

**PORT OF PALM BEACH DISTRICT
REQUEST FOR DISCUSSION AND
COMMISSION ACTION**

**CONSENT AGENDA
ITEM F-2**

PREPARED BY: Paul J. Zielinski Deputy Director - CFO March 1, 2018

SUBJECT: Cargo Reports and Customer Performance Summary for the month and four months ended January 31, 2018, and prior.

BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and four months ended January 31, 2018, and prior.

ADDITIONAL INFORMATION ATTACHED: No _____ Yes X

FINANCIAL IMPACT: None

RECOMMENDATIONS: The Board of Commissioners is respectfully requested to approve the Cargo Reports and Customer Performance Summary for the month and four months ended January 31, 2018, and prior.

Respectfully Submitted By:



Manuel Almira, Executive Director

DATE ACTION TAKEN: _____

Approved: _____

Disapproved: _____

Deferred To: _____

Incorporated into Minutes: _____

Motion By: _____

Seconded By: _____

Unanimous: Yes _____ No _____

By: _____

**PORT OF PALM BEACH DISTRICT
ALL-CARGO TONNAGE REPORT
JANUARY 2018**

	January 2018 Actual	January 2017 Actual	Variance	Year To Date Oct '17 - Jan '18	Year To Date Oct '16 - Jan '17	Variance
CARGO TONNAGE (in short tons)						
General Cargo						
Container	104,928	96,965	8.21%	455,405	431,068	5.65%
Break-bulk	6,898	4,334	59.16%	30,096	21,177	42.12%
Trans-shipment	4,079	6,654	(38.70%)	17,276	30,620	(43.58%)
Sub-Total General Cargo	<u>115,905</u>	<u>107,953</u>	7.37%	<u>502,777</u>	<u>482,865</u>	4.12%
Bulk and Dry Cargo						
Asphalt	9,385	6,473	44.99%	34,687	38,828	(10.66%)
Diesel Fuel	12,115	0	100.00%	52,478	35,949	45.98%
Utility Fuel Oil	0	0	0.00%	0	0	0.00%
Miscellaneous	0	0	0.00%	0	0	0.00%
Recyclable Steel	9,230	-	100.00%	9,230	0	100.00%
Molasses	0	46,370	(100.00%)	54,753	84,953	(35.55%)
Sugar	58,716	44,947	30.63%	220,080	234,847	(6.29%)
Sub-Total Bulk and Dry Cargo	<u>89,446</u>	<u>97,790</u>	(8.53%)	<u>371,228</u>	<u>394,577</u>	(5.92%)
TOTAL ALL CARGO	<u><u>205,351</u></u>	<u><u>205,743</u></u>	<u><u>(0.19%)</u></u>	<u><u>874,005</u></u>	<u><u>877,442</u></u>	<u><u>(0.39%)</u></u>
Containers - 20-Foot (TEU)						
Inbound	12,745	12,176	4.67%	46,440	47,607	(2.45%)
Outbound	11,815	10,503	12.49%	49,951	47,390	5.40%
Trans-shipment	413	513	(19.49%)	1,703	2,636	(35.39%)
TOTAL TEUs	<u>24,973</u>	<u>23,192</u>	7.68%	<u>98,094</u>	<u>97,633</u>	0.47%
Rail Cars In	755	770	(1.95%)	3,133	3,161	(0.89%)
Rail Cars Out	754	765	(1.44%)	3,138	3,155	(0.54%)
Vessels (cargo)	124	112	10.71%	511	473	8.03%
Vessels (multi-day cruise)	15	12	25.00%	20	53	(62.26%)
Passengers						
Multi-Day Cruise	30,871	27,518	12.18%	42,681	110,473	(61.37%)
Other (includes in-transit)	0	0	0.00%	141	0	100.00%
TOTAL PASSENGERS	<u>30,871</u>	<u>27,518</u>	12.18%	<u>42,822</u>	<u>110,473</u>	(61.24%)

NOTE: Tonnage represents cargo operations during the month(s).

