

Commercial Crewmember Net Revenue Distribution by Month FY16 to Current

FY16	JUL 2015	AUG 2015	SEP 2015	OCT 2015	NOV 2015	DEC 2015	JAN 2016	FEB 2016	MAR 2016	APR 2016	MAY 2016	JUN 2016	FY16 Total
Comm Crew License	\$767,599.32	\$245,688.21	\$80,162.91	\$42,301.40	\$28,861.43	\$29,805.73	\$155,707.64	\$358,544.81	\$88,153.82	\$103,855.76	\$119,174.01	\$199,124.27	\$2,218,779.31
Fishermans Fund	\$274,935.50	\$97,231.30	\$34,198.80	\$18,595.60	\$11,971.05	\$9,744.45	\$43,413.15	\$100,847.99	\$27,353.25	\$33,380.50	\$37,860.15	\$68,081.30	\$757,613.04
Monthly Total	\$1,042,534.82	\$342,919.51	\$114,361.71	\$60,897.00	\$40,832.48	\$39,550.18	\$199,120.79	\$459,392.80	\$115,507.07	\$137,036.26	\$157,034.16	\$267,205.57	\$2,976,392.35

FY17	JUL 2016	AUG 2016	SEP 2016	OCT 2016	NOV 2016	DEC 2016	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	FY17 Total
Comm Crew License	\$897,546.19	\$298,977.00	\$64,798.98	\$48,335.44	\$25,399.63	\$19,224.46	\$227,739.09	\$277,999.41	\$83,948.41	\$80,876.59	\$121,456.75	\$358,881.72	\$3,581,836.67
Fishermans Fund	\$285,350.85	\$88,782.65	\$24,158.80	\$16,977.40	\$8,671.70	\$7,678.60	\$62,162.65	\$76,903.75	\$26,651.20	\$28,396.35	\$39,229.10	\$114,454.60	\$779,417.65
Monthly Total	\$1,182,897.04	\$387,759.65	\$88,957.78	\$65,312.84	\$34,071.33	\$26,903.06	\$289,901.74	\$354,903.16	\$110,599.61	\$109,272.94	\$160,685.85	\$473,336.32	\$4,361,254.32

FY18	JUL 2017	AUG 2017	SEP 2017	OCT 2017	NOV 2017	DEC 2017	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	FY18 Total
Comm Crew License	\$725,638.56	\$225,819.77	\$42,793.07	\$66,634.67	\$21,008.66	\$49,831.60	\$295,580.98	\$177,644.27	\$68,139.18	\$66,536.59	\$104,278.83	\$513,167.82	\$2,357,074.00
Fishermans Fund	\$234,236.70	\$81,744.80	\$17,872.65	\$24,066.25	\$7,976.20	\$14,983.15	\$77,778.15	\$52,946.90	\$21,604.45	\$21,807.15	\$34,198.00	\$157,189.35	\$746,401.75
Vendor Commission	\$92,568.50	\$30,703.20	\$5,616.00	\$9,461.20	\$2,907.70	\$6,480.00	\$33,522.70	\$23,602.00	\$7,007.90	\$7,289.60	\$8,660.90	\$51,830.90	\$279,650.60
Monthly Total	\$1,052,443.76	\$338,267.77	\$66,281.72	\$100,162.12	\$31,892.56	\$71,294.75	\$406,881.83	\$254,193.17	\$96,751.53	\$95,633.34	\$147,135.73	\$722,188.07	\$3,383,126.35

FY19	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	DEC 2018	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	FY19 Total
Comm Crew License	\$700,661.77	\$170,742.24	\$60,562.11	\$46,247.01	\$16,720.57	\$42,354.45	\$277,008.56	\$186,654.35	\$93,605.85	\$59,484.78	\$135,781.60	\$624,132.70	\$2,413,955.99
Fishermans Fund	\$228,481.20	\$66,787.45	\$21,352.90	\$17,538.25	\$6,030.70	\$12,189.75	\$72,904.40	\$53,442.65	\$29,808.30	\$20,080.45	\$42,801.85	\$183,993.25	\$755,411.15
Vendor Commission	\$52,357.40	\$12,574.70	\$6,206.70	\$5,441.60	\$1,407.70	\$4,348.00	\$25,690.50	\$8,336.20	\$5,503.30	\$10,007.00	\$24,887.00	\$177,065.40	\$1,171,821.00
Monthly Total	\$981,500.37	\$250,104.39	\$88,121.71	\$69,226.86	\$24,158.97	\$58,892.20	\$375,603.46	\$260,402.30	\$131,750.35	\$85,068.53	\$188,590.45	\$833,012.95	\$3,346,432.54

