

Via Electronic Filing

June 29, 2020

The Honorable Chair and Members  
of the Hawai'i Public Utilities Commission  
Kekuanao'a Building, First Floor  
465 South King Street  
Honolulu, Hawaii, 96813  
Attention: Caroline Ishida, Esq.

**Re: Tariff Transmittal No. 20-0003 – Application of Young Brothers, LLC for Approval of Emergency Changes to its Sailing Schedule – Filing of Cost Savings Report**

Dear Commissioners and Commission Staff:

Pursuant to Order No. 37166, Approving a Brief Extension and Adjustments to Young Brothers' Temporary, Emergency Changes to its Sailing Schedule, issued in this proceeding on June 3, 2020, included for filing are four attachments detailing the costs associated with the sailing schedule changes set forth in Young Brothers, LLC's Transmittal No. 20-0003 June 3 Modification request. Attachment 1 provides the actual results for the month of May 2020 under the modified sailing schedule, as currently approved. Attachment 2 provides a forecast of results if the modified sailing schedule remained effective through December 31, 2020. Attachment 3 provides a forecast of results if the modified sailing schedule reverted to an unmodified sailing schedule through December 31, 2020. Attachment 4 compares the forecasted impacts shown in Attachments 2 and 3.

Thank you for your consideration in this matter. Please contact me if you have any questions.

Sincerely,

**/s/Jay Ana**  
Jay Ana  
President,  
Young Brothers, LLC

c: Division of Consumer Advocacy

**YOUNG BROTHERS, LLC**  
**MAY ACTUALS**  
**WITH MODIFIED SAILING SCHEDULE\***

| <b>USOA</b>                                 | <b>MAY ACTUAL</b> | <b>MAY BUDGET</b> | <b>VARIANCE</b> | <b>COVID IMPACT</b> | <b>OPERATIONAL CHANGES**</b> | <b>Non-COVID IMPACT</b> |
|---|-------------------|-------------------|-----------------|---------------------|------------------------------|-------------------------|
| 600 - Operating Revenues                    | \$ 6,581,493      | \$ 10,060,179     | \$ (3,478,686)  | \$ (3,333,628)      | \$ -                         | \$ (145,057)            |
| 610 - Freight Revenues - Intrastate         | 4,146,792         | 6,398,242         | (2,251,450)     | (2,207,426)         | -                            | (44,023)                |
| 615 - Freight Revenues - Interstate         | 1,867,707         | 2,886,894         | (1,019,188)     | (897,476)           | -                            | (121,712)               |
| 630 - Charter Revenues                      | 183,381           | 256,550           | (73,169)        | (73,169)            | -                            | -                       |
| 660 - Cargo Handling Revenues               | 105,812           | 82,484            | 23,328          | -                   | -                            | 23,328                  |
| 670 - Other Shipping Revenues               | 151,497           | 307,055           | (155,557)       | (155,557)           | -                            | -                       |
| 690 - Miscellaneous                         | 126,304           | 128,953           | (2,650)         | -                   | -                            | (2,650)                 |
| 720 - Cargo Handling Expenses               | \$ 4,699,923      | \$ 5,590,954      | \$ (10,290,876) | \$ (24,009)         | \$ (508,726)                 | \$ (358,296)            |
| 721 - Wages                                 | 1,873,780         | 2,249,580         | (375,800)       | -                   | (375,800)                    | -                       |
| 722 - Payroll Taxes                         | 132,944           | 172,068           | (39,124)        | -                   | (39,124)                     | -                       |
| 723 - Contributions, Welfare Plans          | 1,139,298         | 1,039,480         | 99,818          | -                   | -                            | 99,818                  |
| 724 - Fuel and Power                        | 149,262           | 237,691           | (88,429)        | -                   | (21,614)                     | (66,815)                |
| 725 - Repairs and Maintenance               | 796,283           | 838,471           | (42,188)        | -                   | (42,188)                     | -                       |