**PORT OF PALM BEACH DISTRICT
CUSTOMER PERFORMANCE SUMMARY
JANUARY 2018**

	CURRENT YEAR		PRIOR YTD	ALL CUSTOMERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 1,320,587			\$ 4,141,866	\$ 4,022,959	
RENTS	364,352	1,464,517	1,418,037	TEUS	24,973	98,094	97,633
TOTAL	<u>\$ 1,684,939</u>	<u>\$ 5,606,383</u>	<u>\$ 5,440,996</u>	RAILCARS	1,509	6,271	6,316
				PASSENGERS	30,871	42,822	110,473

	CURRENT YEAR		PRIOR YTD	TROPICAL SHIPPING	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 421,803			\$ 1,735,934	\$ 1,594,896	
RENTS	112,830	451,321	451,270	TEUS	24,494	96,017	95,521
TOTAL	<u>\$ 534,633</u>	<u>\$ 2,187,255</u>	<u>\$ 2,046,166</u>	RAILCARS	1,503	6,261	6,297

	CURRENT YEAR		PRIOR YTD	MULTI-DAY CRUISE (including parking)	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE-NET	\$ 345,086			\$ 700,565	\$ 998,938	
RENTS	11,216	27,385	66,803	CARS	3,880	5,411	14,442
TOTAL	<u>\$ 356,302</u>	<u>\$ 727,950</u>	<u>\$ 1,065,741</u>	PASSENGERS	30,871	42,681	110,473

	CURRENT YEAR		PRIOR YTD	FLORIDA SUGAR AND MOLASSES	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 97,532			\$ 432,747	\$ 475,300	
RENTS	19,922	79,687	79,687	TEUS	0	0	0
TOTAL	<u>\$ 117,454</u>	<u>\$ 512,434</u>	<u>\$ 554,987</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	TEETERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 56,263			\$ 225,610	\$ 108,746	
RENTS	25,605	113,343	89,543	TEUS	168	651	529
TOTAL	<u>\$ 81,868</u>	<u>\$ 338,953</u>	<u>\$ 198,289</u>	VEHICLES	685	2,758	1,621

	CURRENT YEAR		PRIOR YTD	SOUTH FLORIDA MATERIALS/VALERO	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 28,857			\$ 107,517	\$ 151,575	
RENTS	2,996	11,949	11,695	TEUS	0	0	0
TOTAL	<u>\$ 31,853</u>	<u>\$ 119,466</u>	<u>\$ 163,270</u>	RAILCARS	0	0	9

	CURRENT YEAR		PRIOR YTD	GULFSTREAM	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 17,383			\$ 91,769	\$ 101,638	
RENTS	17,208	70,916	59,454	TEUS	311	1,358	1,547
TOTAL	<u>\$ 34,591</u>	<u>\$ 162,685</u>	<u>\$ 161,092</u>	RAILCARS	2	6	10

	CURRENT YEAR		PRIOR YTD	T PARKER HOST	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 20,783			\$ 124,702	\$ 126,884	
RENTS	419	1,677	1,632	TEUS	0	6	36
TOTAL	<u>\$ 21,202</u>	<u>\$ 126,379</u>	<u>\$ 128,516</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	STONEROCK	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 40,798			\$ 118,298	\$ 40,167	
RENTS	17,948	66,947	65,333	TEUS	0	0	0
TOTAL	<u>\$ 58,746</u>	<u>\$ 185,245</u>	<u>\$ 105,500</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	MINIMUM GUARANTEES
	UNIT	YTD		
	CEMEX(USA)	150,000 st		
So. FL Materials	800,000 bbl	-	59,778	
TOTAL		<u>\$ 151,500</u>	<u>\$ 209,778</u>	

	CURRENT YEAR		PRIOR YTD	ADDITIONAL RENTS
	MONTH	YTD		
	MERCHANTS	\$ 34,122		
GSA	40,557	162,230	162,261	
CBS	10,158	40,036	39,250	
CHENEY	7,931	31,724	28,840	
SHAMBA	18,766	75,064	75,064	
ALL OTHER	37,416	167,278	148,823	
TOTAL	<u>\$ 148,950</u>	<u>\$ 612,820</u>	<u>\$ 566,919</u>	

	CURRENT YEAR		PRIOR YTD	PORT CONTRACTORS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 7,417			\$ 38,555	\$ 7,434	
RENTS	7,258	28,472	25,701	TEUS	0	62	0
TOTAL	<u>\$ 14,675</u>	<u>\$ 67,027</u>	<u>\$ 33,135</u>	RAILCARS	4	4	0