

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

**CONSENT AGENDA
ITEM F-2**

PREPARED BY: Paul J. Zielinski Deputy Director - CFO April 5, 2018

SUBJECT: Cargo Reports and Customer Performance Summary for the month and five months ended February 28, 2018, and prior.

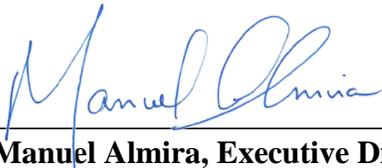
BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and five months ended February 28, 2018, and prior.

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 five months ended February 28, 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
FEBRUARY 2018**

	February 2018 Actual	February 2017 Actual	Variance	Year To Date Oct 17 - Feb 18	Year To Date Oct 16 - Feb 17	Variance
CARGO TONNAGE (in short tons)						
General Cargo						
Container	108,023	104,601	3.27%	563,428	535,669	5.18%
Break-bulk	10,309	7,159	44.00%	40,405	28,336	42.59%
Trans-shipment	5,497	6,561	(16.22%)	22,773	37,181	(38.75%)
Sub-Total General Cargo	<u>123,829</u>	<u>118,321</u>	4.66%	<u>626,606</u>	<u>601,186</u>	4.23%
Bulk and Dry Cargo						
Asphalt	7,017	7,252	(3.24%)	41,704	46,080	(9.50%)
Diesel Fuel	0	0	0.00%	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	6,350	20,274	(68.68%)	15,580	20,274	(23.15%)
Molasses	44,105	0	100.00%	98,858	84,953	16.37%
Sugar	44,100	46,100	(4.34%)	264,180	280,947	(5.97%)
Sub-Total Bulk and Dry Cargo	<u>101,572</u>	<u>73,626</u>	37.96%	<u>472,800</u>	<u>468,203</u>	0.98%
TOTAL ALL CARGO	<u>225,401</u>	<u>191,947</u>	17.43%	<u>1,099,406</u>	<u>1,069,389</u>	2.81%
Containers - 20-Foot (TEU)						
Inbound	12,138	10,111	20.05%	58,578	57,718	1.49%
Outbound	12,274	11,716	4.76%	62,225	59,106	5.28%
Trans-shipment	447	487	(8.21%)	2,150	3,123	(31.16%)
TOTAL TEUs	<u>24,859</u>	<u>22,314</u>	11.41%	<u>122,953</u>	<u>119,947</u>	2.51%
Rail Cars In	771	767	0.52%	3,904	3,928	(0.61%)
Rail Cars Out	758	768	(1.30%)	3,896	3,923	(0.69%)
Vessels (cargo)	120	112	7.14%	631	585	7.86%
Vessels (multi-day cruise)	14	14	0.00%	34	67	(49.25%)
Passengers						
Multi-Day Cruise	37,579	36,795	2.13%	80,260	147,268	(45.50%)
Other (includes in-transit)	0	0	0.00%	141	0	100.00%
TOTAL PASSENGERS	<u>37,579</u>	<u>36,795</u>	2.13%	<u>80,401</u>	<u>147,268</u>	(45.40%)

NOTE: Tonnage represents cargo operations for vessels which have sailed during the month.

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

	ALL CUSTOMERS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 1,218,716	\$ 5,360,581	\$ 5,095,095	TONNAGE	225,401	1,099,406	1,069,389	
RENTS	347,591	1,812,108	1,765,528	TEUS	24,859	122,953	119,947	
TOTAL	<u>\$ 1,566,307</u>	<u>\$ 7,172,689</u>	<u>\$ 6,860,623</u>	RAILCARS	1,529	7,800	7,851	
				PASSENGERS	37,579	80,401	147,268	

	TROPICAL SHIPPING				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 417,029	\$ 2,152,963	\$ 1,972,940	TONNAGE	111,821	574,828	560,759	
RENTS	112,830	564,151	563,994	TEUS	24,364	120,381	117,134	
TOTAL	<u>\$ 529,859</u>	<u>\$ 2,717,114</u>	<u>\$ 2,536,934</u>	RAILCARS	1,500	7,761	7,829	

	MULTI-DAY CRUISE (including parking)				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE-NET	\$ 425,042	\$ 1,125,607	\$ 1,403,831	TONNAGE	0	0	0	
RENTS	11,216	38,601	73,272	CARS	4,889	10,300	19,682	
TOTAL	<u>\$ 436,258</u>	<u>\$ 1,164,208</u>	<u>\$ 1,477,103</u>	PASSENGERS	37,579	80,260	147,268	

	FLORIDA SUGAR AND MOLASSES				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 130,657	\$ 563,404	\$ 546,014	TONNAGE	88,205	363,039	365,899	
RENTS	19,922	99,609	99,609	TEUS	0	0	0	
TOTAL	<u>\$ 150,579</u>	<u>\$ 663,012</u>	<u>\$ 645,623</u>	RAILCARS	0	0	0	

	TEETERS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 34,099	\$ 259,709	\$ 158,197	TONNAGE	3,574	17,695	11,836	
RENTS	25,190	138,532	112,312	TEUS	103	754	829	
TOTAL	<u>\$ 59,289</u>	<u>\$ 398,241</u>	<u>\$ 270,510</u>	VEHICLES	823	3,581	2,373	

	SOUTH FLORIDA MATERIALS/VALERO				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 8,450	\$ 115,967	\$ 159,028	TONNAGE	7,017	94,183	82,029	
RENTS	2,996	14,946	14,628	TEUS	0	0	0	
TOTAL	<u>\$ 11,446</u>	<u>\$ 130,913</u>	<u>\$ 173,654</u>	RAILCARS	0	0	12	

	GULFSTREAM				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 21,190	\$ 112,959	\$ 133,788	TONNAGE	4,305	19,988	22,319	
RENTS	17,208	88,124	74,318	TEUS	392	1,750	1,948	
TOTAL	<u>\$ 38,398</u>	<u>\$ 201,083</u>	<u>\$ 208,106</u>	RAILCARS	2	8	10	

	T PARKER HOST				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 38,592	\$ 163,294	\$ 161,566	TONNAGE	2,441	8,872	5,807	
RENTS	419	2,096	2,040	TEUS	0	6	36	
TOTAL	<u>\$ 39,011</u>	<u>\$ 165,390</u>	<u>\$ 163,606</u>	RAILCARS	0	0	0	

	STONEROCK				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 47,263	\$ 165,561	\$ 97,340	TONNAGE	6,350	15,580	20,274	
RENTS	17,948	84,895	81,667	TEUS	0	0	0	
TOTAL	<u>\$ 65,211</u>	<u>\$ 250,456</u>	<u>\$ 179,006</u>	RAILCARS	0	0	0	

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

	ADDITIONAL RENTS		
	CURRENT YEAR		PRIOR YTD
	MONTH	YTD	
MERCHANTS	\$ 34,122	\$ 170,610	\$ 140,852
GSA	40,557	202,787	202,827
CBS	10,158	50,194	49,210
CHENEY	7,931	39,653	36,769
SHAMBA	-	75,064	93,830
ALL OTHER	39,612	206,893	185,761
TOTAL	<u>\$ 132,380</u>	<u>\$ 745,201</u>	<u>\$ 709,249</u>

	PORT CONTRACTORS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 30,156	\$ 68,710	\$ 7,434	TONNAGE	1,577	4,432	466	
RENTS	7,482	35,954	34,439	TEUS	0	62	0	
TOTAL	<u>\$ 37,638</u>	<u>\$ 104,664</u>	<u>\$ 41,873</u>	RAILCARS	12	16	0	