| 726 - Other Cargo Handling Expenses         | 608,356           | 1,053,664         | (445,308)       | (24,009)            | (30,000)                     | (391,299)               |
| 730 - Maintenance Department Expenses       | \$ 32,020         | \$ (3,024)        | \$ 35,044       | \$ -                | \$ (74,484)                  | \$ 109,528              |
| 731 - Wages                                 | 305,053           | 373,788           | (68,735)        | -                   | (68,735)                     | -                       |
| 732 - Payroll Taxes                         | 22,846            | 28,595            | (5,748)         | -                   | (5,748)                      | -                       |
| 733 - Contributions, Welfare Plans          | 202,625           | 195,824           | 6,801           | -                   | -                            | 6,801                   |
| 734 - Repair and Maintenance                | (562,023)         | (683,189)         | 121,166         | -                   | -                            | 121,166                 |
| 735 - Rents                                 | 16,217            | 18,661            | (2,444)         | -                   | -                            | (2,444)                 |
| 736 - Other Maintenance Department Expenses | 47,302            | 63,297            | (15,995)        | -                   | -                            | (15,995)                |
| 740 - Voyage Expenses                       | \$ 2,106,738      | \$ 3,237,523      | \$ (1,130,784)  | \$ (41,849)         | \$ (797,897)                 | \$ (291,038)            |
| 741 - Wages                                 | 582,903           | 761,518           | (178,615)       | (1,827)             | (176,788)                    | -                       |
| 742 - Payroll Taxes                         | 45,960            | 57,398            | (11,439)        | (140)               | (11,299)                     | -                       |
| 743 - Contributions, Welfare Plans          | 183,641           | 201,738           | (18,097)        | -                   | (18,097)                     | -                       |
| 744 - Subsistence                           | 15,114            | 20,750            | (5,636)         | -                   | -                            | (5,636)                 |
| 745 - Store, Supplies and Equipment         | 51,497            | 78,182            | (26,685)        | -                   | -                            | (26,685)                |
| 747 - Fuel                                  | 302,435           | 631,344           | (328,909)       | (28,540)            | (169,414)                    | (130,955)               |
| 748 - Repairs and Maintenance               | 238,631           | 660,930           | (422,299)       | -                   | (422,299)                    | -                       |
| 749 - Insurance, Hull and Machinery         | 195,989           | 220,719           | (24,731)        | -                   | -                            | (24,731)                |
| 751 - Charter Hire                          | 135,338           | 196,059           | (60,722)        | -                   | -                            | (60,722)                |
| 752 - Other Vessel Expenses                 | 41,191            | 67,210            | (26,019)        | (11,342)            | -                            | (14,677)                |
| 753 - Wharfage and Dockage                  | 54,232            | 66,007            | (11,774)        | -                   | -                            | (11,774)                |
| 756 - Tug Expenses                          | 259,808           | 275,667           | (15,859)        | -                   | -                            | (15,859)                |
| 770 - Administrative & General Expenses     | \$ 1,101,216      | \$ 1,402,905      | \$ (301,689)    | \$ 73,243           | \$ (325,836)                 | \$ (49,096)             |
| 771 - Salaries of Officers                  | 51,428            | 86,327            | (34,899)        | -                   | (34,899)                     | -                       |

