

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

**CONSENT AGENDA  
ITEM F-2**

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**PREPARED BY:** Paul J. Zielinski Deputy Director - CFO August 16, 2018

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**SUBJECT:** Cargo Reports and Customer Performance Summary for the month and nine months ended June 30, 2018, and prior.

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**BACKGROUND:** Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and nine months ended June 30, 2018, and prior.

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**ADDITIONAL INFORMATION ATTACHED:** No \_\_\_\_\_ Yes  X

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**FINANCIAL IMPACT:** None

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**RECOMMENDATIONS:** The Board of Commissioners is respectfully requested to approve the Cargo Reports and Customer Performance Summary for the month and nine months ended June 30, 2018, and prior.

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**Respectfully Submitted By:**

  
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**Manuel Almira, Executive Director**

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**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  
JUNE 2018**

	<b>June 2018 Actual</b>	<b>June 2017 Actual</b>	<b>Variance</b>	<b>Year To Date Oct '17 - June '18</b>	<b>Year To Date Oct '16 - June '17</b>	<b>Variance</b>
<b>CARGO TONNAGE (in short tons)</b>						
<b>General Cargo</b>						
Container	126,309	105,339	19.91%	1,046,136	966,592	8.23%
Break-bulk	10,429	12,494	(16.53%)	83,693	70,869	18.10%
Trans-shipment	6,713	6,019	11.53%	47,524	66,774	(28.83%)
<b>Sub-Total General Cargo</b>	<u>143,451</u>	<u>123,852</u>	15.82%	<u>1,177,353</u>	<u>1,104,235</u>	6.62%
<b>Bulk and Dry Cargo</b>						
Asphalt	13,676	7,329	86.60%	83,604	75,336	10.97%
Diesel Fuel	16,986	18,107	(6.19%)	108,399	100,002	8.40%
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%	27,705	20,274	36.65%
Molasses	13,236	0	100.00%	139,656	140,081	(0.30%)
Sugar	29,400	29,400	0.00%	396,480	461,347	(14.06%)
<b>Sub-Total Bulk and Dry Cargo</b>	<u>73,298</u>	<u>54,836</u>	33.67%	<u>755,844</u>	<u>797,040</u>	(5.17%)
<b>TOTAL ALL CARGO</b>	<u>216,749</u>	<u>178,688</u>	21.30%	<u>1,933,197</u>	<u>1,901,275</u>	1.68%
<b>Containers - 20-Foot (TEU)</b>						
Inbound	13,211	11,120	18.80%	110,091	105,562	4.29%
Outbound	13,711	11,576	18.44%	116,063	106,953	8.52%
Trans-shipment	560	477	17.40%	4,236	5,527	(23.36%)
<b>TOTAL TEUs</b>	<u>27,482</u>	<u>23,173</u>	18.59%	<u>230,390</u>	<u>218,042</u>	5.66%
Rail Cars In	988	794	24.43%	7,540	7,185	4.94%
Rail Cars Out	985	805	22.36%	7,545	7,179	5.10%
Vessels (cargo)	126	107	17.76%	1,146	1,053	8.83%
Vessels (multi-day cruise)	30	14	114.29%	134	123	8.94%
<b>Passengers</b>						
Multi-Day Cruise	58,450	46,457	25.82%	294,915	319,314	(7.64%)
Other (includes in-transit)	0	0	0.00%	141	0	100.00%
<b>TOTAL PASSENGERS</b>	<u>58,450</u>	<u>46,457</u>	25.82%	<u>295,056</u>	<u>319,314</u>	(7.60%)

