## **Maritime Division Summary**

### FY 06/07 DIVISION BUDGET SUMMARY

	ACTUAL RESULTS FY 04/05	AMENDED BUDGET FY 05/06	BUDGET FY 06/07	INCREASE FY 06/07-05/06 BUDGET	% INCREASE
NET ODER ATING EVDENGES BY DERF.	2 2 0 11 0	11 00/00	11 00/07	202027	11,0141,152
NET OPERATING EXPENSES BY DEPT: Maritime Operations & Properties	5,312,429	9,522,100	10,623,800	1,101,700	11.6%
Maritime Properties & Facilities	1,359,854		-	1,101,700	-
Maritime Trade Development	666,060	738,300	568,400	(169,900)	-23.0%
TOTAL DIRECT EXPENSES	\$ 7,338,343	\$ 10,260,400	\$ 11,192,200	\$ 931,800	9.1%
EQUIPMENT OUTLAY	\$ 66,499	\$ 210,100	\$ 255,000	\$ 44,900	21.4%
TOTAL DIVISION	\$ 7,404,842	\$ 10,470,500	\$ 11,447,200	\$ 976,700	9.3%
STAFFING	36	38	37	-1	-2.6%

### NOTES:

Maritime Properties & Facilities roles, responsibilites and expenses were absorbed into Maritime Operations & Properties beginning in FY 05/06.

### **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 thirty-four employees, twenty-two with the Operations staff, nine with the Properties staff, and three that support the Division (Senior Director of Maritime, Program Manager, 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:

- Optimize the Port's positive economic impact to the San Diego region
- Improve the environmental condition of the Tidelands Trust resources
- Increase the Port's responsiveness to community needs
- Maintain the Port's financial stability

### 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

### SUMMARY OF DEPARTMENTAL EXPENSES

	F	ACTUAL RESULTS FY 04/05	]	MENDED BUDGET FY 05/06	I	STIMATED RESULTS FY 05/06	BUDGET FY 06/07	FY	NCREASE 7 06/07-05/06 BUDGET	% INCREASE
Personnel Expenses Non-Personnel Expenses	\$	1,956,821 3,355,608	\$	3,295,600 6,226,500	\$	3,497,200 5,186,000	\$ 3,334,200 7,289,600	\$	38,600 1,063,100	1.2% 17.1%
Total Direct Expense Less: Capitalized Expense Equipment Outlay	\$	<b>5,312,429</b> - 66,499	\$	<b>9,522,100</b> - 210,100	\$	<b>8,683,200</b> - 513,400	\$ 10,623,800 - 255,000	\$	<b>1,101,700</b> - 44,900	11.6% - 21.4%
TOTAL DEPARTMENTAL EXPENSE	\$	5,378,928	\$	9,732,200	\$	9,196,600	\$ 10,878,800	\$	1,146,600	11.8%

### PERSONNEL EXPENSES

	I	ACTUAL RESULTS FY 04/05	]	MENDED BUDGET FY 05/06	I	STIMATED RESULTS FY 05/06	BUDGET FY 06/07	FY	NCREASE 06/07-05/06 BUDGET	% INCREASE
Salaries and Wages	\$	1,350,658	\$	2,117,800	\$	2,318,700	\$ 2,111,300	\$	(6,500)	
Overtime Burden		68,263 537,900		124,400 1.053,400		119,700 1,027,300	124,400 1,060,900		7,500	0.0% 0.7%
Temporary Personnel		-		-		31,500	37,600		37,600	-
TOTAL PERSONNEL EXPENSE	\$	1,956,821	\$	3,295,600	\$	3,497,200	\$ 3,334,200	\$	38,600	1.2%

## **POSITION SUMMARY**

SALARY RANGE/		ORIGINAL BUDGET	BUDGET
STEP	POSITION TITLE	FY 05/06	FY 06/07
~			
RANGE 28	Senior Director, Maritime	1	1
RANGE 25	Director, Maritime Ops & Properties	1	1
RANGE 24	Assistant Director, Maritime Properties	1	1
RANGE 23	Program Manager	1	1
RANGE 21	Facility Security Officer	1	1
RANGE 20	Assistant Director, Marine Operations	1	1
RANGE 19	Asset Manager	3	3
RANGE 14	Marine Terminal Supervisor	0	3
RANGE 13	Marine Terminal Supervisor	3	0
68.8	Wharfinger	0	15
68.3	Wharfinger	15	0
63.2	Traffic Enforcement Officer	0	2
62.7	Traffic Enforcement Officer	2	0
RANGE 09	Executive Assistant II	1	1
RANGE 08	Executive Assistant I (Classified)	1	1
RANGE 08	Executive Assistant I (Unclassified)	1	1
RANGE 08	Traffic Enforcement Supervisor	1	1
RANGE 06	Administrative Assistant II (Classified)	1	1
	TOTAL	34	34

### NON-PERSONNEL EXPENSE DETAILS

		ACTUAL RESULTS		MENDED BUDGET		STIMATED RESULTS	1	BUDGET		NCREASE 7 06/07-05/06	%
		FY 04/05		FY 05/06		FY 05/06		FY 06/07		BUDGET	INCREASE
Awards - Service		-		1,000		500		-		(1,000)	-100.0%
Books & Periodicals		-		1,000		500		1,100		100	10.0%
Employee Recognition		-		-		-		1,000		1,000	-
Memberships & Dues		65		1,600		1,200		2,900		1,300	81.3%
Seminars & Training		4,822		19,300		13,000		21,300		2,000	10.4%
STAFF DEVELOPMENT	\$	4,887	\$	22,900	\$	15,200	\$	26,300	\$	3,400	14.8%
Mileage Reimbursement		2,776		17,000		13,600		13,500		(3,500)	-20.6%
Travel		1,359		70,500		50,900		103,600		33,100	47.0%
TRAVEL	\$	4,135	\$	87,500	\$	64,500	\$	117,100	\$	29,600	33.8%
Caminas Dusfassions 1 9 Others		2 520 000		£ 107 000		4 271 000		6 222 200		1.024.200	10.007
Services - Professional & Other Services - Construction		2,538,909 38,368		5,197,900 8,000		4,271,000 11,200		6,232,200 3,000		1,034,300	19.9% -62.5%
CONTRACTUAL SERVICES	\$	2,577,278	\$	5,205,900	\$	4,282,200	\$	6,235,200	\$	(5,000) <b>1,029,300</b>	19.8%
CONTRACTUAL SERVICES	<b>3</b>	2,511,218	Ф	5,205,900	Ф	4,282,200	Ф	0,235,200	Þ	1,029,300	19.8%
Equipment & Systems		73,668		178,400		144,800		95,700		(82,700)	-46.4%
Equipment Rental/Leasing		13,426		2,500		(1,600)		47,500		45,000	1800.0%
Office & Operating Supplies		27,282		46,000		35,500		46,000		15,000	0.0%
Postage & Shipping		433		1,600		1,800		2,600		1,000	62.5%
Safety Equipment & Supplies		3,978		1,900		900		1,900		-,000	0.0%
Uniforms		-		3,900		2,300		3,600		(300)	-7.7%
SUPPLIES & EQUIPMENT	\$	118,786	\$	234,300	\$	183,700	\$	197,300	\$	(37,000)	-15.8%
-											
Space Rental		-		11,000		15,500		115,200		104,200	947.3%
Telephone & Communications		37,695		57,100		58,000		53,000		(4,100)	-7.2%
Utilities-Water		-		-		5,400		13,000		13,000	-
Tenant Improvements/Removals		36,912		49,000		39,900		12,000		(37,000)	-75.5%
Facility Management Services		546,700		500,000		483,100		482,000		(18,000)	-3.6%
FACILITIES EXPENSE	\$	621,308	\$	617,100	\$	601,900	\$	675,200	\$	58,100	9.4%
						. =					
Facilities Maintenance-Outside Services		4,533		-		1,700		-		-	-
Equipment Maintenance-Supplies		(21)		-		-		-		-	-
Equipment Maintenance-Outside Services		13,027		9,100		8,300		10,800		1,700	18.7%
Software Maintenance		6,000	Φ.	12,000	Φ.	6,000	Φ.	12,000	Φ.	-	0.0%
MAINTENANCE & REPAIRS	\$	23,539	\$	21,100	\$	16,000	\$	22,800	\$	1,700	8.1%
Advertising		105		400		200		400		_	0.0%
Promotional Services		5,551		36,200		19,900		14,200		(22,000)	-60.8%
Promotional Materials		20		1,100		2,400		1,100		(22,000)	0.0%
COMMUNITY & ENVIRONMENTAL	\$	5,676	\$	37,700	\$	22,500	\$	15,700	\$	(22,000)	-58.4%
	<u> </u>	.,		,	•	,		., .,		. , /	
TOTAL NON PERSONNEL EXPENSES	\$	3,355,608	\$	6,226,500	\$	5,186,000	\$	7,289,600	\$	1,063,100	17.1%

### NOTES:

Services - Professional & Other increased \$1,034,300 in large part due to the Maritime Business Plan for TAMT and NCMT, the Global Gateway Grant, and the Pasha Terminal Operator Retention.