FY20	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	JAN 2020	FEB 2020	MAR 2020	APR 2020	MAY 2020	JUN 2020	FY20 Total
Comm Crew License	\$634,197.25	\$173,560.26	\$62,500.15	\$16,253.55	\$7,041.85	\$76,375.65	\$320,236.05	\$84,552.85	\$69,116.55	\$93,079.45	\$410,199.20	\$513,167.82	\$2,684,632.56
Fishermans Fund	\$202,996.65	\$65,750.55	\$23,459.95	\$5,865.25	\$3,172.30	\$22,081.00	\$84,275.95	\$24,567.15	\$20,300.45	\$27,425.35	\$112,516.30	\$220,874.65	\$813,285.55
Vendor Commission	\$73,358.50	\$22,381.50	\$7,179.00	\$1,867.00	\$945.00	\$9,916.00	\$33,932.50	\$9,884.00	\$5,132.00	\$3,342.20	\$12,289.50	\$40,559.60	\$220,786.80
Monthly Total	\$910,552.40	\$261,692.31	\$93,139.10	\$23,985.80	\$11,159.15	\$108,372.65	\$438,444.50	\$119,004.00	\$94,549.00	\$123,847.00	\$535,005.00	\$998,954.00	\$3,718,704.91

FY21	JUL 2020	AUG 2020	SEP 2020	OCT 2020	NOV 2020	DEC 2020	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	FY21 Total
Comm Crew License	\$185,402.65	\$60,556.85	\$32,206.30	\$15,572.30	\$11,834.60	\$86,729.45	\$257,565.85	\$103,896.50	\$98,419.64	\$90,923.93	\$255,548.59	\$945,470.90	\$2,144,127.56
Fishermans Fund	\$65,803.15	\$22,474.15	\$11,758.65	\$5,460.50	\$3,824.90	\$24,005.55	\$67,350.15	\$28,747.50	\$28,807.35	\$26,556.05	\$72,369.90	\$271,637.10	\$628,794.95
Vendor Commission	\$12,938.50	\$4,887.00	\$3,474.00	\$1,316.50	\$1,130.50	\$6,830.00	\$22,189.00	\$10,285.00	\$5,836.50	\$4,953.00	\$12,931.00	\$70,337.00	\$157,108.00
Monthly Total	\$264,144.30	\$87,918.00	\$47,438.95	\$22,349.30	\$16,790.00	\$117,565.00	\$347,105.00	\$142,929.00	\$133,063.49	\$122,432.98	\$340,849.49	\$1,287,445.00	\$2,930,030.51

FY22	JUL 2021	AUG 2021	SEP 2021	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022	FY22 Total
Comm Crew License	\$223,411.44	\$86,523.95	\$33,326.59	\$20,325.87	\$7,290.55	\$43,491.02	\$233,576.70	\$124,647.90	\$78,985.75	\$78,667.17	\$227,219.45	\$872,353.85	\$2,022,848.91
Fishermans Fund	\$75,013.05	\$30,374.45	\$10,048.15	\$7,555.60	\$2,281.95	\$13,946.35	\$72,517.10	\$38,736.90	\$26,518.05	\$25,696.70	\$72,270.15	\$280,010.35	\$654,968.80
Vendor Commission	\$16,812.50	\$8,433.00	\$2,672.00	\$1,358.00	\$580.50	\$4,391.10	\$21,840.20	\$12,816.20	\$5,942.20	\$4,541.20	\$13,032.40	\$68,363.80	\$160,783.10
Monthly Total	\$315,236.99	\$125,331.40	\$46,046.74	\$29,239.47	\$10,153.00	\$61,828.47	\$327,934.00	\$176,201.00	\$111,446.00	\$108,905.07	\$312,522.00	\$1,220,728.00	\$2,848,520.71

