAL	3	4

Notes:

Maritime Trade Development is adding one position to the budget to support growing customer retention activities associated with the growth of business and to take advantage of increasing global trade by expanding the Port's market presence.

Maritime Trade Development

NON-PERSONNEL EXPENSE DETAILS

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Books & Periodicals	1,616	1,500	1,500	-	0.0%
Employee Recognition	-	-	100	100	-
Memberships & Dues	1,715	3,200	3,200	-	0.0%
Seminars & Training	17,116	13,500	20,200	6,700	49.6%
STAFF DEVELOPMENT	\$ 20,447	\$ 18,200	\$ 25,000	\$ 6,800	37.4%
Mileage Reimbursement	4,127	7,000	3,500	(3,500)	-50.0%
Travel	47,324	96,800	113,900	17,100	17.7%
TRAVEL	\$ 51,451	\$ 103,800	\$ 117,400	\$ 13,600	13.1%
Services - Professional & Other	24,151	35,000	42,000	7,000	20.0%
CONTRACTUAL SERVICES	\$ 24,151	\$ 35,000	\$ 42,000	\$ 7,000	20.0%
Equipment & Systems	5,539	2,600	4,600	2,000	76.9%
Equipment Rental/Leasing	96	300	300	-	0.0%
Office & Operating Supplies	7,636	9,400	9,400	-	0.0%
Postage & Shipping	3,501	3,700	3,700	-	0.0%
Safety Equipment & Supplies	-	500	500	-	0.0%
SUPPLIES & EQUIPMENT	\$ 16,772	\$ 16,500	\$ 18,500	\$ 2,000	12.1%
Space Rental	2,500	-	-	-	-
Telephone & Communications	8,292	9,400	13,400	4,000	42.6%
FACILITIES EXPENSE	\$ 10,792	\$ 9,400	\$ 13,400	\$ 4,000	42.6%
Equipment Maintenance-Supplies	-	300	300	-	0.0%
Equipment Maintenance-Outside Services	288	2,600	2,600	-	0.0%
MAINTENANCE & REPAIRS	\$ 288	\$ 2,900	\$ 2,900	\$ -	0.0%
Advertising	33,446	12,000	14,000	2,000	16.7%
Promotional Services	22,174	30,000	40,000	10,000	33.3%
Promotional Materials	33,588	19,700	20,700	1,000	5.1%
COMMUNITY & ENVIRONMENTAL	\$ 89,207	\$ 61,700	\$ 74,700	\$ 13,000	21.1%
TOTAL NON PERSONNEL EXPENSES	\$ 213,108	\$ 247,500	\$ 293,900	\$ 46,400	18.7%

Maritime Trade Development
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
SUBTOTAL: OVERTIME & TEMPS	\$ -	\$ -	\$ -	\$ -	\$ -	N/A
610110 Books & Periodicals						
AMERICA FRUIT		\$ 60		\$ 60		
AMERICAN JOURNAL OF TRANSPORTA		100		100		
AMERICAN SHIPPER		100		100		
ASIA FRUIT		110		110		
CUNNINGHAM		250		250		
JOC		200		200		
LATIN TRADE		50		-		
MARNEWS - LATIN AMERICA		-		180		
OTHER		300		170		
PACIFIC SHIPPER		240		240		
SD BUSINESS JOURNAL		90		90		
Total:	\$ 1,616	\$ 1,500	\$ 1,500	\$ 1,500	\$ -	0%
610115 Employee Recognition						
MISCELLANEOUS		\$ -		\$ 100		
Total:	\$ -	\$ -	\$ -	\$ 100	\$ 100	N/A
610120 Memberships & Dues						
ABA		\$ 250		\$ 250		
AIIS		1,200		1,200		
HISPANIC CHAMBER		-		500		
IFPTA		500		-		
OTAY MESA CHAMBER		150		150		
OTHER		500		500		
SAN DIEGO PROPELLER CLUB		100		100		
WESTERN MAQUILA		500		500		
Total:	\$ 1,715	\$ 3,200	\$ 3,200	\$ 3,200	\$ -	0%
610140 Seminars & Training						
AAPA		\$ 3,000		\$ 3,000		
AIIS		500		900		
AIIS CONFERENCE		-		800		
BREAKBULK		3,100		3,100		
BREAKBULK EUROPE		-		1,300		
MELON CONFERENCE (SOUTH AMERIC		-		200		
MEXPORT		1,100		1,100		
OTHER		1,200		1,200		
PMA		1,450		1,450		
PPI (PULP & PAPER)		-		2,600		
TRANSPACIFIC MARITIME		550		550		
WINDPOWER ENERGY		-		2,000		
WOOD & PULP		2,600		-		
YACHT		-		2,000		
Total:	\$ 17,116	\$ 13,500	\$ 13,500	\$ 20,200	\$ 6,700	50%
615100 Mileage Reimbursement						
MILEAGE, TOLLS, PARKING		\$ 7,000		\$ 3,500		
Total:	\$ 4,127	\$ 7,000	\$ 7,000	\$ 3,500	\$ (3,500)	-50%