Space Rental increased \$104,200 due to the Cruise Ship Terminal truck staging area rental expense.

## **EQUIPMENT OUTLAY**

DESCRIPTION	REASON	QTY	UNIT COST	TOTAL COST
FOAM FILLED FENDERS	N	6	\$ 42,500	\$ 255,000
TOTAL		6		\$ 255,000

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 04/05		ORIGINAL BUDGET FY 05/06		AMENDED BUDGET FY 05/06	I	ESTIMATED RESULTS FY 05/06		BUDGET FY 06/07	]	NCREASE OV AMENDED dollars	)
600110 Overtime	F Y U4/U5		F Y U5/U0		F 1 U5/U0		F 1 U5/U0		F 1 00/07		donars	pct
MARITIME PROPERTIES STAFF		\$	5,000			\$		\$	4,000			
MO - WHARFINGERS, MARINE TERMI		Ф	3,000			φ	-	Ф	70,400			
TRAFFIC ENFORCEMENT OFFICERS			30,000				_		50,000			
MISCELLANEOUS			87,100				119,700		30,000			
Total: \$	68,263	\$	122,100	\$	124,400	\$	119,700	\$	124,400	\$	_	0%
			, , , , , , , , , , , , , , , , , , , ,		,		. ,,		,			
600120 Temporary Personnel												
MO - TEMP WHARFINGER		\$	-			\$	-	\$	28,000			
MP - TEMP ADMIN ASSISTANT			-				-		9,600			
MISCELLANEOUS			-				31,500		-			
Total: \$	-	\$	-	\$	-	\$	31,500	\$	37,600	\$	37,600	N/A
SUBTOTAL: OVERTIME & TEMPS \$	68,263	\$	122,100	\$	124,400	\$	151,200	\$	162,000	\$	37,600	30%
610100 Awards - Service		_				_						
MISCELLANEOUS		\$	1,000			\$	500		-		, <u>,</u>	46
Total: \$	-	\$	1,000	\$	1,000	\$	500	\$	-	\$	(1,000)	-100%
610110 Books & Periodicals												
DIRECTORIES, REFERENCE BOOKS		\$	600			\$		\$				
		Ф	000			Ф	-	Ф	600			
MO- DIRECTORIES, REFERENCE BOO MP - BOOKS, PERIODICALS			400				-		600 300			
			400				-					
MP - VEHICLE CODE (TEO'S) MISCELLANEOUS			-				500		200			
Total: \$	_	\$	1,000	\$	1,000	\$	500	\$	1,100	\$	100	10%
			,,,,,,	_	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				,			
610115 Employee Recognition												
MO - 20 EMPLOYEES		\$	-			\$	-	\$	600			
MP - 12 EMPLOYEES			-				-		400			
Total: \$	-	\$	-	\$	-	\$	-	\$	1,000	\$	1,000	N/A
610120 Memberships & Dues		Φ.				Φ.		Φ.	250			
MO - SD PROPELLER CLUB		\$	-			\$	-	\$	250			
MP - INT'L FOREST TRANSPORTATI			200				-		200			
MP - IREM (2 ASSET MGRS)			350				-		350			
MP - NATIONAL PROPELLER CLUB (			-				-		1,000			
MP - NEW STAFF MP - OTHER			220				-		250 110			
MP - SD PROPELLER CLUB (RP)			220				-		65			
MP - SD PROPELLER CLUB (RP) MP - SD WORLD TRADE CENTER (RP			-				-		175			
MP - STATE BAR ASS'N			530				-		400			
MP - TEO HEARING OFFICER TRAIN			330				_		100			
MISCELLANEOUS			300				1,200		-			
Total: \$	65	\$	1,600	\$	1,600	\$	1,200	\$	2,900	\$	1,300	81%
610140 Seminars & Training												
HS - FSO, MTSA SECURITY PROGRA		\$	3,000			\$	-	\$	2,000			
MO - AAPA TRAINING PROGRAM			-				-		3,760			
MP - AAPA TRAINING PROGRAM			3,500				-		7,300			
MP - COMPUTER TRAINING CLASSES			900				-		1,200			
MP - HEARING OFFICER TRAINING			300				-		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				-		400			
MP - SAP TRAINING			2,700				-					
MP - SEATRADE, PPI, AISS (RP)			-				-		2,740			
MP - SEATRADE, PPI, SCSA			2,000				-		-			
MISCELLANEOUS	4.000	Ф	4,000		10.200	¢.	13,000	ø	21 202	Ф	2.000	100
Total: \$	4,822	\$	19,300	\$	19,300	\$	13,000	\$	21,300	\$	2,000	10%

ACCOUNT NUMBER & NAME	ACTUAL		ORIGINAL BUDGET	AMENDED BUDGET			ESTIMATED RESULTS		BUDGET	I	NCREASE O' AMENDED	
EXPENSE DETAILS	FY 04/05		FY 05/06		FY 05/06		FY 05/06		FY 06/07		dollars	po
615100 Mileage Reimbursement												
MO - MILEAGE, PARKING, TOLLS		\$	-			\$	-	\$	2,500			
MP - MILEAGE, PARKING, TOLLS,			12,000						11,000			
MISCELLANEOUS	2.776	¢.	5,000	Φ.	17,000	¢.	13,600 13,600	\$	13,500	\$	(2.500)	210
Total: \$	2,776	\$	17,000	\$	17,000	\$	13,000	Þ	13,300	Þ	(3,500)	-219
615110 Travel												
HS - FSO TRAINING, CONFERENCES		\$	_			\$	-	\$	3,000			
MO - AAPA TRAINING PROGRAM			_				-		5,565			
MP - AAPA CONFERENCES			7,500				-		12,100			
MP - INT'L TRADE MISSIONS			_				-		60,850			
MP - MARITIME TRADE CONFERENCE			21,600				_		18,185			
MP - PROGRAM MANAGER (SF)			-				_		2,700			
MP - SAP TRAINING (VANCOUVER)			1,700				_		-			
MP - TEO HEARING OFFICER TRAIN			1,200				_		1,200			
MP - TRADE MISSION			31,000				_		-,			
MISCELLANEOUS			7,500				50,900		-			
Total: \$	1,359	\$	70,500	\$	70,500	\$	50,900	\$	103,600	\$	33,100	479
620100 Services - Professional & Other		\$	200,000			Ф		\$				
BSTPIERCST INTERIM PLAN DESIGN		ф	200,000			\$	-	Э	2,000			
CARPET SERVICES, CRUISE & CARG			2,000				-		,			
FREEWAY ACCESS FEASIBILITY STU			100,000				-		350,000			
HS - CST (EXT) SECURITY GUARDS			361,300				-		1 200 000			
HS - CST SECURITY SCREENING SE			1,575,000				-		1,200,000			
HS - JMOC 24/7 WATCHSTANDER CO			500,000				-		730,000			
HS - SECURITY CAMERA MAINTENAN			200,000				-		270,000			
HS - TAMT MAIN GATE SECURITY			225,000				-		250,000			
MARINE OPS INFO SYSTEM CONSULT			-				-		10,000			
MO - SDRS - WHARFAGE REVENUE S			-				-		133,200			
MO - TAMT BLDG EXT APPEARANCE			20.000				-		100,000			
MP - APPRAISAL CONSULTING			20,000				-		20,000			
MP - ARBITRATION FEES			-				-		250,000			
MP - DUNN & BRADSTREET REPORTS			600				-		600			
MP - LEASING COMMISSION			81,000				-		206,150			
MP - MARITIME BUSINESS PLAN			-				-		350,000			
MP - NAT CITY LAND USE PLAN							-		150,000			
MP - PHOTO SERVICE			1,300				-		1,300			
PASHA PHTL SERVICE, OP RETENTI	_		98,100				-		226,650			
PASHA TERMINAL OPERATOR RETEN	Т		1,714,800				-		1,916,200			
PILOT PHYSICAL EXAMS			1,500				-		1,600			
SDAERR BUSINESS PLAN PARTNERSE	l		50,000				-		-			
SDMIS INTERNET FEES			5,800				-		6,000			
SDMIS MAINTENANCE SERVICES			40,000				-		40,000			
TRAFFIC MANAGEMENT SERVICES, C			55,000				-		-			
TRAVELERS AID PROGRAM, CRUISE			18,000				-		18,500			
MISCELLANEOUS  Total: \$	2,538,909	\$	5,249,400	\$	5,197,900	\$	4,271,000 4,271,000	\$	6,232,200	\$	1,034,300	209
Total. ψ	2,000,709	Ψ	5,27,700	Ψ	5,177,700	Ψ	1,2/1,000	Ψ	0,232,200	Ψ	1,05 1,500	207
620120 Services - Construction												
MISCELLANEOUS		\$	8,000			\$	11,200	_	3,000	L		
Total: \$	38,368	\$	8,000	\$	8,000	\$	11,200	\$	3,000	\$	(5,000)	-639