|   |                |                |                |                |              |              |
|---|----------------|----------------|----------------|----------------|--------------|--------------|
| 772 - Other Administrative and General Salaries           | 299,562        | 358,799        | (59,238)       | -              | (77,419)     | 18,181       |
| 773 - Payroll Taxes                                       | 25,240         | 30,613         | (5,373)        | -              | (6,764)      | 1,391        |
| 774 - Contributions, Welfare Plans                        | 62,481         | 106,757        | (44,276)       | -              | (44,276)     | -            |
| 775 - Outside Services                                    | 215,361        | 250,467        | (35,106)       | -              | -            | (35,106)     |
| 776 - Communication Expenses                              | 9,232          | 12,060         | (2,828)        | -              | -            | (2,828)      |
| 777 - Office Supplies, Stationery and Printing            | 84,844         | 11,601         | 73,243         | 73,243         | -            | -            |
| 778 - Rent, Light and Power                               | 38,321         | 31,116         | 7,205          | -              | -            | 7,205        |
| 779 - Membership Dues and Subscriptions                   | 7,642          | 1,190          | 6,451          | -              | -            | 6,451        |
| 780 - Entertainment                                       |                |                |                |                |              |              |
| 781 - Traveling Expenses                                  | (48,823)       | 18,509         | (67,332)       | -              | (67,332)     | -            |
| 782 - Insurance   |                | 15             | (15)           | -              | -            | (15)         |
| 784 - Postage   | 615            | 6,903          | (6,288)        | -              | -            | (6,288)      |
| 786 - Advertising   | 3,581          | 1,987          | 1,594          | -              | -            | 1,594        |
| 787 - Maintenance of Office Building and Equipment        | 20,700         | 115,845        | (95,145)       | -              | (95,145)     | -            |
| 788 - Allocated Expenses                                  | 128,486        | 185,094        | (56,608)       | -              | -            | (56,608)     |
| 790 - Miscellaneous                                       | 202,546        | 185,620        | 16,926         | -              | -            | 16,926       |
| 800 - Taxes Other Than Income Taxes                       | \$ 213,667     | \$ 295,971     | (82,304)       | \$ (75,813)    | -            | (6,491)      |
| 801 - Gross Excise Tax                                    | 163,160        | 244,915        | (81,755)       | (75,813)       | -            | (5,942)      |
| 802 - Real Property Tax                                   | 16,679         | 16,679         | 0              | -              | -            | 0            |
| 804 - Public Utility Commission Fee                       | 33,828         | 34,376         | (549)          | -              | -            | (549)        |
| 850 - Depreciation & Amortization                         | \$ 807,855     | \$ 583,799     | \$ 224,056     | \$ -           | \$ -         | \$ 224,056   |
| 851 - Depreciation; Floating Equipment Vessels            | 557,866        | 465,652        | 92,214         | -              | -            | 92,214       |
| 853 - Depreciation; Terminal Property and Equipment       | 248,224        | 117,996        | 130,228        | -              | -            | 130,228      |
| 854 - Depreciation; Other Shipping Property and Equipment | 1,766          | 151            | 1,614          | -              | -            | 1,614        |
| 940 - Other Deductions                                    | \$ 21,746      | \$ 3,880       | \$ 17,866      | \$ 17,866      | \$ -         | \$ -         |
| 941 - Interest Expense                                    | -              | -              | -              | -              | -            | -            |
| 953 - Allowance for Doubtful Accounts                     | 21,746         | 3,880          | 17,866         | 17,866         | -            | -            |
| Extraordinary & Prior Period Items                        | \$ 1,600       | \$ -           | \$ 1,600       | \$ -           | \$ -         | \$ 1,600     |
| 970 - Extraordinary Items                                 |                |                |                |                |              |              |
| 971 - Prior Period Items                                  | 1,600          | -              | 1,600          | -              | -            | 1,600        |
| EBIT  | \$ (2,403,272) | \$ (1,051,829) | \$ 8,048,402   | \$ (3,283,067) | \$ 1,706,943 | \$ 224,681   |
| Total Revenue   | \$ 6,581,493   | \$ 10,060,179  | \$ (3,478,686) | \$ (3,333,628) | \$ -         | \$ (145,057) |
| Total OpEx  | 6,838,681      | 8,825,452      | (11,386,616)   | (65,858)       | (1,381,107)  | (539,806)    |
| Total G&A / Other   | 1,338,229      | 1,702,755      | (364,526)      | 15,296         | (325,836)    | (53,987)     |
| Total Depreciation  | 807,855        | 583,799        | 224,056        | -              | -            | 224,056      |
|   | \$ (2,403,272) | \$ (1,051,829) | \$ 8,048,402   | \$ (3,283,067) | \$ 1,706,943 | \$ 224,681   |

