

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

**CONSENT AGENDA
ITEM F-2**

PREPARED BY: Paul J. Zielinski Deputy Director - CFO May 10, 2018

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

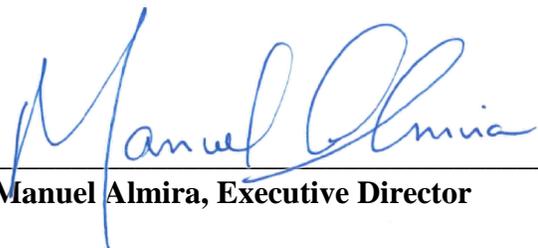
BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and six months ended March 31, 2018, and prior.

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 six months ended March 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
MARCH 2018**

	March 2018 Actual	March 2017 Actual	Variance	Year To Date Oct '17 - Mar '18	Year To Date Oct '16 - Mar '17	Variance
CARGO TONNAGE (in short tons)						
General Cargo						
Container	125,355	121,214	3.42%	688,783	656,883	4.86%
Break-bulk	10,274	6,456	59.14%	50,679	34,792	45.66%
Trans-shipment	4,269	7,702	(44.57%)	27,042	44,883	(39.75%)
Sub-Total General Cargo	<u>139,898</u>	<u>135,372</u>	3.34%	<u>766,504</u>	<u>736,558</u>	4.07%
Bulk and Dry Cargo						
Asphalt	4,503	7,408	(39.21%)	46,207	53,488	(13.61%)
Diesel Fuel	15,064	18,027	(16.44%)	67,542	53,976	25.13%
Utility Fuel Oil	0	0	0.00%	0	0	0.00%
Miscellaneous	0	0	0.00%	0	0	0.00%
Recyclable Steel	0	0	0.00%	15,580	20,274	(23.15%)
Molasses	0	55,128	(100.00%)	98,858	140,081	(29.43%)
Sugar	14,700	77,500	(81.03%)	278,880	358,447	(22.20%)
Sub-Total Bulk and Dry Cargo	<u>34,267</u>	<u>158,063</u>	(78.32%)	<u>507,067</u>	<u>626,266</u>	(19.03%)
TOTAL ALL CARGO	<u><u>174,165</u></u>	<u><u>293,435</u></u>	(40.65%)	<u><u>1,273,571</u></u>	<u><u>1,362,824</u></u>	(6.55%)
Containers - 20-Foot (TEU)						
Inbound	12,917	12,488	3.44%	71,495	70,206	1.84%
Outbound	14,076	13,694	2.79%	76,301	72,800	4.81%
Trans-shipment	359	635	(43.46%)	2,509	3,758	(33.24%)
TOTAL TEUs	<u><u>27,352</u></u>	<u><u>26,817</u></u>	2.00%	<u><u>150,305</u></u>	<u><u>146,764</u></u>	2.41%
Rail Cars In	897	888	1.01%	4,801	4,816	(0.31%)
Rail Cars Out	899	885	1.58%	4,795	4,808	(0.27%)
Vessels (cargo)	142	127	11.81%	773	712	8.57%
Vessels (multi-day cruise)	15	15	0.00%	49	82	(40.24%)
Passengers						
Multi-Day Cruise	44,615	44,293	0.73%	124,875	191,561	(34.81%)
Other (includes in-transit)	0	0	0.00%	141	0	100.00%
TOTAL PASSENGERS	<u><u>44,615</u></u>	<u><u>44,293</u></u>	0.73%	<u><u>125,016</u></u>	<u><u>191,561</u></u>	(34.74%)

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

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

	CURRENT YEAR		PRIOR YTD	ALL CUSTOMERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 1,228,023			\$ 6,588,605	\$ 6,485,215	
RENTS	348,065	2,160,173	2,109,556	TEUS	27,352	150,305	146,764
TOTAL	<u>\$ 1,576,088</u>	<u>\$ 8,748,778</u>	<u>\$ 8,594,771</u>	RAILCARS	1,796	9,596	9,624
				PASSENGERS	44,615	125,016	191,561

	CURRENT YEAR		PRIOR YTD	TROPICAL SHIPPING	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 468,343			\$ 2,621,306	\$ 2,406,581	
RENTS	112,830	676,982	677,301	TEUS	26,801	147,182	143,348
TOTAL	<u>\$ 581,173</u>	<u>\$ 3,298,288</u>	<u>\$ 3,083,882</u>	RAILCARS	1,760	9,521	9,594

	CURRENT YEAR		PRIOR YTD	MULTI-DAY CRUISE (including parking)	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE-NET	\$ 501,668			\$ 1,627,274	\$ 1,878,264	
RENTS	11,216	49,817	78,661	CARS	6,194	16,494	25,801
TOTAL	<u>\$ 512,884</u>	<u>\$ 1,677,091</u>	<u>\$ 1,956,925</u>	PASSENGERS	44,615	124,875	191,561

	CURRENT YEAR		PRIOR YTD	FLORIDA SUGAR AND MOLASSES	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 20,267			\$ 583,671	\$ 771,210	
RENTS	19,922	119,530	119,530	TEUS	0	0	0
TOTAL	<u>\$ 40,189</u>	<u>\$ 703,201</u>	<u>\$ 890,740</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	TEETERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 51,965			\$ 311,675	\$ 207,295	
RENTS	24,917	163,450	131,966	TEUS	177	931	1,057
TOTAL	<u>\$ 76,882</u>	<u>\$ 475,125</u>	<u>\$ 339,261</u>	VEHICLES	1,347	4,928	3,045

	CURRENT YEAR		PRIOR YTD	SOUTH FLORIDA MATERIALS/VALERO	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 27,308			\$ 143,275	\$ 185,173	
RENTS	2,996	17,942	17,561	TEUS	0	0	0
TOTAL	<u>\$ 30,304</u>	<u>\$ 161,217</u>	<u>\$ 202,734</u>	RAILCARS	0	0	16

	CURRENT YEAR		PRIOR YTD	GULFSTREAM	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 29,341			\$ 142,300	\$ 160,682	
RENTS	17,208	105,332	89,182	TEUS	368	2,118	2,323
TOTAL	<u>\$ 46,549</u>	<u>\$ 247,632</u>	<u>\$ 249,864</u>	RAILCARS	2	10	14

	CURRENT YEAR		PRIOR YTD	T PARKER HOST	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 34,101			\$ 197,394	\$ 217,821	
RENTS	419	2,516	2,448	TEUS	6	12	36
TOTAL	<u>\$ 34,520</u>	<u>\$ 199,910</u>	<u>\$ 220,269</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	STONEROCK	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 28,386			\$ 193,947	\$ 123,174	
RENTS	17,948	102,842	98,000	TEUS	0	0	0
TOTAL	<u>\$ 46,334</u>	<u>\$ 296,789</u>	<u>\$ 221,174</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	243,345	243,392	
CBS	10,158	60,352	59,169	
CHENEY	7,931	47,583	44,700	
SHAMBA	-	75,064	112,596	
ALL OTHER	40,583	247,473	231,786	
TOTAL	<u>\$ 133,351</u>	<u>\$ 878,549</u>	<u>\$ 860,665</u>	

	CURRENT YEAR		PRIOR YTD	PORT CONTRACTORS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 17,166			\$ 85,875	\$ 7,434	
RENTS	7,258	43,213	34,242	TEUS	0	62	0
TOTAL	<u>\$ 24,424</u>	<u>\$ 129,088</u>	<u>\$ 41,676</u>	RAILCARS	0	16	0