EXPENSE DETAILS FY 04/05 FY 05/06  630110 Equipment & Systems  CST - TICKET COUNTERS, FIXTURE HS - 800 MHZ RADIO CHARGERS (Q 2,800 HS - 800 MHZ RADIO CHARGERS (Q 2,800 HS - 800 MHZ TRS3000 RADIOS (Q 74,000 HS - SECURITY EQUIPMENT UPGRAD - 1,700 HS - VHF RADIO, PORTABLE (QTY 1 1,000 MS - SOM HZ RADIO CHARGERS - 1,700 HS - VHF RADIO, VEHICLE (QTY 1 1,000 MS - SOM HZ RADIO CHARGERS - 1,700 MS - SOM HZ RADIO CHARGERS - 1,700 MS - SOM HZ RADIO CHARGERS - 1,700 MS - CST EQUIP REPLACEMENTS - 1,700 MS - OFFICE AND OPERATIONS EQU - 1,700 MS - OFFICE FURNITURE REPLACEM - 1,700 MS - OFFICE FURNITURE REPLACEMENTS - 1,700 MS - VHF MARINE BAND RADIOS - 1,700 MP - 17" FLAT PANEL MONITOR - 5,00 MP - 17" FLAT PANEL MONITOR - 5,00 MP - 17" FLAT PANEL MONITOR - 5,00 MP - 800MHZ RADIOS (TEO'S) 2 V 11,000 MP - 800MHZ RADIOS (TEO'S) 5 P 22,500 MP - COMPUTER MISC FURNITURE - 2,500 MP - DESK EXTENSION W/ 2 DRAWE - 1,700 MP - LAPTOP PORT REPLICATOR - 2,00 MP - LAPTOP PORT REPLICATOR - 2,00 MP - NETWORK INSTALLATION - 2,00 MP - NETWORK INSTALLATION - 2,00 MP - NETWORK INSTALLATION - 2,00 MP - OFFICE & OPERATIONS EQUIPMENT - 6,000 MP - CWO MONITOR REPLACEMENTS (QT' PC W/O MONITOR REPLACEMENTS (QT	AMENDED BUDGET	ESTIMATED RESULTS	BUDGET	INCREASE O AMENDE	D
CST - TICKET COUNTERS, FIXTURE	FY 05/06	FY 05/06	FY 06/07	dollars	pct
CST - TICKET COUNTERS, FIXTURE					
HS - 800 MHZ RADIO CHARGERS (Q 1,4000 HS - 800 MHZ XTS3000 RADIOS (Q 74,000 HS - SECURITY EQUIPMENT UPGRAD 1,5000 HS - VHF RADIO, PORTABLE (QTY 5,300 HS - VHF RADIO, VEHICLE (QTY 1 1,000 MS - VHF RADIO, VEHICLE (QTY 1 1,000 MS - 800 MHZ RADIO CHARGERS 1,500 MC - CST EQUIP REPLACEMENTS 5 - CONTROL MO - OFFICE FUNDITURE REPLACEM 1,500 MG - OFFICE FUNDITURE REPLACEM 1,500 MG - OFFICE FUNDITURE REPLACEM 1,500 MG - VHF MARINE BAND RADIOS 1,500 MF - 17" FLAT PANEL MONITOR 1,500 MF - 4 DRAWER LAT FILE CABINET 1,500 MF - 4 DRAWER LAT FILE CABINET 1,500 MF - 800MHZ RADIOS (TEO'S) 2 V 11,000 MF - 800MHZ RADIOS (TEO'S) 2 V 11,000 MF - 800MHZ RADIOS (TEO'S) 5 P 22,500 MF - COMPUTER, MISC FUNDITURE 1,500 MF - HP LASER JET 4250N (1) 1,500 MF - LAPTOP COMPUTER (REPLACEM 1,700 MF - LAPTOP COMPUTER (REPLACEM 1,700 MF - LAPTOP COMPUTER (REPLACEM 1,700 MF - NETWORK INSTALLATION 1,500 MF - OTHER EQUIPMENT 5,500 MF - OTHER EQUIPMENT 5,500 MF - OTHER EQUIPMENT 5,500 MF - COMPUTER REPLACEMENTS (Q 5,100 MISCELLANEOUS 1,500 MF - WATER DISPROCEMERS (3 TER 1,500 MF - WATER DISPROSE (3 TER 1,500 MF - WATER DISPROSE (3 TER 1,500 MF - WATER DISPROSE (3 TER		\$ -	\$ -		
HS - 800 MHZ XTS3000 RADIOS (Q		<b>.</b>	<b>J</b> -		
HS - SECURITY EQUIPMENT UPGRAD   HS - VHF RADIO, PORTABLE (QTY   5,300   HS - VHF RADIO, VEHICLE (QTY   1,000   MO - 800 MHZ RADIO CHARGERS		-	-		
HS - VHF RADIO, PORTABLE (QTY   1, 000   HS - VHF RADIO, VEHICLE (QTY   1, 1,000   MO - 800 MHZ RADIO CHARGERS   - 2,	•	-	45,000		
HS - VHF RADIO, VEHICLE (QTY 1   1,000   MO - 800 MHZ RADIO CHARGERS   -		-	45,000		
MO - 800 MHZ RADIO CHARĞERS		-	-		
MO - CST EQUIP REPLACEMENTS MO - OFFICE AND OPERATIONS EQU MO - OFFICE FURNITURE REPLACEM MO - OFFICE FURNITURE REPLACEM MO - PC & MONITOR REPLACEMENTS MO - VHIF MARINE BAND RADIOS MP - 17" FLAT PANEL MONITOR MP - 800MHZ RADIOS (TEO'S) 2 V 11,000 MP - 4 DRAWER LAT FILE CABINET MP - 800MHZ RADIOS (TEO'S) 2 V 11,000 MP - 10 SOOMHZ RADIOS (TEO'S) 2 V 11,000 MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W 2 DRAWE MP - DESK EXTENSION W 2 DRAWE MP - HE LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - PC TOWER ONLY (REPLACE 1) OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (Q MISCELLANEOUS  Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISPICOOLERS (3 TER MP - PITINEY BOWLES POSTAGE MET MP - WATER COOLER MP - WATER COOLER MSCELLANEOUS  Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS MP - SX8 CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - SAY TIPS (DEPT SHARED COS MP - CON MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - COPIER TONERS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR SOOLER MP - COPIER TONERS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR SOOLER MP - COPIER TONERS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER MP - AUTOCITE ENVELIPES MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR SOOLER MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER MP - SUPPLIES FOR 3 TERMINALS, GATE	•	-	-		
MO - OFFICE AND OPERATIONS EQU MO - OFFICE FURNITURE REPLACEM MO - PC & MONITOR REPLACEMENTS MO - VHF MARINE BAND RADIOS MP - 17" FLAT PANEL MONITOR MP - 4 DRAWER LAT FILE CABINET MP - 800MHZ RADIOS (TEO'S) 2 V MP - 800MHZ RADIOS (TEO'S) 5 P MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QT) PC W/O MONITOR REPLACEMENTS (QT	•	-	400		
MO - OFFICE FURNITURE REPLACEMENTS	-	-	27,000		
MO - PC & MONITOR REPLACEMENTS	•	-	4,000		
MO - VHF MARINE BAND RADIOS MP - 17" FLAT PANEL MONITOR MP - 4 DRAWER LAT FILE CABINET MP - 800MHZ RADIOS (TEO'S) 2 V 11,000 MP - 800MHZ RADIOS (TEO'S) 5 P 22,500 MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - HP LASER JET 4250N (1) MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - PC TOWER ONLY (REPLACE 1) OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W/O MONITOR (QT W/O MONITOR	•	-	2,000		
MP - 17" FLAT PANEL MONITOR MP - 4 DRAWER LAT FILE CABINET MP - 800MHZ RADIOS (TEO'S) 2 V 11,000 MP - 800MHZ RADIOS (TEO'S) 5 P 22,500 MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W/ 2 DRAWE MP - DESK EXTENSION W/ 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP PORT REPLICATOR MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT MP - OFFICE & OPERATIONS EQUIPMENT OFFICE & OPERATIONS EQUIPMENT OFFICE & OPERATIONS EQUIPMENT OF C & MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (QTO PC W/O MONITOR REPLACEMENTS PC MONITOR REPLACEMENTS PC MONITOR REPLACEMENTS PC MONITOR	•	-	8,000		
MP - 4 DRAWER LAT FILE CABINET MP - 800MHZ RADIOS (TEO'S) 2 V MP - 800MHZ RADIOS (TEO'S) 5 P 22,500 MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W; 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT OFFICE & OPERATIONS EQUIPMENT OFFICE & OPERATIONS EQUIPMENT OF & MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (Q MISCELLANEOUS  Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOW/LES POSTAGE MET MP - WATER COOLER MSCELLANEOUS  Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS MP - SX CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENKELOPES (TEO) MP - AUTOCITE ENKELOPES (TEO) MP - AUTOCITE PAPER (TEO) MP - AUTOCITE PAPER (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE PAPER (TEO) MP - AUTOCITE PAPER (TEO) MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TORRES MP - OFFICE SUPPLIES MP - OFFICE SUPPLIES MP - OFFICE SUPPLIES MP - OFFICE SUPPLIES MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE  20,500  11,000 MP - WATER FOR COOLER MP - WATER FOR COOLER MP - WATER FOR COOLER MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE	•	-	1,200		
MP - 800MHZ RADIOS (TEO'S) 2 V MP - 800MHZ RADIOS (TEO'S) 5 P MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - LAPTOP PORT REPLICATOR MP - LAPTOP PORT REPLICATOR MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT OFFICE & OPERATIONS	)	-	-		
MP - 800MHZ RADIOS (TEO'S) 5 P MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W/ 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W/O MISCELLANEOUS Total: \$ 73,668 \$ 178,400  MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MP - WATER COOLER MY - WATER COOLERS MY - WATER COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MSCELLANEOUS Total: \$ 13,426 \$ 2,500  MISCELLANEOUS  Total: \$ 13,426 \$ 2,500  MO - SUPPLIES, MATERIALS MP - SYS CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE INK	-	-	800		
MP - COMPUTER, MISC FURNITURE MP - DESK EXTENSION W; 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT MP - C & MONITOR REPLACEMENTS (QTY PC & MONITOR REPLACEMENTS (QTY PC & MONITOR REPLACEMENTS (QTY PC W/O MISCELLANEOUS Total: \$ 73,668 \$ 178,400  MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MP - WATER COOLER 150 WATER DISPENSERS/COOLERS, 3 TE MP - WATER COOLER 150 WATER DISPENSERS/COOLERS, 3 TE 1,200 MISCELLANEOUS Total: \$ 13,426 \$ 2,500  MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE IN RIBBONS (TEO MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - CAR WASH COUPONS (TEO TRU MP - OPTHER MP - PRINTER FORMS MP - CAR WASH COUPONS (TEO TRU MP - OPTHER MP - PRINTER FORMS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE		-	-		
MP - DESK EXTENSION W 2 DRAWE MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT S00 MP - PC TOWER ONLY (REPLACE 1) OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W O MISCELLANEOUS Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET S00 MP - WATER COOLER MATER DISPENSERS/COOLERS, 3 TE MISCELLANEOUS Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS MP - SYAS CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE PAPER (TEO) MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE  150	)	-	-		
MP - HP LASER JET 4250N (1) MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT MP - PC TOWER ONLY (REPLACE 1) OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W/O MOSITOR REPLACEMENTS (QTY PC W/O MISCELLANEOUS Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISPICOOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MP - PITNEY BOWLES POSTAGE MET MP - WATER COOLER MISCELLANEOUS Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS HS - SECURITY SIGNAGE HS - SECURITY SIGNAGE MO - SUPPLIES FOR 3 TERMINALS, MP - 5X8 CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE PAPER (TEO) MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - CAR WASH COUPONS (TEO TRU MP - PRINTER FORMS MP - OFFICE SUPPLIES MP - SAP TIPS (DEPT SHARED COS MP - SAP TIPS (DEPT SHARED COS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE  20,500		-	3,000		
MP - LAPTOP COMPUTER (REPLACEM MP - LAPTOP PORT REPLICATOR MP - NETWORK INSTALLATION MP - OTHER EQUIPMENT MP - OTHER EQUIPMENT MP - PC TOWER ONLY (REPLACE 1) OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY PC W/O MISCELLANEOUS  Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MP - PITNEY BOWLES POSTAGE MET MP - WATER COOLER WATER DISPENSERS/COOLERS, 3 TE 1,200 MISCELLANEOUS Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS MP - SAS CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - OFFICE SUPPLIES 3,000 MP - OTHER MP - PRINTER FORMS MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE 20,500	-	-	1,200		
MP - LAPTOP PORT REPLICATOR         200           MP - NETWORK INSTALLATION         -           MP - OTHER EQUIPMENT         500           MP - PC TOWER ONLY (REPLACE 1)         -           OFFICE & OPERATIONS EQUIPMENT         6,000           PC & MONITOR REPLACEMENTS (QTY         7,800           PC W/O MONITOR REPLACEMENTS (Q         5,100           MISCELLANEOUS         -           Total: \$ 73,668 \$ 178,400           G30120 Equipment Rental/Leasing           HI-LIFT RENTAL, SDMIS ANNUAL M         900           MO - CST EQUIP & TENT RENTALS         -           MO - WATER DISP/COOLERS (3 TER         -           MP - PITNEY BOWLES POSTAGE MET         250           MP - PITNEY BOWLES POSTAGE MET         150           MSCELLANEOUS         -           Total: \$ 13,426 \$ 2,500           G30130 Office & Operating Supplies           HS - FSO, SUPPLIES, MATERIALS         \$ 9,960           HS - FSO, SUPPLIES, MATERIALS         \$ 9,960           HS - SECURITY SIGNAGE         10,000           MO - SUPPLIES FOR 3 TERMINALS,         -           MP - AUTOCITE ENVELOPES (TEO)         -           MP - AUTOCITE INK RIBBONS (TEO         -           MP - AUTOCITE PAPER (T	-	-	1,250		
MP - NETWORK INSTALLATION	)	-	-		
MP - OTHER EQUIPMENT         500           MP - PC TOWER ONLY (REPLACE 1)         -           OFFICE & OPERATIONS EQUIPMENT         6,000           PC & MONITOR REPLACEMENTS (QTY         7,800           PC W/O MONITOR REPLACEMENTS (Q         5,100           MISCELLANEOUS         -           Total: \$ 73,668 \$ 178,400           630120 Equipment Rental/Leasing           HI-LIFT RENTAL, SDMIS ANNUAL M         900           MO - CST EQUIP & TENT RENTALS         -           MO - WATER DISP/COOLERS (3 TER         -           MP - PITNEY BOWLES POSTAGE MET         250           MP - WATER COOLER         150           WATER DISPENSERS/COOLERS, 3 TE         1,200           MISCELLANEOUS         -           Total: \$ 13,426 \$ 2,500           630130 Office & Operating Supplies           HS - FSO, SUPPLIES, MATERIALS         \$ 9,960           HS - FSO, SUPPLIES, MATERIALS         \$ 9,960           MO - SUPPLIES FOR 3 TERMINALS,         -           MP - SXS CLEAR POLYEHYLENE BAG         -           MP - AUTOCITE ENVELOPES (TEO)         -           MP - AUTOCITE INK RIBBONS (TEO         -           MP - BUSINESS CARDS         300           MP - CAR WASH COUPONS (TEO TR	)	-	-		
MP - PC TOWER ONLY (REPLACE 1)	-	-	450		
OFFICE & OPERATIONS EQUIPMENT PC & MONITOR REPLACEMENTS (QTY 7,800 PC W/O MONITOR REPLACEMENTS (Q 5,100 MISCELLANEOUS -  Total: \$ 73,668 \$ 178,400  630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M 900 MO - CST EQUIP & TENT RENTALS - MO - WATER DISP/COOLERS (3 TER - MP - PITNEY BOWLES POSTAGE MET 250 MP - WATER COOLER 150 WATER DISPENSERS/COOLERS, 3 TE 1,200 MISCELLANEOUS -  Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS \$ 9,960 HS - SECURITY SIGNAGE 10,000 MO - SUPPLIES FOR 3 TERMINALS, - MP - 5X8 CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) - MP - AUTOCITE ENVELOPES (TEO) - MP - AUTOCITE PAPER (TEO) - MP - AUTOCITE PAPER (TEO) - MP - BUSINESS CARDS 300 MP - CAR WASH COUPONS (TEO TRU 700 MP - COPIER TONERS 1,000 MP - OFFICE SUPPLIES 3,000 MP - OFFICE SUPPLIES 3,000 MP - OFFICE SUPPLIES 3,000 MP - OTHER 240 MP - PRINTER FORMS 50 MP - SAP TIPS (DEPT SHARED COS 100 MP - WATER FOR COOLER 150	)	-	500		
PC & MONITOR REPLACEMENTS (QTY PC W/O MONITOR REPLACEMENTS (Q 5,100 MISCELLANEOUS - 7,3,668 \$ 178,400		-	900		
PC W/O MONITOR REPLACEMENTS (Q   MISCELLANEOUS   -	)	-	-		
MISCELLANEOUS	)	-	-		
Total: \$ 73,668 \$ 178,400	)	-	-		
630120 Equipment Rental/Leasing HI-LIFT RENTAL, SDMIS ANNUAL M MO - CST EQUIP & TENT RENTALS MO - WATER DISP/COOLERS (3 TER MP - PITNEY BOWLES POSTAGE MET MP - WATER COOLER WATER DISPENSERS/COOLERS, 3 TE MISCELLANEOUS  Total: \$ 13,426 \$ 2,500  630130 Office & Operating Supplies HS - FSO, SUPPLIES, MATERIALS HS - SECURITY SIGNAGE MP - SX8 CLEAR POLYEHYLENE BAG MP - SX8 CLEAR POLYEHYLENE BAG MP - AUTOCITE ENVELOPES (TEO) MP - AUTOCITE INK RIBBONS (TEO MP - AUTOCITE PAPER (TEO) MP - BUSINESS CARDS MP - CAR WASH COUPONS (TEO TRU MP - COPIER TONERS MP - OFFICE SUPPLIES MP - OFFICE SUPPLIES MP - OFFICE SUPPLIES MP - SAP TIPS (DEPT SHARED COS MP - WATER FOR COOLER SUPPLIES FOR 3 TERMINALS, GATE  150  MP - WATER FOR COOLER 150 SUPPLIES FOR 3 TERMINALS, GATE	-	144,800	-		
HI-LIFT RENTAL, SDMIS ANNUAL M  MO - CST EQUIP & TENT RENTALS  MO - WATER DISP/COOLERS (3 TER  MP - PITNEY BOWLES POSTAGE MET  MF - WATER COOLER  MATER DISPENSERS/COOLERS, 3 TE  MISCELLANEOUS  Total: \$ 13,426 \$ 2,500    **Total: \$ 13,426 \$ 2,500  **Total: \$ 13,426	\$ 178,400	\$ 144,800	\$ 95,700	\$ (82,700)	-46%
HI-LIFT RENTAL, SDMIS ANNUAL M  MO - CST EQUIP & TENT RENTALS  MO - WATER DISP/COOLERS (3 TER  MP - PITNEY BOWLES POSTAGE MET  MF - WATER COOLER  MATER DISPENSERS/COOLERS, 3 TE  MISCELLANEOUS  Total: \$ 13,426 \$ 2,500    **Total: \$ 13,426 \$ 2,500  **Total: \$ 13,426					
MO - CST EQUIP & TENT RENTALS					
MO - WATER DISP/COOLERS (3 TER	)	-	900		
MP - PITNEY BOWLES POSTAGE MET       250         MP - WATER COOLER       150         WATER DISPENSERS/COOLERS, 3 TE       1,200         MISCELLANEOUS       -         Total: \$ 13,426 \$ 2,500         630130 Office & Operating Supplies         HS - FSO, SUPPLIES, MATERIALS       \$ 9,960         HS - SECURITY SIGNAGE       10,000         MO - SUPPLIES FOR 3 TERMINALS,       -         MP - 5X8 CLEAR POLYEHYLENE BAG       -         MP - AUTOCITE ENVELOPES (TEO)       -         MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		-	45,000		
MP - WATER COOLER       150         WATER DISPENSERS/COOLERS, 3 TE       1,200         MISCELLANEOUS       -         Total: \$ 13,426 \$ 2,500         630130 Office & Operating Supplies         HS - FSO, SUPPLIES, MATERIALS       \$ 9,960         HS - SECURITY SIGNAGE       10,000         MO - SUPPLIES FOR 3 TERMINALS,       -         MP - SEX CLEAR POLYEHYLENE BAG       -         MP - AUTOCITE ENVELOPES (TEO)       -         MP - AUTOCITE INK RIBBONS (TEO)       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	-	-	1,200		
WATER DISPENSERS/COOLERS, 3 TE   1,200   MISCELLANEOUS   -	)	-	200		
MISCELLANEOUS	)	-	200		
Total: \$ 13,426 \$ 2,500	)	-	-		
630130 Office & Operating Supplies  HS - FSO, SUPPLIES, MATERIALS \$ 9,960  HS - SECURITY SIGNAGE 10,000  MO - SUPPLIES FOR 3 TERMINALS,  MP - 5X8 CLEAR POLYEHYLENE BAG  MP - AUTOCITE ENVELOPES (TEO)  MP - AUTOCITE INK RIBBONS (TEO  MP - AUTOCITE PAPER (TEO)  MP - BUSINESS CARDS 300  MP - CAR WASH COUPONS (TEO TRU 700  MP - COPIER TONERS 1,000  MP - OFFICE SUPPLIES 3,000  MP - OTHER 240  MP - PRINTER FORMS 50  MP - SAP TIPS (DEPT SHARED COS 100  MP - WATER FOR COOLER 150  SUPPLIES FOR 3 TERMINALS, GATE 20,500	-	(1,600)	-		
HS - FSO, SUPPLIES, MATERIALS   \$ 9,960     HS - SECURITY SIGNAGE   10,000     MO - SUPPLIES FOR 3 TERMINALS,   -	\$ 2,500	\$ (1,600)	\$ 47,500	\$ 45,000	1800%
HS - FSO, SUPPLIES, MATERIALS   \$ 9,960     HS - SECURITY SIGNAGE   10,000     MO - SUPPLIES FOR 3 TERMINALS,   -					
HS - SECURITY SIGNAGE   10,000					
MO - SUPPLIES FOR 3 TERMINALS,       -         MP - 5X8 CLEAR POLYEHYLENE BAG       -         MP - AUTOCITE ENVELOPES (TEO)       -         MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	)	\$ -	\$ 4,000		
MP - 5X8 CLEAR POLYEHYLENE BAG       -         MP - AUTOCITE ENVELOPES (TEO)       -         MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	)	-	-		
MP - AUTOCITE ENVELOPES (TEO)       -         MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		-	29,700		
MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		-	32		
MP - AUTOCITE INK RIBBONS (TEO       -         MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	-	-	1,100		
MP - AUTOCITE PAPER (TEO)       -         MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	-	-	238		
MP - BUSINESS CARDS       300         MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		-	850		
MP - CAR WASH COUPONS (TEO TRU       700         MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500	)	-	300		
MP - COPIER TONERS       1,000         MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		_	700		
MP - OFFICE SUPPLIES       3,000         MP - OTHER       240         MP - PRINTER FORMS       50         MP - SAP TIPS (DEPT SHARED COS       100         MP - WATER FOR COOLER       150         SUPPLIES FOR 3 TERMINALS, GATE       20,500		_	2,540		
MP - OTHER 240 MP - PRINTER FORMS 50 MP - SAP TIPS (DEPT SHARED COS 100 MP - WATER FOR COOLER 150 SUPPLIES FOR 3 TERMINALS, GATE 20,500		-	6,000		
MP - PRINTER FORMS 50 MP - SAP TIPS (DEPT SHARED COS 100 MP - WATER FOR COOLER 150 SUPPLIES FOR 3 TERMINALS, GATE 20,500		_	240		
MP - SAP TIPS (DEPT SHARED COS 100 MP - WATER FOR COOLER 150 SUPPLIES FOR 3 TERMINALS, GATE 20,500			50		
MP - WATER FOR COOLER 150 SUPPLIES FOR 3 TERMINALS, GATE 20,500		_	100		
SUPPLIES FOR 3 TERMINALS, GATE 20,500		-	150		
		-	130		
		35,500	-		
Total: \$ 27,282 \$ 46,000	\$ 46,000	\$ 35,500	\$ 46,000	\$ -	0%

