

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

**CONSENT AGENDA
ITEM E-2**

PREPARED BY: Paul J. Zielinski Deputy Director - CFO July 19, 2018

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

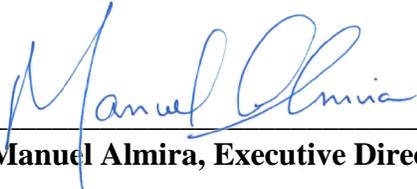
BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and eight months ended May 31, 2018, and prior.

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 eight months ended May 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
MAY 2018**

	May 2018 Actual	May 2017 Actual	Variance	Year To Date Oct '17 - May '18	Year To Date Oct '16 - May '17	Variance
CARGO TONNAGE (in short tons)						
General Cargo						
Container	126,180	104,079	21.23%	919,827	861,253	6.80%
Break-bulk	8,559	13,162	(34.97%)	73,264	58,375	25.51%
Trans-Shipment	6,713	6,770	(0.84%)	40,811	60,755	(32.83%)
Sub-Total General Cargo	<u>141,452</u>	<u>124,011</u>	14.06%	<u>1,033,902</u>	<u>980,383</u>	5.46%
Bulk and Dry Cargo						
Asphalt	17,383	7,052	146.50%	69,928	68,007	2.82%
Diesel Fuel	11,847	12,315	(3.80%)	91,413	81,895	11.62%
Utility Fuel Oil	0	0	n/a	0	0	n/a
Miscellaneous	0	0	n/a	0	0	n/a
Recyclable Steel	12,125	0	100.00%	27,705	20,274	36.65%
Molasses	0	0	n/a	126,420	140,081	(9.75%)
Sugar	44,100	44,100	0.00%	367,080	431,947	(15.02%)
Sub-Total Bulk and Dry Cargo	<u>85,455</u>	<u>63,467</u>	34.64%	<u>682,546</u>	<u>721,930</u>	(5.46%)
TOTAL ALL CARGO	<u><u>226,907</u></u>	<u><u>187,478</u></u>	21.03%	<u><u>1,716,448</u></u>	<u><u>1,722,587</u></u>	(0.36%)
Containers - 20-Foot (TEU)						
Inbound	13,202	11,967	10.32%	96,880	94,442	2.58%
Outbound	13,686	11,284	21.29%	102,352	95,377	7.31%
Trans-shipment	560	580	(3.45%)	3,676	5,050	(27.21%)
TOTAL TEUs	<u><u>27,448</u></u>	<u><u>23,831</u></u>	15.18%	<u><u>202,908</u></u>	<u><u>194,869</u></u>	4.13%
Rail Cars In	965	832	15.99%	6,552	6,391	2.52%
Rail Cars Out	966	821	17.66%	6,560	6,374	2.92%
Vessels (cargo)	124	121	2.48%	1,020	946	7.82%
Vessels (multi-day cruise)	31	13	138.46%	104	109	(4.59%)
Passengers						
Multi-Day Cruise	59,459	35,784	66.16%	236,465	272,857	(13.34%)
Other (includes in-transit)	0	0	n/a	141	0	100.00%
TOTAL PASSENGERS	<u><u>59,459</u></u>	<u><u>35,784</u></u>	66.16%	<u><u>236,606</u></u>	<u><u>272,857</u></u>	(13.29%)

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

**PORT OF PALM BEACH DISTRICT
CUMULATIVE ALL CARGO TONNAGE
FY 2018**

	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Fiscal Year Oct 17 - Sep 18
CARGO TONNAGE (in short tons)													
General Cargo													
Container	118,131	117,208	115,138	104,928	108,023	125,355	104,864	126,180					919,827
Break-bulk	6,159	8,867	8,172	6,898	10,309	10,274	14,026	8,559					73,264
Trans-shipment	3,860	4,882	4,455	4,079	5,497	4,269	7,056	6,713					40,811
Sub-Total General Cargo	128,150	130,957	127,765	115,905	123,829	139,898	125,946	141,452	-	-	-	-	1,033,902
Bulk and Dry Cargo													
Asphalt	7,165	7,079	11,058	9,385	7,017	4,503	6,338	17,383					69,928
Diesel Fuel	11,995	13,451	14,917	12,115	-	15,064	12,024	11,847					91,413
Utility Fuel Oil	-	-	-	-	-	-	-	-					-
Miscellaneous	-	-	-	-	-	-	-	-					-
Recyclable Steel	-	-	-	9,230	6,350	-	-	12,125					27,705
Molasses	-	-	54,753	-	44,105	-	27,562	-					126,420
Sugar	58,716	58,716	43,932	58,716	44,100	14,700	44,100	44,100					367,080
Sub-Total Bulk and Dry Cargo	77,876	79,246	124,660	89,446	101,572	34,267	90,024	85,455	-	-	-	-	682,546
TOTAL ALL CARGO	206,026	210,203	252,425	205,351	225,401	174,165	215,970	226,907	-	-	-	-	1,716,448
Containers - 20-Foot (TEU)													
Inbound	10,415	11,903	11,377	12,745	12,138	12,917	12,183	13,202					96,880
Outbound	12,453	12,558	13,125	11,815	12,274	14,076	12,365	13,686					102,352
Trans-shipment	373	496	421	413	447	359	607	560					3,676
TOTAL TEUs	23,241	24,957	24,923	24,973	24,859	27,352	25,155	27,448	-	-	-	-	202,908
Rail Cars (total)	1,478	1,619	1,665	1,509	1,529	1,796	1,585	1,931					13,112
Vessels (cargo)	116	135	136	124	120	142	123	124					1,020
Vessels (Multi-Day)	-	-	5	15	14	15	24	31					104
Passengers													
Multi-Day	-	-	11,810	30,871	37,579	44,615	52,131	59,459					236,465
Other (includes in transit)	-	-	141	-	-	-	-	-					141
TOTAL PASSENGERS	-	-	11,951	30,871	37,579	44,615	52,131	59,459	-	-	-	-	236,606