\*For the purposes of this attachment, the "Modified Sailing Schedule" refers to the sailing schedule in effect on June 12, 2020, as approved in Order No. 37166.

\*\*For the purposes of this attachment, "Operational Changes" includes modifications to sailing schedule, gate hours, and labor loans.

**YOUNG BROTHERS, LLC**

**June -December 2020 Forecast**

**Modified Sailing Schedule\* through 2020**

\*For the purposes of this attachment, the "Modified Sailing Schedule" refers to the sailing schedule in effect on June 12, 2020, as approved in Order No. 37166.

|   | Jun - Dec<br>Forecast | Jun - Dec<br>Budget | Variance     | COVID<br>IMPACT | OPERATIONAL<br>CHANGES | Non-COVID<br>IMPACT |
|---|-----------------------|---------------------|--------------|-----------------|------------------------|---------------------|
| 600 - Operating Revenues                    | 57,526,736            | 70,451,613          | (12,924,876) | (12,250,284)    | -                      | (674,592)           |
| 610 - Freight Revenues - Intrastate         | 36,577,390            | 44,599,787          | (8,022,396)  | (7,474,409)     | -                      | (547,987)           |
| 615 - Freight Revenues - Interstate         | 17,563,968            | 19,860,673          | (2,296,706)  | (2,170,101)     | -                      | (126,605)           |
| 630 - Charter Revenues                      | 266,500               | 2,232,220           | (1,965,720)  | (1,965,720)     | -                      | -                   |
| 660 - Cargo Handling Revenues               | 441,798               | 565,713             | (123,916)    | (123,916)       | -                      | -                   |
| 670 - Other Shipping Revenues               | 2,000,076             | 2,290,546           | (290,470)    | (290,470)       | -                      | -                   |
| 690 - Miscellaneous                         | 677,005               | 902,673             | (225,668)    | (225,668)       | -                      | -                   |
| 720 - Cargo Handling Expenses               | 36,390,029            | 39,549,433          | (3,159,404)  | (159,850)       | (3,681,265)            | 681,711             |
| 721 - Wages                                 | 12,972,812            | 16,389,046          | (3,416,235)  | (52,239)        | (3,308,189)            | (55,807)            |
| 722 - Payroll Taxes                         | 773,008               | 1,034,350           | (261,342)    | (3,996)         | (253,076)              | (4,270)             |
| 723 - Contributions, Welfare Plans          | 7,758,243             | 7,276,360           | 481,883      | -               | -                      | 481,883             |
| 724 - Fuel and Power                        | 1,662,993             | 1,662,993           | -            | -               | -                      | -                   |
| 725 - Repairs and Maintenance               | 6,142,294             | 5,869,294           | 273,000      | -               | -                      | 273,000             |
| 726 - Other Cargo Handling Expenses         | 7,080,680             | 7,317,390           | (236,710)    | (103,615)       | (120,000)              | (13,095)            |
| 730 - Maintenance Department Expenses       | (697,536)             | (21,168)            | (676,367)    | -               | (497,262)              | (179,105)           |
| 731 - Wages                                 | 2,183,713             | 2,709,945           | (526,232)    | -               | (461,925)              | (64,307)            |
| 732 - Payroll Taxes                         | 162,003               | 202,259             | (40,257)     | -               | (35,337)               | (4,920)             |
| 733 - Contributions, Welfare Plans          | 1,440,831             | 1,370,767           | 70,064       | -               | -                      | 70,064              |
| 734 - Repair and Maintenance                | (4,849,652)           | (4,849,652)         | -            | -               | -                      | -                   |
| 735 - Rents                                 | (49,314)              | 130,628             | (179,942)    | -               | -                      | (179,942)           |
| 736 - Other Maintenance Department Expenses | 414,885               | 414,885             | -            | -               | -                      | -                   |
| 740 - Voyage Expenses                       | 22,174,194            | 22,745,611          | (571,417)    | (320,647)       | (1,028,056)            | 777,286             |
| 741 - Wages                                 | 5,159,662             | 5,954,508           | (794,847)    | (13,998)        | (775,540)              | (5,309)             |
| 742 - Payroll Taxes                         | 387,160               | 447,908             | (60,748)     | (1,071)         | (59,329)               | (348)               |
| 743 - Contributions, Welfare Plans          | 1,218,977             | 1,412,164           | (193,187)    | -               | (193,187)              | 0                   |
| 744 - Subsistence                           | 145,251               | 145,251             | -            | -               | -                      | -                   |
| 745 - Store, Supplies and Equipment         | 547,275               | 547,275             | -            | -               | -                      | -                   |
| 747 - Fuel                                  | 4,188,865             | 4,407,540           | (218,675)    | (218,675)       | -                      | (0)                 |
| 748 - Repairs and Maintenance               | 4,409,679             | 3,626,679           | 783,000      | -               | -                      | 783,000             |
| 749 - Insurance, Hull and Machinery         | 1,545,034             | 1,545,034           | -            | -               | -                      | -                   |
| 751 - Charter Hire                          | 1,709,367             | 1,709,367           | -            | -               | -                      | -                   |
| 752 - Other Vessel Expenses                 | 471,270               | 558,172             | (86,902)     | (86,902)        | -                      | (0)                 |
| 753 - Wharfage and Dockage                  | 462,047               | 462,047             | -            | -               | -                      | -                   |

**YOUNG BROTHERS, LLC**

**June -December 2020 Forecast**

**Modified Sailing Schedule\* through 2020**

\*For the purposes of this attachment, the "Modified Sailing Schedule" refers to the sailing schedule in effect on June 12, 2020, as approved in Order No. 37166.