ACCOUNT NUMBER & NAME	ACTUAL		ORIGINAL BUDGET		AMENDED BUDGET	I	ESTIMATED RESULTS		BUDGET	I	NCREASE OV AMENDED	
EXPENSE DETAILS	FY 04/05		FY 05/06		FY 05/06		FY 05/06		FY 06/07		dollars	pc
630140 Postage & Shipping MO - POSTAGE		\$	-			\$	-	\$	440			
MP - FEDEX (U.S.) MP - U.S. POSTAGE & LOCAL COUR			400 600				-		600 1,560			
MISCELLANEOUS			600				1,800		1,500			
Total: \$	433	\$	1,600	\$	1,600	\$	1,800	\$	2,600	\$	1,000	63%
			<u> </u>		<u> </u>				·			
630150 Safety Equipment & Supplies M SAFETY SHOES (TEO'S)		\$	500			\$	-	\$	500			
MO - WHARFINGER/DEPT SAFETY SU			-				_		1,400			
MISCELLANEOUS	2.070	Ф	1,400	Φ.	1.000	Ф	900	Ф	1 000	¢.		00/
Total: \$	3,978	\$	1,900	\$	1,900	\$	900	\$	1,900	\$	-	0%
630200 Uniforms		Φ.	2.000			¢.		•	2.600			
MP - TEO UNIFORMS & CLEANING		\$	3,900			\$	2,300	\$	3,600			
MISCELLANEOUS  Total: \$		\$	3,900	\$	3,900	\$	2,300	\$	3,600	\$	(300)	-8%
				-		-			-,,,,,,	-	(233)	
640100 Space Rental CALIF SLC RENT, MOORING AREAS		\$	11,000			\$	_	\$	11,000			
MO - CST TRUCK STAGING AREA RE		Ψ				Ψ	_	Ψ	104,200			
MISCELLANEOUS			-				15,500		-			
Total: \$	-	\$	11,000	\$	11,000	\$	15,500	\$	115,200	\$	104,200	947%
640110 Telephone & Communications		•				Ф		Φ.	40.500			
MO - 3 TERMINALS: PBX, LONG DI MP - CELLULAR PHONE SERVICE		\$	5,000			\$	-	\$	40,500 8,360			
MP - TELEPHONE, LOCAL & LONG D			3,000				_		3,000			
MP - WIRELESS INTERNET SERVICE			2,600				_		1,140			
MISCELLANEOUS			46,500				58,000		-,			
Total: \$	37,695	\$	57,100	\$	57,100	\$	58,000	\$	53,000	\$	(4,100)	-7%
640130 Utilities-Water												
MISCELLANEOUS		\$	-			\$	5,400		13,000			
Total: \$	-	\$	-	\$		\$	5,400	\$	13,000	\$	13,000	N/A
640140 Tenant Improvements/Removals												
BUNKER FACILITY, REPAIRS & UPG PASHA PAVING IMPROVEMENTS, INT		\$	12,000 37,000			\$	-	\$	12,000			
MISCELLANEOUS			37,000				39,900		_			
Total: \$	36,912	\$	49,000	\$	49,000	\$	39,900	\$	12,000	\$	(37,000)	-76%
			-									
640150 Facility Management Services NATIONAL DISTRIBUTION CENTER M		\$	500,000			\$	-	\$	482,000			
MISCELLANEOUS			-				483,100		-			
Total: \$	546,700	\$	500,000	\$	500,000	\$	483,100	\$	482,000	\$	(18,000)	-4%
650110 Facilities Maintenance-Outside Services												
MISCELLANEOUS		\$	-			\$	1,700		-			
Total: \$	4,533	\$	-	\$	-	\$	1,700	\$	-	\$	-	N/A
650120 Equipment Maintenance-Supplies												
Total: \$	(21)	\$		\$		\$	_	\$	_	\$		N/A
Total. ψ	(21)	Ψ		Ψ		Ψ		Ψ		Ψ		14/1