FY23	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	FY23 Total
Comm Crew License	\$205,322.61	\$84,169.33	\$22,979.60	\$13,309.00	\$5,056.40	\$56,561.15	\$231,282.27	\$106,197.22	\$72,277.16	\$68,458.01	\$218,609.13	\$675,638.91	\$1,759,860.77
Fishermans Fund	\$74,545.80	\$31,055.40	\$8,741.80	\$4,600.40	\$1,803.40	\$18,246.25	\$74,010.33	\$33,983.11	\$23,128.69	\$21,906.56	\$69,954.92	\$216,204.45	\$578,181.11
Vendor Commission	\$14,725.80	\$8,620.20	\$2,081.80	\$1,066.60	\$240.20	\$7,135.60	\$18,502.58	\$8,495.78	\$5,782.17	\$5,476.64	\$17,488.73	\$54,051.11	\$143,667.21
Monthly Total	\$294,594.21	\$123,844.93	\$33,803.20	\$18,976.00	\$7,100.00	\$81,943.00	\$323,795.18	\$148,676.10	\$101,188.02	\$95,841.21	\$306,052.78	\$945,894.47	\$2,481,709.10

FY19-FY22 Average	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	Average Total
Comm Crew License	\$ 435,918.28	\$ 122,845.83	\$ 47,148.79	\$ 24,599.68	\$ 10,721.89	\$ 62,237.64	\$ 272,096.79	\$ 124,937.90	\$ 85,031.95	\$ 80,538.83	\$ 257,187.21	\$ 794,869.30	\$ 2,318,134.09
Fishermans Fund	\$ 143,073.51	\$ 46,346.65	\$ 16,654.91	\$ 9,104.90	\$ 3,827.46	\$ 18,055.66	\$ 74,261.90	\$ 36,373.55	\$ 26,358.54	\$ 24,939.64	\$ 74,989.55	\$ 239,128.84	\$ 713,115.11
Vendor Commission	\$ 38,866.73	\$ 12,069.05	\$ 4,882.93	\$ 2,495.78	\$ 1,015.93	\$ 6,371.28	\$ 25,913.05	\$ 13,322.63	\$ 6,311.73	\$ 4,584.93	\$ 12,064.98	\$ 51,036.85	\$ 178,935.83
Monthly Total	\$ 617,858.52	\$ 181,261.53	\$ 68,686.63	\$ 36,200.36	\$ 15,565.28	\$ 86,664.58	\$ 372,271.74	\$ 174,634.08	\$ 117,702.21	\$ 110,063.40	\$ 344,241.74	\$ 1,085,034.99	\$ 3,210,185.03

FY23 Comp to 4-Year Avg	July	August	September	October	November	December	January	February	March	April	May	June	Total
Comm Crew License		47.7%	68.3%	49.2%	52.4%	45.6%	94.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Jul-Dec													
Comm Crew License - FY22	\$387,398.09		Pandemic Months										
Comm Crew License - 4 Yr Avg	\$ 703,472.11												
FY23YTD to 4 Yr Avg	55.1%												

Continued 85% reduction from 4 year Average	FY23	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY23 Estimated Total
Comm Crew License	\$205,322.61	\$84,169.33	\$22,979.60	\$13,309.00	\$5,056.40	\$56,561.15	\$231,282.27	\$106,197.22	\$72,277.16	\$68,458.01	\$218,609.13	\$675,638.91	\$1,759,860.77	
Fishermans Fund	\$74,545.80	\$31,055.40	\$8,741.80	\$4,600.40	\$1,803.40	\$18,246.25	\$74,010.33	\$33,983.11	\$23,128.69	\$21,906.56	\$69,954.92	\$216,204.45	\$578,181.11	
Vendor Commission	\$14,725.80	\$8,620.20	\$2,081.80	\$1,066.60	\$240.20	\$7,135.60	\$18,502.58	\$8,495.78	\$5,782.17	\$5,476.64	\$17,488.73	\$54,051.11	\$143,667.21	
Monthly Total	\$294,594.21	\$123,844.93	\$33,803.20	\$18,976.00	\$7,100.00	\$81,943.00	\$323,795.18	\$148,676.10	\$101,188.02	\$95,841.21	\$306,052.78	\$945,894.47	\$2,481,709.10	

FY23 Projection using FY22 for Jan-Jun	FY23	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY23 Estimated Total
Comm Crew License	\$205,322.61	\$84,169.33	\$22,979.60	\$13,309.00	\$5,056.40	\$56,561.15	\$233,576.70	\$124,647.90	\$78,985.75	\$78,667.17	\$227,219.45	\$872,353.85	\$2,022,848.91	
Fishermans Fund	\$74,545.80	\$31,055.40	\$8,741.80	\$4,600.40	\$1,803.40	\$18,246.25	\$72,517.10	\$38,736.90	\$26,518.05	\$25,696.70	\$72,270.15	\$280,010.35	\$654,742.30	
Vendor Commission	\$14,725.80	\$8,620.20	\$2,081.80	\$										