|   | Jun - Dec Forecast | Jun - Dec Budget | Variance    | COVID IMPACT | OPERATIONAL CHANGES | Non-COVID IMPACT |
|---|--------------------|------------------|-------------|--------------|---------------------|------------------|
| 756 - Tug Expenses  | 1,929,667          | 1,929,667        | -           | -            | -                   | -                |
| 770 - Administrative & General Expenses                   | 8,553,163          | 9,256,404        | (703,241)   | -            | (265,393)           | (437,848)        |
| 771 - Salaries of Officers                                | 305,733            | 604,286          | (298,554)   | -            | -                   | (298,554)        |
| 772 - Other Administrative and General Salaries           | 2,076,304          | 2,524,825        | (448,521)   | -            | (127,267)           | (321,254)        |
| 773 - Payroll Taxes                                       | 166,838            | 203,016          | (36,177)    | -            | (9,004)             | (27,173)         |
| 774 - Contributions, Welfare Plans                        | 659,436            | 747,302          | (87,866)    | -            | -                   | (87,866)         |
| 775 - Outside Services                                    | 1,122,364          | 1,122,364        | -           | -            | -                   | -                |
| 776 - Communication Expenses                              | 84,423             | 84,423           | -           | -            | -                   | -                |
| 777 - Office Supplies, Stationery and Printing            | 81,697             | 81,697           | -           | -            | -                   | -                |
| 778 - Rent, Light and Power                               | 217,813            | 217,813          | -           | -            | -                   | -                |
| 779 - Membership Dues and Subscriptions                   | 26,570             | 26,570           | -           | -            | -                   | -                |
| 780 - Entertainment                                       | -                  | -                | -           | -            | -                   | -                |
| 781 - Traveling Expenses                                  | -                  | 129,123          | (129,123)   | -            | (129,123)           | -                |
| 782 - Insurance   | 102                | 102              | -           | -            | -                   | -                |
| 784 - Postage   | 40,621             | 40,621           | -           | -            | -                   | -                |
| 786 - Advertising   | 15,987             | 15,987           | -           | -            | -                   | -                |
| 787 - Maintenance of Office Building and Equipment        | 1,107,918          | 810,918          | 297,000     | -            | -                   | 297,000          |
| 788 - Allocated Expenses                                  | 1,289,296          | 1,289,296        | -           | -            | -                   | -                |
| 790 - Miscellaneous                                       | 1,358,062          | 1,358,062        | -           | -            | -                   | -                |
| 800 - Taxes Other Than Income Taxes                       | 1,791,067          | 2,082,880        | (291,813)   | (272,082)    | -                   | (19,731)         |
| 801 - Gross Excise Tax                                    | 1,433,682          | 1,725,495        | (291,813)   | (272,082)    | -                   | (19,731)         |
| 802 - Real Property Tax                                   | 116,751            | 116,751          | -           | -            | -                   | -                |
| 804 - Public Utility Commission Fee                       | 240,634            | 240,634          | -           | -            | -                   | -                |
| 850 - Depreciation & Amortization                         | 3,020,263          | 4,087,053        | (1,066,790) | -            | -                   | (1,066,790)      |
| 851 - Depreciation; Floating Equipment Vessels            | 2,798,398          | 3,259,794        | (461,396)   | -            | -                   | (461,396)        |
| 853 - Depreciation; Terminal Property and Equipment       | 228,877            | 826,199          | (597,322)   | -            | -                   | (597,322)        |
| 854 - Depreciation; Other Shipping Property and Equipment | (7,012)            | 1,060            | (8,072)     | -            | -                   | (8,072)          |
| 940 - Other Deductions                                    | 314,794            | 27,160           | 287,634     | 287,634      | -                   | (0)              |
| 941 - Interest Expense                                    | -                  | -                | -           | -            | -                   | -                |
| 953 - Allowance for Doubtful Accounts                     | 314,794            | 27,160           | 287,634     | 287,634      | -                   | (0)              |
| Extraordinary & Prior Period Items                        | (200,000)          | -                | (200,000)   | -            | -                   | (200,000)        |
| 970 - Extraordinary Items                                 | (200,000)          | -                | (200,000)   | -            | -                   | (200,000)        |
| 971 - Prior Period Items                                  | -                  | -                | -           | -            | -                   | -                |

**YOUNG BROTHERS, LLC**  
**June -December 2020 Forecast**  
**Modified Sailing Schedule\* through 2020**

\*For the purposes of this attachment, the "Modified Sailing Schedule" refers to the sailing schedule in effect on June 12, 2020, as approved in Order No. 37166.

|                    | Jun - Dec<br>Forecast | Jun - Dec<br>Budget | Variance           | COVID<br>IMPACT    | OPERATIONAL<br>CHANGES | Non-COVID<br>IMPACT |
|--------------------|-----------------------|---------------------|--------------------|--------------------|------------------------|---------------------|
| EBIT               | \$ (13,819,239)       | \$ (7,275,761)      | \$ (6,543,478)     | \$ (11,785,339)    | \$ 5,471,976           | \$ (230,115)        |
| Total Revenue      | \$ 57,526,736.48      | \$ 70,451,612.75    | \$ (12,924,876.27) | \$ (12,250,284.16) | \$ -                   | \$ (674,592.11)     |
| Total OpEx         | 57,866,688            | 62,273,876          | (4,407,188)        | (480,497)          | (5,206,583)            | 1,279,892           |
| Total G&A / Other  | 10,459,025            | 11,366,445          | (907,420)          | 15,552             | (265,393)              | (657,579)           |
| Total Depreciation | 3,020,263             | 4,087,053           | (1,066,790)        | -                  | -                      | (1,066,790)         |
|                    | \$ (13,819,239)       | \$ (7,275,761)      | \$ (6,543,478)     | \$ (11,785,339)    | \$ 5,471,976           | \$ (230,115)        |