ACCOUNT NUMBER & NAME	ACTUAL		ORIGINAL BUDGET		AMENDED BUDGET		ESTIMATED RESULTS		BUDGET		INCREASE OV AMENDED	ER
EXPENSE DETAILS	FY 04/05		FY 05/06		FY 05/06		FY 05/06		FY 06/07		dollars	pct
650130 Equipment Maintenance-Outside Services		Φ.	4.000			Φ.		Φ.				
COPIER, FAX MAINTENANCE, OFFIC MO - 3 TERMINALS: COPIERS, PRI		\$	4,900			\$	-	\$	- - -			
MO - 3 TERMINALS: COPIERS, PRI MP - AUTO CITE (TEO)			2,900				-		5,000 3,260			
MP - FAX, COPIER, PRINTER (TEO			2,900				-		3,200 825			
MP - FAX, COPIER, PRINTER MAIN			850				-		1,065			
MP - LAPTOP & HP5250N WARRANTY			650				_		350			
MP - LAPTOP 2-YR EXT WARRANTY			150				_		330			
MP - VEHICLE DETAILING (TEO TR			300				_		300			
MISCELLANEOUS			-				8,300		-			
Total: \$	13,027	\$	9,100	\$	9,100	\$		\$	10,800	\$	1,700	19%
650140 Software Maintenance			42.000						42.000			
MISCELLANEOUS	< 0.00	\$	12,000	Φ.	12.000	\$	6,000	-	12,000	Φ.		00/
Total: \$	6,000	\$	12,000	\$	12,000	\$	6,000	\$	12,000	\$	-	0%
660100 Advertising												
TARIFF & LEGAL NOTICES		\$	400			\$	_	\$	400			
MISCELLANEOUS			-				200		_			
Total: \$	105	\$	400	\$	400	\$	200	\$	400	\$	-	0%
(COLLO D												
660110 Promotional Services  MO - COMMUNITY OUTREACH (WWG)		\$				\$	_	¢.	10,000			
MP - BUSINESS CALLS, LOCAL PRO	,	ф	33,000			Э	-	Э	4,200			
MISCELLANEOUS			3,200				19,900		4,200			
Total: \$	5,551	\$	36,200	\$	36,200	\$	19,900	\$	14,200	\$	(22,000)	-61%
660120 Promotional Materials												
MP - SUPPLIES - CUSTOMER MEETI		\$	600			\$	-	\$	600			
MISCELLANEOUS		_	500				2,400		500			
Total: \$	20	\$	1,100	\$	1,100	\$	2,400	\$	1,100	\$	-	0%
SUBTOTAL: NON-PERSONNEL EXPENSE \$	3,355,608	\$	6,278,000	\$	6,226,500	\$	5,186,000	\$	7,289,600	\$	1,063,100	17%
GRAND TOTAL: \$	3,423,871	\$	6,400,100	\$	6,350,900	\$	5,337,200	\$	7,451,600	\$	1,100,700	17%

