

## Ahrendt, Anne

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**From:** captainhansen@yahoo.com  
**Sent:** Wednesday, March 17, 2021 1:51 PM  
**To:** Ackermann, Amanda; Ahrendt, Anne  
**Cc:** ben borgie; Richard Law  
**Subject:** Fort Pierce Pilots: Amended Rate Application  
**Attachments:** FORT PIERCE RATE APPLICATION 2020 - Ammended 3\_17\_2021.doc

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Dear Ms. Ackerman:

Since the submission of the Fort Pierce application in February 2020, there have been several factors that have changed which have compelled our association to request an amendment to the previous application. Among these factors are:

1. The dramatically changed financial environment in the wake of the COVID-19 pandemic.
2. The lengthy delay in conducting a rate hearing on our application.
3. The retirement of two cross-licensed Fort Pierce Pilots.
4. The desperate need for qualified deputies in order to provide reliable service.
5. The higher likelihood of future inflation as result of unprecedented quantitative easing and fiscal stimulus.
6. The increased stability that would result from seeking a more acceptable annual raise for a ten-year period due to the time, difficulty, and costs associated with more frequent rate applications and hearings, which are even more difficult for small pilot groups to bear.
7. The realization of depending on one customer, Derecktor, for nearly 100% of pilot revenue.

Please find attached the amended rate application. Only 2 pages were altered: page 2, from 2.0% to 5.0%, and page 5, from 2.0% to 5.0%. The changes are marked in red. This increase will help provide a more stable environment and assist in fulfilling pilot statute requirements.

It will also reduce the burden of a future one-pilot operation from having to pursue rate increases for at least 10 years.

Thank you.

Respectfully,

Captain Reid Hansen

Palm Beach Harbor Pilots' Association