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

	ALL CUSTOMERS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 1,361,484	\$ 9,221,039	\$ 8,795,148	TONNAGE	226,907	1,716,448	1,722,587	
RENTS	367,082	2,909,774	2,826,158	TEUS	27,448	202,908	194,869	
TOTAL	\$ 1,728,566	\$ 12,130,813	\$ 11,621,306	RAILCARS	1,931	13,112	12,765	
				PASSENGERS	59,459	236,606	272,857	

	TROPICAL SHIPPING				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 694,900	\$ 3,713,850	\$ 3,165,561	TONNAGE	130,987	942,888	903,220	
RENTS	120,985	903,599	903,916	TEUS	26,898	198,656	190,236	
TOTAL	\$ 815,885	\$ 4,617,449	\$ 4,069,477	RAILCARS	1,907	12,977	12,676	

	MULTI-DAY CRUISE (including parking)				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE-NET	\$ 594,678	\$ 2,773,149	\$ 2,783,436	TONNAGE	0	0	0	
RENTS	12,000	73,033	89,440	CARS	7,772	31,381	36,936	
TOTAL	\$ 606,678	\$ 2,846,182	\$ 2,872,876	PASSENGERS	59,459	236,465	272,857	

	FLORIDA SUGAR AND MOLASSES				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 68,167	\$ 765,993	\$ 876,008	TONNAGE	44,100	493,501	572,028	
RENTS	19,922	159,374	159,374	TEUS	0	0	0	
TOTAL	\$ 88,089	\$ 925,367	\$ 1,035,382	RAILCARS	0	0	0	

	TEETERS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 50,686	\$ 428,237	\$ 303,261	TONNAGE	4,260	35,746	24,972	
RENTS	27,286	217,056	187,964	TEUS	112	1,252	1,432	
TOTAL	\$ 77,972	\$ 645,293	\$ 491,225	VEHICLES	918	7,001	5,169	

	SOUTH FLORIDA MATERIALS/VALERO				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 41,885	\$ 211,109	\$ 241,726	TONNAGE	29,230	161,342	149,903	
RENTS	2,996	23,935	23,426	TEUS	0	0	0	
TOTAL	\$ 44,881	\$ 235,044	\$ 265,152	RAILCARS	3	5	20	

	GULFSTREAM				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 25,686	\$ 193,206	\$ 230,434	TONNAGE	4,850	33,828	38,769	
RENTS	17,208	139,749	118,909	TEUS	438	2,923	3,163	
TOTAL	\$ 42,894	\$ 332,955	\$ 349,343	RAILCARS	0	12	16	

	T PARKER HOST				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 30,104	\$ 252,787	\$ 356,160	TONNAGE	1,203	12,362	12,010	
RENTS	419	3,354	3,264	TEUS	0	15	38	
TOTAL	\$ 30,523	\$ 256,141	\$ 359,424	RAILCARS	0	0	0	

	STONEROCK				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 43,700	\$ 266,033	\$ 174,841	TONNAGE	12,125	27,705	20,274	
RENTS	18,698	139,488	130,667	TEUS	0	0	0	
TOTAL	\$ 62,398	\$ 405,521	\$ 305,507	RAILCARS	0	0	0	

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

	ADDITIONAL RENTS		
	CURRENT YEAR		PRIOR
	MONTH	YTD	
MERCHANTS	\$ 34,122	\$ 272,976	\$ 225,363
GSA	40,557	324,459	324,523
CBS	10,158	80,669	79,087
CHENEY	7,931	63,444	60,561
SHAMBA	-	75,064	150,128
ALL OTHER	47,542	375,844	323,774
TOTAL	\$ 140,310	\$ 1,192,456	\$ 1,163,436

	PORT CONTRACTORS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 1,453	\$ 102,113	\$ 12,532	TONNAGE	0	6,404	703	
RENTS	7,258	57,730	45,762	TEUS	0	62	0	
TOTAL	\$ 8,711	\$ 159,843	\$ 58,294	RAILCARS	0	16	0	