## **Maritime Properties & Facilities**

### SUMMARY OF DEPARTMENTAL EXPENSES

	F	ACTUAL RESULTS FY 04/05	E	MENDED BUDGET FY 05/06	F	STIMATED RESULTS FY 05/06	)	BUDGET FY 06/07	F	INCREASE TY 06/07-05/06 BUDGET	% INCREASE
Personnel Expenses Non-Personnel Expenses	\$	1,276,553 83,301	\$	-	\$	S - -		\$ -	\$	S - -	-
<b>Total Direct Expense</b>	\$	1,359,854	\$	-	\$	-		\$ -	\$	-	-
Less: Capitalized Expense		-		-		-		-		-	-
Equipment Outlay		-		-		-		-		-	-
TOTAL DEPARTMENTAL EXPENSE	\$	1,359,854	\$	-	\$	3 -		\$ -	\$	-	-

### PERSONNEL EXPENSES

	F	ACTUAL RESULTS FY 04/05		AMENDED BUDGET FY 05/06		STIMATED RESULTS FY 05/06	BUDGET FY 06/07	INCREASE FY 06/07-05/00 BUDGET	% INCREASE	
		11000		1 00/00		11 00/00	1100/07	DebGET	II (CILLIE)	
Salaries and Wages	\$	802,606	\$	-	\$	-	\$ -	\$		
Overtime		44,059		-		-	-			
Burden		407,278		-		-	-			
Temporary Personnel		22,610		-		-	-			
TOTAL PERSONNEL EXPENSE	\$	1,276,553	\$	-	\$	-	\$ -	\$	-	

### NOTES:

**Maritime Properties & Facilities** roles, responsibilites and expenses were absorbed into Maritime Operations & Properties beginning in FY 05/06.