Maritime Trade Development
EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
615110 Travel						
AAPA		\$ 3,900		\$ -		
ASIA		15,400		15,000		
CENTRAL AMERICA		-		3,625		
COSTA RICA/CHILE		12,500		7,250		
DOMESTIC CONF. & BUSINESS TRIP		21,100		22,525		
EUROPE		14,700		28,000		
GUATEMALA		3,450		-		
MEXICO		2,500		8,400		
NEW ZEALAND		12,300		11,800		
OTHER		3,450		-		
PPI		4,900		1,500		
SOUTH AMERICA		-		10,925		
VCR		2,600		4,875		
Total:	\$ 47,324	\$ 96,800	\$ 96,800	\$ 113,900	\$ 17,100	18%
620100 Services - Professional & Other						
ASIA		\$ 5,000		\$ 5,000		
AUSTRALIA/NZ		5,000		5,000		
EUROPE		5,000		5,000		
PIERS DATA		15,000		10,000		
PIERS ON-LINE		-		12,000		
SOUTH AMERICA		5,000		5,000		
Total:	\$ 24,151	\$ 35,000	\$ 35,000	\$ 42,000	\$ 7,000	20%
630110 Equipment & Systems						
OTHER		\$ 2,000		\$ 2,000		
SOFTWARE AND LICENSES		600		600		
MISCELLANEOUS		-		2,000		
Total:	\$ 5,539	\$ 2,600	\$ 2,600	\$ 4,600	\$ 2,000	77%
630120 Equipment Rental/Leasing						
MISCELLANEOUS		\$ 300		\$ 300		
Total:	\$ 96	\$ 300	\$ 300	\$ 300	\$ -	0%
630130 Office & Operating Supplies						
BUSINESS CARDS		\$ 100		\$ 100		
OFFICE SUPPLIES		5,300		5,300		
OTHER		4,000		4,000		
Total:	\$ 7,636	\$ 9,400	\$ 9,400	\$ 9,400	\$ -	0%
630140 Postage & Shipping						
FEDEX (INT'L)		\$ 1,000		\$ 1,000		
POSTAGE		2,700		2,700		
Total:	\$ 3,501	\$ 3,700	\$ 3,700	\$ 3,700	\$ -	0%
630150 Safety Equipment & Supplies						
MISCELLANEOUS		\$ 500		\$ 500		
Total:	\$ -	\$ 500	\$ 500	\$ 500	\$ -	0%
640100 Space Rental						
Total:	\$ 2,500	\$ -	\$ -	\$ -	\$ -	N/A

**Maritime Trade Development
EXPENSE BUDGET BREAKDOWN**

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED		
					dollars	pct	
640110 Telephone & Communications							
CELL PHONES		\$ 500		\$ 500			
OFFICE PHONE		1,800		1,800			
OTHER		3,600		3,600			
WIRELESS PC CARD		-		3,500			
MISCELLANEOUS		3,500		4,000			
Total:	\$ 8,292	\$ 9,400	\$ 9,400	\$ 13,400	\$ 4,000	43%	
650120 Equipment Maintenance-Supplies							
MISCELLANEOUS		\$ 300		\$ 300			
Total:	\$ -	\$ 300	\$ 300	\$ 300	\$ -	0%	
650130 Equipment Maintenance-Outside Services							
MISCELLANEOUS		\$ 2,600		\$ 2,600			
Total:	\$ 288	\$ 2,600	\$ 2,600	\$ 2,600	\$ -	0%	
660100 Advertising							
CONTINGENCY		\$ 2,000		\$ -			
TARGETED		10,000		14,000			
Total:	\$ 33,446	\$ 12,000	\$ 12,000	\$ 14,000	\$ 2,000	17%	
660110 Promotional Services							
ENTERTAINMENT		\$ 20,000		\$ 20,000			
TRADE MISSIONS		-		10,000			
MISCELLANEOUS		10,000		10,000			
Total:	\$ 22,174	\$ 30,000	\$ 30,000	\$ 40,000	\$ 10,000	33%	
660120 Promotional Materials							
BROCHURES		\$ 2,000		\$ -			
GIVEAWAYS		5,000		-			
OTHER		700		700			
PROMOTIONAL MATERIALS		-		15,000			
SALES KIT		2,000		5,000			
VIDEO/PHOTO		10,000		-			
Total:	\$ 33,588	\$ 19,700	\$ 19,700	\$ 20,700	\$ 1,000	5%	
SUBTOTAL: NON-PERSONNEL EXPENSE	\$ 213,108	\$ 247,500	\$ 247,500	\$ 293,900	\$ 46,400	19%	
GRAND TOTAL:	\$ 213,108	\$ 247,500	\$ 247,500	\$ 293,900	\$ 46,400	19%	

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