**YOUNG BROTHERS, LLC**

**June - December 2020 Forecast**

**With Unmodified Sailing Schedule\* from July - December 2020**

\*For the purposes of this attachment, the "Unmodified Sailing Schedule" refers to the sailing schedule in effect on January 1, 2020, prior to the approval of the modifications sought under Tariff Transmittal No. 20-0003.

|   | Jun - Dec<br>Forecast | Jun - Dec<br>Budget | Variance     | COVID<br>IMPACT | OPERATIONAL<br>CHANGES | Non-COVID<br>IMPACT |
|---|-----------------------|---------------------|--------------|-----------------|------------------------|---------------------|
| 600 - Operating Revenues                    | 57,526,736            | 70,451,613          | (12,924,876) | (12,230,443)    | -                      | (694,433)           |
| 610 - Freight Revenues - Intrastate         | 36,577,390            | 44,599,787          | (8,022,396)  | (7,474,409)     | -                      | (547,987)           |
| 615 - Freight Revenues - Interstate         | 17,563,968            | 19,860,673          | (2,296,706)  | (2,170,101)     | -                      | (126,605)           |
| 630 - Charter Revenues                      | 266,500               | 2,232,220           | (1,965,720)  | (1,965,720)     | -                      | -                   |
| 660 - Cargo Handling Revenues               | 441,798               | 565,713             | (123,916)    | (123,916)       | -                      | -                   |
| 670 - Other Shipping Revenues               | 2,000,076             | 2,290,546           | (290,470)    | (270,629)       | -                      | (19,841)            |
| 690 - Miscellaneous                         | 677,005               | 902,673             | (225,668)    | (225,668)       | -                      | -                   |
| 720 - Cargo Handling Expenses               | 39,090,390            | 39,549,433          | (459,043)    | (159,850)       | (980,904)              | 681,711             |
| 721 - Wages                                 | 15,397,671            | 16,389,046          | (991,376)    | (52,239)        | (883,330)              | (55,807)            |
| 722 - Payroll Taxes                         | 958,509               | 1,034,350           | (75,840)     | (3,996)         | (67,575)               | (4,269)             |
| 723 - Contributions, Welfare Plans          | 7,758,243             | 7,276,360           | 481,883      | -               | -                      | 481,883             |
| 724 - Fuel and Power                        | 1,662,993             | 1,662,993           | -            | -               | -                      | -                   |
| 725 - Repairs and Maintenance               | 6,142,294             | 5,869,294           | 273,000      | -               | -                      | 273,000             |
| 726 - Other Cargo Handling Expenses         | 7,170,680             | 7,317,390           | (146,710)    | (103,615)       | (30,000)               | (13,095)            |
| 730 - Maintenance Department Expenses       | (271,311)             | (21,168)            | (250,143)    | -               | (71,037)               | (179,106)           |
| 731 - Wages                                 | 2,579,648             | 2,709,945           | (130,297)    | -               | (65,989)               | (64,308)            |
| 732 - Payroll Taxes                         | 192,292               | 202,259             | (9,968)      | -               | (5,048)                | (4,920)             |
| 733 - Contributions, Welfare Plans          | 1,440,831             | 1,370,767           | 70,064       | -               | -                      | 70,064              |
| 734 - Repair and Maintenance                | (4,849,652)           | (4,849,652)         | -            | -               | -                      | -                   |
| 735 - Rents                                 | (49,314)              | 130,628             | (179,942)    | -               | -                      | (179,942)           |
| 736 - Other Maintenance Department Expenses | 414,885               | 414,885             | -            | -               | -                      | -                   |
| 740 - Voyage Expenses                       | 23,055,385            | 22,745,611          | 309,774      | (320,647)       | (146,865)              | 777,286             |
| 741 - Wages                                 | 5,824,410             | 5,954,508           | (130,098)    | (13,998)        | (110,791)              | (5,309)             |
| 742 - Payroll Taxes                         | 438,013               | 447,908             | (9,894)      | (1,071)         | (8,476)                | (347)               |
| 743 - Contributions, Welfare Plans          | 1,384,565             | 1,412,164           | (27,598)     | (218,675)       | (27,598)               | 218,675             |
| 744 - Subsistence                           | 145,251               | 145,251             | -            | -               | -                      | -                   |
| 745 - Store, Supplies and Equipment         | 547,275               | 547,275             | -            | -               | -                      | -                   |
| 747 - Fuel                                  | 4,188,865             | 4,407,540           | (218,675)    | -               | -                      | (218,675)           |