## **Maritime Properties & Facilities**

### SUMMARY OF DEPARTMENTAL EXPENSES

	F	ACTUAL RESULTS FY 04/05	F	MENDED BUDGET FY 05/06	F	ESTIMATED RESULTS FY 05/06	)	BUDGET FY 06/07		INCREASE FY 06/07-05/06 BUDGET	6 % INCREAS	SE
Personnel Expenses Non-Personnel Expenses	\$	1,276,553 83,301	\$	-	9			•	-	\$ -	- -	-
<b>Total Direct Expense</b>	\$	1,359,854	\$	-	•	-		\$ -		\$ -		-
Less: Capitalized Expense		-		-		-		-	-	-		-
Equipment Outlay		-		-		-		-	-	-	-	-
TOTAL DEPARTMENTAL EXPENSE	\$	1,359,854	\$	-	\$	-		\$ -		\$ -		-

### PERSONNEL EXPENSES

	F	ACTUAL RESULTS FY 04/05		AMENDED BUDGET FY 05/06		STIMATED RESULTS FY 05/06	BUDGET FY 06/07	INCREASE FY 06/07-05/00 BUDGET	% INCREASE	
		11000		1 00/00		11 00/00	1100/07	DebGET	II (CILLIE)	
Salaries and Wages	\$	802,606	\$	-	\$	-	\$ -	\$		
Overtime		44,059		-		-	-			
Burden		407,278		-		-	-			
Temporary Personnel		22,610		-		-	-			
TOTAL PERSONNEL EXPENSE	\$	1,276,553	\$	-	\$	-	\$ -	\$	-	

### NOTES:

**Maritime Properties & Facilities** roles, responsibilites and expenses were absorbed into Maritime Operations & Properties beginning in FY 05/06.

### MARITIME TRADE DEVELOPMENT

### Role

The Maritime Trade Development Department is the commercial business development arm for the Port's maritime cargo business. Trade development efforts are directed toward various entities and cargo interests in the worldwide supply and logistics chain, in order to facilitate the decision to bring business through the Port of San Diego.

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

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:

 Optimize the Port's positive economic impact to the San Diego region

- Maintain the Port's financial stability
- Increase the Port's responsiveness to community needs
- Enhance organizational performance

### Goals

- Develop 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
- Develop and implement a Departmental Constructive Culture Plan

# **Maritime Trade Development**

### SUMMARY OF DEPARTMENTAL EXPENSES

	R	CTUAL ESULTS FY 04/05	В	MENDED SUDGET SY 05/06	ESTIMATED RESULTS FY 05/06			BUDGET FY 06/07	FY	NCREASE 06/07-05/06 BUDGET	% INCREASE	
Personnel Expenses Non-Personnel Expenses	\$	472,233 193,826	\$	490,300 248,000	\$	407,800 219,500	\$	320,900 247,500	\$	(169,400) (500)	-34.6% -0.2%	
Total Direct Expense	\$	666,059	\$	738,300	\$	627,300	\$	568,400	\$	(169,900)	-23.0%	
Less: Capitalized Expense		-		-		-		-		-	-	
Equipment Outlay		-		-		-		-		-	-	
TOTAL DEPARTMENTAL EXPENSE	\$	666,059	\$	738,300	\$	627,300	\$	568,400	\$	(169,900)	-23.0%	

### PERSONNEL EXPENSES

	R	CTUAL ESULTS EY 04/05	В	MENDED UDGET Y 05/06	ESTIMATED RESULTS FY 05/06			BUDGET FY 06/07	FY	NCREASE 7 06/07-05/06 BUDGET	% INCREASE	
Salaries and Wages	\$	314,384	\$	321,600	\$	270,900	\$	210,200	\$	(111,400)	-34.6%	
Overtime		114		-		-		-		-	-	
Burden		157,735		168,700		136,900		110,700		(58,000)	-34.4%	
Temporary Personnel		-		-		-		-		-	-	
TOTAL PERSONNEL EXPENSE	\$	472,233	\$	490,300	\$	407,800	\$	320,900	\$	(169,400)	-34.6%	

# **Maritime Trade Development**

### **POSITION SUMMARY**

Replacement: 1 Senior Maritime Trade Account Manager to Manager, Maritime Trade Development

**Deletion:** 1 Director, Maritime Trade Development

SALARY RANGE/		ORIGINAL BUDGET	BUDGET
STEP	POSITION TITLE	FY 05/06	FY 06/07
RANGE 25	Director, Maritime Trade Development	1	0
RANGE 23	Manager, Maritime Trade Development	0	1
RANGE 20	Senior Maritime Trade Account Manager	2	1
RANGE 08	Executive Assistant I (Classified)	1	1
	TOTAL	4	3

# **Maritime Trade Development**

### NON-PERSONNEL EXPENSE DETAILS

	A	CTUAL	AN	MENDED	ES	STIMATED			I	NCREASE	
	RI	ESULTS	В	UDGET	1	RESULTS	В	UDGET	FY	7 06/07-05/06	%
	F	Y 04/05	F	Y 05/06		FY 05/06	F	Y 06/07		BUDGET	INCREASE
Books & Periodicals		795		1,500		1,700		1,500		-	0.0%
Memberships & Dues		1,824		2,800		2,100		3,200		400	14.3%
Seminars & Training		16,345		15,000		19,100		13,500		(1,500)	-10.0%
STAFF DEVELOPMENT	\$	18,964	\$	19,300	\$	22,900	\$	18,200	\$	(1,100)	-5.7%
Mileage Reimbursement		6,981		11,100		8,700		7,000		(4,100)	
Travel		94,931		79,800		79,200		96,800		17,000	21.3%
TRAVEL	\$	101,911	\$	90,900	\$	87,900	\$	103,800	\$	12,900	14.2%
Services - Professional & Other		15,464		29,000		20,000		35,000		6,000	20.7%
CONTRACTUAL SERVICES	\$	15,464	\$	29,000	\$	20,000	\$	35,000	\$	6,000	20.7%
				,		,		,		•	
Equipment & Systems		6,143		4,800		6,600		2,600		(2,200)	-45.8%
Equipment Rental/Leasing		150		300		200		300		-	0.0%
Office & Operating Supplies		15,090		13,800		6,500		9,400		(4,400)	-31.9%
Postage & Shipping		1,761		2,700		2,700		3,700		1,000	37.0%
Safety Equipment & Supplies		209		-		-		500		500	-
SUPPLIES & EQUIPMENT	\$	23,353	\$	21,600	\$	16,000	\$	16,500	\$	(5,100)	-23.6%
Telephone & Communications		5,543		12,900		12,000		9,400		(3,500)	-27.1%
FACILITIES EXPENSE	\$	5,543	\$	12,900	\$	12,000	\$	9,400	\$	(3,500)	-27.1%
Environment Maintanana Complian		200						200		200	
Equipment Maintenance-Supplies Equipment Maintenance-Outside Services		389 412		2.600		1,400		300 2,600		300	0.0%
MAINTENANCE & REPAIRS	\$	801	\$	2,600	\$	1,400	\$	2,900	\$	300	11.5%
MAINTENANCE & REFAIRS	Φ	001	Ф	2,000	Ф	1,400	Ф	2,900	Ф	300	11.576
Advertising		5,489		17,000		12,500		12,000		(5,000)	-29.4%
Promotional Services		9,708		33,500		17,300		30,000		(3,500)	-10.4%
Promotional Materials		10,093		21,200		29,500		19,700		(1,500)	-7.1%
COMMUNITY & ENVIRONMENTAL	\$	25,289	\$	71,700	\$	59,300	\$	61,700	\$	(10,000)	-13.9%
Permits/Certificates/License		2,500		_		_		_		_	_
RISK MANAGEMENT	\$		\$	-	\$	-	\$	-	\$	-	-
· · · · · · · · · · · · · · · · · ·											
TOTAL NON PERSONNEL EXPENSES	\$	193,826	\$	248,000	\$	219,500	\$	247,500	\$	(500)	-0.2%

### Maritime Trade Development EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME		ACTUAL		ORIGINAL BUDGET		AMENDED BUDGET	]	ESTIMATED RESULTS		BUDGET		INCREASE OV AMENDED	ER
EXPENSE DETAILS		FY 04/05		FY 05/06		FY 05/06		FY 05/06		FY 06/07		dollars	pc
600110 Overtime	Total: \$	114	\$		\$		\$		\$	-	\$	_	N/A
	Total. 9	114	Ψ		ψ	<u>_</u>	φ		Ψ		Ψ	<u>_</u>	14/7
SUBTOTAL: OVERTIME & TEMPS	\$	114	\$	-	\$	-	\$	-	\$	-	\$	-	N/A
610110 Books & Periodicals													
AMERICA FRUIT			\$	55			\$	-	\$	60			
AMERICAN JOURNAL OF TI	RANSPORTA			98				-		100			
AMERICAN SHIPPER				100				-		100			
ASIA FRUIT				110				-		110			
CUNNINGHAM JOC				250 195				-		250 200			
LATIN TRADE				44				_		50			
OTHER				292				_		300			
PACIFIC SHIPPER				235				_		240			
SD BUSINESS JOURNAL				89				_		90			
WWS				32				-		-			
MISCELLANEOUS				-				1,700		_			
	Total: \$	795	\$	1,500	\$	1,500	\$	1,700	\$	1,500	\$		0%
610120 Mambarchine & Des-													
610120 Memberships & Dues ABA			\$	250			\$	_	\$	250			
AIIS			Ф	975			Ф	-	Ф	1,200			
IFPTA				913				_		500			
ITCSD				100				_		500			
OTAY MESA CHAMBER				75				_		150			
OTHER				1,100				-		500			
SAN DIEGO PROPELLER CL	UB			-				-		100			
WESTERN MAQUILA				300				-		500			
MISCELLANEOUS					_			2,100	_	_			
	Total: \$	1,824	\$	2,800	\$	2,800	\$	2,100	\$	3,200	\$	400	14%
610140 Seminars & Training													
AAPA			\$	4,080			\$	_	\$	3,000			
AIIS			-	940			-	_	-	500			
BREAKBULK				3,090				-		3,100			
MEXPORT				1,100				-		1,100			
OTHER				1,200				-		1,200			
PMA				1,450				-		1,450			
TRANSPACIFIC MARITIME				540				-		550			
WOOD & PULP				2,600				-		2,600			
MISCELLANEOUS	Total: \$	16,345	\$	15,000	\$	15,000	\$	19,100 19,100	\$	13,500	\$	(1,500)	-10%
	Total. 9	10,545	Ψ	13,000	ψ	13,000	φ	19,100	Ψ	13,300	Ψ	(1,500)	-10/0
615100 Mileage Reimbursement													
MILEAGE, TOLLS, PARKING	3		\$	11,100			\$		\$	7,000			
MISCELLANEOUS				-				8,700		-			
	Total: \$	6,981	\$	11,100	\$	11,100	\$	8,700	\$	7,000	\$	(4,100)	-37%
615110 Travel													
AAPA			\$				\$		\$	3,900			
ASIA			Ψ	11,870			φ	-	φ	15,400			
COSTA RICA/CHILE								_		12,500			
DOMESTIC CONF. & BUSINI	ESS TRIP			28,755				-		21,100			
EUROPE				14,000				-		14,700			
GUATEMALA				-				-		3,450			
LATIN AMERICA				17,255				-		-			
MEXICO				-				-		2,500			
NEW ZEALAND				-				-		12,300			
OTHER				7,920				-		3,450			
PPI VCB				-				-		4,900			
VCR MISCELLANEOUS				-				79,200		2,600			
MISCELLANEOUS	Total: \$	94,931	\$	79,800	\$	79,800	\$	79,200	\$	96,800	\$	17,000	21%
	_ στοικέ Ψ	, 1,7,71	Ψ	. ,,,,,,,,,,	Ψ	. ,,,,,,,,,	Ψ	.,,200	Ψ	, 5,000	~	1.,000	-1/0

### Maritime Trade Development EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME		ACTUAL		ORIGINAL BUDGET	В	MENDED UDGET		ESTIMATED RESULTS	BUDGET		INCREASE OV AMENDED	
EXPENSE DETAILS		FY 04/05		FY 05/06	F	Y 05/06		FY 05/06	FY 06/07		dollars	pct
620100 Services - Professional & Other				<b>=</b> 000								
ASIA			\$	5,000			\$	-				
AUSTRALIA/NZ								-	5,00			
EUROPE				5,000				-	5,00	00		
OTHER				2,000				-		-		
PIERS DATA				12,000				-	15,00			
SOUTH AMERICA				5,000				-	5,00	00		
MISCELLANEOUS				-				20,000		-		
	Total: \$	15,464	\$	29,000	\$	29,000	\$	20,000	\$ 35,00	00	\$ 6,000	21%
630110 Equipment & Systems												
OTHER			\$	4,200			\$	-	\$ 2,00			
SOFTWARE AND LICENSES				600					60	00		
MISCELLANEOUS	T ( ) A	< 1.42	Φ.	- 4.000	Φ.	4.000	Φ.	6,600	Φ 2.56	-	Φ (2.200)	1.50/
	Total: \$	6,143	\$	4,800	\$	4,800	\$	6,600	\$ 2,60	00	\$ (2,200)	-46%
630120 Equipment Rental/Leasing												
MISCELLANEOUS			\$	300			\$	200	\$ 30	10		
MISCELLANEOUS	Total: \$	150	\$	300	\$	300	\$				\$ -	0%
	Total. \$	130	Ψ	300	Ψ	300	Ψ	200	φ 50		Ψ -	070
630130 Office & Operating Supplies												
BUSINESS CARDS			\$	_			\$	_	\$ 10	n		
OFFICE SUPPLIES			φ	5,300			Ф	-	5,30			
OTHER				8,500				-				
				8,500				- - 500	4,00	10		
MISCELLANEOUS	Total: \$	15,090	\$	13,800	\$	13,800	\$	6,500 6,500	\$ 9,40	-	\$ (4,400)	-32%
	Total. 5	13,090	φ	13,800	Ą	13,600	ф	0,500	9 9,40		\$ (4,400)	-3270
630140 Postage & Shipping												
FEDEX (INT'L)			\$				\$	-	\$ 1,00	n		
POSTAGE			Ψ	_			Ψ	_	2,70			
MISCELLANEOUS				2,700				2,700	2,70			
MISCELLANEOUS	Total: \$	1,761	\$	2,700	\$	2,700	\$	2,700	\$ 3,70	00	\$ 1,000	37%
		<u> </u>							<u> </u>		<u> </u>	
630150 Safety Equipment & Supplies												
MISCELLANEOUS			\$	-			\$	-	\$ 50	00		
	Total: \$	209	\$	-	\$	-	\$	-	\$ 50	00	\$ 500	N/A
640110 Telephone & Communications												
CELL PHONES			\$	-			\$	-	\$ 50			
OFFICE PHONE				-				-	1,80	00		
OTHER				2,200				-	3,60			
MISCELLANEOUS				10,700				12,000	3,50	00		
	Total: \$	5,543	\$	12,900	\$	12,900	\$	12,000	\$ 9,40	00	\$ (3,500)	-27%
650120 Equipment Maintenance-Supplies												
MISCELLANEOUS	T-4-1. ¢	389	\$	-	Φ.		\$		\$ 30 \$ 30	00 :	\$ 300	NT/A
	Total: \$	389	\$	-	\$	-	\$		\$ 30		\$ 300	N/A
650130 Equipment Maintenance-Outside Se												
MISCELLANEOUS	ervices		\$	2,600			\$	1,400	\$ 2,60	0		
MISCELLANEOUS	Total: \$	412	\$	2,600	\$	2,600	\$		\$ 2,60		s -	0%
	Total: ψ	112	Ψ	2,000	Ψ	2,000	Ψ	1,100	Ψ 2,00		Ψ	070
660100 Advertising												
CONTINGENCY			\$	2,000			\$	_	\$ 2,00	00		
TARGETED			Ψ	15,000			Ψ	_	10,00			
MISCELLANEOUS				13,000				12,500	10,00	_		
WIISCELLANEOUS	Total: \$	5,489	\$	17,000	\$	17,000	\$		\$ 12,00	00	\$ (5,000)	-29%
	ψ	2,.02	~	17,000	_	- 1,000	7	12,000	. 12,00	+	. (5,555)	22,70
660110 Promotional Services												
ENTERTAINMENT			\$	_			\$	_	\$ 20,00	00		
MISCELLANEOUS			Ψ	33,500			Ψ	17,300	10,00			
SCEEDI II (EOO)	Total: \$	9,708	\$	33,500	\$	33,500	\$		\$ 30,00		\$ (3,500)	-10%
	2.7mm ()	2,100	Ψ	22,200	¥	22,200	Ψ	17,500	- 50,00	,	- (3,500)	10/0

### Maritime Trade Development EXPENSE BUDGET BREAKDOWN

ACCOUNT NUMBER & NAME		ACTUAL	ORIGINAL BUDGET	AMENDED BUDGET	]	ESTIMATED RESULTS	BUDGET	INCREASE OV AMENDED	ER
EXPENSE DETAILS		FY 04/05	FY 05/06	FY 05/06		FY 05/06	FY 06/07	dollars	pct
660120 Promotional Materials BROCHURES GIVEAWAYS OTHER SALES KIT VIDEO/PHOTO MISCELLANEOUS			\$ 2,000 6,700 500 2,000 10,000		\$	- - - - 29,500	\$ 2,000 5,000 700 2,000 10,000		
Total:	\$	10,093	\$ 21,200	\$ 21,200	\$	29,500	\$ 19,700	\$ (1,500)	-7%
670130 Permits/Certificates/License  Total:	: \$	2,500	\$ -	\$ -	\$	-	\$ -	\$ <u>-</u>	N/A
SUBTOTAL: NON-PERSONNEL EXPENSE	\$	193,826	\$ 248,000	\$ 248,000	\$	219,500	\$ 247,500	\$ (500)	0%
GRAND TOTAL:	: \$	193,941	\$ 248,000	\$ 248,000	\$	219,500	\$ 247,500	\$ (500)	0%