**YOUNG BROTHERS, LLC**

**June - December 2020 Forecast**

**With Unmodified Sailing Schedule\* from July - December 2020**

\*For the purposes of this attachment, the "Unmodified Sailing Schedule" refers to the sailing schedule in effect on January 1, 2020, prior to the approval of the modifications sought under Tariff Transmittal No. 20-0003.

|  | Jun - Dec Forecast | Jun - Dec Budget | Variance  | COVID IMPACT | OPERATIONAL CHANGES | Non-COVID IMPACT |
|--|--------------------|------------------|-----------|--------------|---------------------|------------------|
| 748 - Repairs and Maintenance                      | 4,409,679          | 3,626,679        | 783,000   | -            | -                   | 783,000          |
| 749 - Insurance, Hull and Machinery                | 1,545,034          | 1,545,034        | -         | -            | -                   | -                |
| 751 - Charter Hire                                 | 1,709,367          | 1,709,367        | -         | -            | -                   | -                |
| 752 - Other Vessel Expenses                        | 471,270            | 558,172          | (86,902)  | (86,902)     | -                   | (0)              |
| 753 - Wharfage and Dockage                         | 462,047            | 462,047          | -         | -            | -                   | -                |
| 756 - Tug Expenses                                 | 1,929,667          | 1,929,667        | -         | -            | -                   | -                |
| 770 - Administrative & General Expenses            | 8,648,734          | 9,256,404        | (607,670) | -            | (153,046)           | (454,624)        |
| 771 - Salaries of Officers                         | 305,733            | 604,286          | (298,554) | -            | -                   | (298,554)        |
| 772 - Other Administrative and General Salaries    | 2,076,304          | 2,524,825        | (448,521) | -            | (127,267)           | (321,254)        |
| 773 - Payroll Taxes                                | 166,838            | 203,016          | (36,177)  | -            | (9,004)             | (27,173)         |
| 774 - Contributions, Welfare Plans                 | 659,436            | 747,302          | (87,866)  | -            | -                   | (87,866)         |
| 775 - Outside Services                             | 1,122,364          | 1,122,364        | -         | -            | -                   | -                |
| 776 - Communication Expenses                       | 84,423             | 84,423           | -         | -            | -                   | -                |
| 777 - Office Supplies, Stationery and Printing     | 81,697             | 81,697           | -         | -            | -                   | -                |
| 778 - Rent, Light and Power                        | 217,813            | 217,813          | -         | -            | -                   | -                |
| 779 - Membership Dues and Subscriptions            | 26,570             | 26,570           | -         | -            | -                   | -                |
| 780 - Entertainment                                | -                  | -                | -         | -            | -                   | -                |
| 781 - Traveling Expenses                           | 95,571             | 129,123          | (33,553)  | -            | (16,776)            | (16,777)         |
| 782 - Insurance                                    | 102                | 102              | -         | -            | -                   | -                |
| 784 - Postage                                      | 40,621             | 40,621           | -         | -            | -                   | -                |
| 786 - Advertising                                  | 15,987             | 15,987           | -         | -            | -                   | -                |
| 787 - Maintenance of Office Building and Equipment | 1,107,918          | 810,918          | 297,000   | -            | -                   | 297,000          |
| 788 - Allocated Expenses                           | 1,289,296          | 1,289,296        | -         | -            | -                   | -                |
| 790 - Miscellaneous                                | 1,358,062          | 1,358,062        | -         | -            | -                   | -                |
| 800 - Taxes Other Than Income Taxes                | 1,791,067          | 2,082,880        | (291,813) | (272,082)    | -                   | (19,731)         |
| 801 - Gross Excise Tax                             | 1,433,682          | 1,725,495        | (291,813) | -            | -                   | (291,813)        |
| 802 - Real Property Tax                            | 116,751            | 116,751          | -         | -            | -                   | -                |
| 804 - Public Utility Commission Fee                | 240,634            | 240,634          | -         | -            | -                   | -                |



**YOUNG BROTHERS, LLC**

**June - December 2020 Forecast**

**With Unmodified Sailing Schedule\* from July - December 2020**

\*For the purposes of this attachment, the "Unmodified Sailing Schedule" refers to the sailing schedule in effect on January 1, 2020, prior to the approval of the modifications sought under Tariff Transmittal No. 20-0003.

|   | Jun - Dec<br>Forecast  | Jun - Dec<br>Budget   | Variance               | COVID<br>IMPACT        | OPERATIONAL<br>CHANGES | Non-COVID<br>IMPACT |
|---|------------------------|-----------------------|------------------------|------------------------|------------------------|---------------------|
| 850 - Depreciation & Amortization                         | 3,020,263              | 4,087,053             | (1,066,790)            | -                      | -                      | (1,066,790)         |
| 851 - Depreciation; Floating Equipment Vessels            | 2,798,398              | 3,259,794             | (461,396)              | -                      | -                      | (461,396)           |
| 853 - Depreciation; Terminal Property and Equipment       | 228,877                | 826,199               | (597,322)              | -                      | -                      | (597,322)           |
| 854 - Depreciation; Other Shipping Property and Equipment | (7,012)                | 1,060                 | (8,072)                | -                      | -                      | (8,072)             |
| 940 - Other Deductions                                    | 314,794                | 27,160                | 287,634                | 287,634                | -                      | (0)                 |
| 941 - Interest Expense                                    | -                      | -                     | -                      | -                      | -                      | -                   |
| 953 - Allowance for Doubtful Accounts                     | 314,794                | 27,160                | 287,634                | 287,634                | -                      | (0)                 |
| Extraordinary & Prior Period Items                        | (200,000)              | -                     | (200,000)              | -                      | -                      | (200,000)           |
| 970 - Extraordinary Items                                 | (200,000)              | -                     | (200,000)              | -                      | -                      | (200,000)           |
| 971 - Prior Period Items                                  | -                      | -                     | -                      | -                      | -                      | -                   |
| <b>EBIT</b>   | <b>\$ (17,922,585)</b> | <b>\$ (7,275,761)</b> | <b>\$ (10,646,824)</b> | <b>\$ (11,765,498)</b> | <b>\$ 1,351,852</b>    | <b>\$ (233,178)</b> |
| Total Revenue   | \$ 57,526,736          | \$ 70,451,613         | \$ (12,924,876)        | \$ (12,230,443)        | \$ -                   | \$ (694,433)        |
| Total OpEx  | 61,874,463             | 62,273,876            | (399,413)              | (480,497)              | (1,198,806)            | 1,279,890           |
| Total G&A / Other   | 10,554,595             | 11,366,445            | (811,850)              | 15,552                 | (153,046)              | (674,356)           |
| Total Depreciation  | 3,020,263              | 4,087,053             | (1,066,790)            | -                      | -                      | (1,066,790)         |
|   | <b>\$ (17,922,585)</b> | <b>\$ (7,275,761)</b> | <b>\$ (10,646,824)</b> | <b>\$ (11,765,498)</b> | <b>\$ 1,351,852</b>    | <b>\$ (233,178)</b> |

**YOUNG BROTHERS, LLC**  
**FORECAST IMPACT OF SAILING SCHEDULE CHANGES**

|   |                     |
|---|---------------------|
| <b>June - Dec 2020 Revenue Forecast with<br/>Modified Sailing Schedule* in Effect through December 31, 2020</b> | <b>\$ 5,471,976</b> |
| <b>Return to Unmodified Sailing Schedule** in July</b>  |                     |
| <i>Add back cost for:</i>   |                     |
| <hr/>   |                     |
| Labor Loans wages & travel expense  | (328,078)           |
| Tug Crew (previously furloughed)  | (881,190)           |
| Gate Hours - Unmodified   | (721,629)           |
| Sailing Schedule - Unmodified   | (2,076,878)         |
| <hr/>   |                     |
| <b>Forecast Costs July - Dec 2020<br/>for Unmodified Sailing Schedule</b>                                       | <b>(4,007,775)</b>  |
| Add back G&A Business Travel  | (112,349)           |
| <hr/>   |                     |
| <b>June - Dec 2020 Revenue Forecast with<br/>Unmodified Sailing Schedule July - Dec 2020</b>                    | <b>\$ 1,351,852</b> |

\*For the purposes of this attachment, the "Modified Sailing Schedule" refers to the sailing schedule in effect on June 12, 2020, as approved in Order No. 37166.

\*\*For the purposes of this attachment, the "Unmodified Sailing Schedule" refers to the sailing schedule in effect on January 1, 2020, prior to the approval of the modifications sought under Tariff Transmittal No. 20-0003.

FILED

2020 Jun 29 PM 16:25

PUBLIC UTILITIES  
COMMISSION

The foregoing document was electronically filed with the State of Hawaii Public Utilities Commission's Document Management System (DMS).