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

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

	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>	<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Fiscal Year Oct 17 - Sep 18</b>
<b>CARGO TONNAGE (in short tons)</b>													
<b>General Cargo</b>													
Container	118,131	117,208	115,138	104,928	108,023	125,355	104,864	126,180	126,309				1,046,136
Break-bulk	6,159	8,867	8,172	6,898	10,309	10,274	14,026	8,559	10,429				83,693
Trans-Shipments	3,860	4,882	4,455	4,079	5,497	4,269	7,056	6,713	6,713				47,524
<b>Sub-Total General Cargo</b>	<b>128,150</b>	<b>130,957</b>	<b>127,765</b>	<b>115,905</b>	<b>123,829</b>	<b>139,898</b>	<b>125,946</b>	<b>141,452</b>	<b>143,451</b>	-	-	-	<b>1,177,353</b>
<b>Bulk and Dry Cargo</b>													
Asphalt	7,165	7,079	11,058	9,385	7,017	4,503	6,338	17,383	13,676				83,604
Diesel Fuel	11,995	13,451	14,917	12,115	-	15,064	12,024	11,847	16,986				108,399
Utility Fuel Oil	-	-	-	-	-	-	-	-	-				-
Miscellaneous	-	-	-	-	-	-	-	-	-				-
Recyclable Steel	-	-	-	9,230	6,350	-	-	12,125	-				27,705
Molasses	-	-	54,753	-	44,105	-	27,562	-	13,236				139,656
Sugar	58,716	58,716	43,932	58,716	44,100	14,700	44,100	44,100	29,400				396,480
<b>Sub-Total Bulk and Dry Cargo</b>	<b>77,876</b>	<b>79,246</b>	<b>124,660</b>	<b>89,446</b>	<b>101,572</b>	<b>34,267</b>	<b>90,024</b>	<b>85,455</b>	<b>73,298</b>	-	-	-	<b>755,844</b>
<b>TOTAL ALL CARGO</b>	<b>206,026</b>	<b>210,203</b>	<b>252,425</b>	<b>205,351</b>	<b>225,401</b>	<b>174,165</b>	<b>215,970</b>	<b>226,907</b>	<b>216,749</b>	-	-	-	<b>1,933,197</b>
<b>Containers - 20-Foot (TEU)</b>													
Inbound	10,415	11,903	11,377	12,745	12,138	12,917	12,183	13,202	13,211				110,091
Outbound	12,453	12,558	13,125	11,815	12,274	14,076	12,365	13,686	13,711				116,063
Trans-Shipments	373	496	421	413	447	359	607	560	560				4,236
<b>TOTAL TEUs</b>	<b>23,241</b>	<b>24,957</b>	<b>24,923</b>	<b>24,973</b>	<b>24,859</b>	<b>27,352</b>	<b>25,155</b>	<b>27,448</b>	<b>27,482</b>	-	-	-	<b>230,390</b>
Rail Cars (total)	1,478	1,619	1,665	1,509	1,529	1,796	1,585	1,931	1,973				15,085
Vessels (cargo)	116	135	136	124	120	142	123	124	126				1,146
Vessels (Multi-Day)	-	-	5	15	14	15	24	31	30				134
<b>Passengers</b>													
Multi-Day	-	-	11,810	30,871	37,579	44,615	52,131	59,459	58,450				294,915
Other (includes in transit)	-	-	141	-	-	-	-	-	-				141
<b>TOTAL PASSENGERS</b>	<b>-</b>	<b>-</b>	<b>11,951</b>	<b>30,871</b>	<b>37,579</b>	<b>44,615</b>	<b>52,131</b>	<b>59,459</b>	<b>58,450</b>	-	-	-	<b>295,056</b>

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

	ALL CUSTOMERS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 1,328,122	\$ 10,549,161	\$ 9,887,627	TONNAGE	216,749	1,933,197	1,901,275	
RENTS	366,322	3,276,096	3,180,502	TEUS	27,482	230,390	218,042	
TOTAL	<u>\$ 1,694,444</u>	<u>\$ 13,825,257</u>	<u>\$ 13,068,129</u>	RAILCARS	1,973	15,085	14,364	
				PASSENGERS	58,450	295,056	319,314	

	TROPICAL SHIPPING				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 425,815	\$ 4,139,665	\$ 3,536,656	TONNAGE	130,987	1,073,875	1,012,116	
RENTS	120,985	1,024,585	1,017,223	TEUS	26,898	225,554	212,800	
TOTAL	<u>\$ 546,800</u>	<u>\$ 5,164,250</u>	<u>\$ 4,553,879</u>	RAILCARS	1,946	14,923	14,246	

	MULTI-DAY CRUISE (including parking)				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE-NET	\$ 587,035	\$ 3,360,184	\$ 3,255,694	TONNAGE	0	0	0	
RENTS	12,000	85,032	94,829	CARS	7,604	38,985	42,965	
TOTAL	<u>\$ 599,035</u>	<u>\$ 3,445,216</u>	<u>\$ 3,350,523</u>	PASSENGERS	58,450	294,915	319,314	

	FLORIDA SUGAR AND MOLASSES				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 52,952	\$ 818,945	\$ 916,139	TONNAGE	42,636	536,136	601,428	
RENTS	19,922	179,295	179,295	TEUS	0	0	0	
TOTAL	<u>\$ 72,874</u>	<u>\$ 998,240</u>	<u>\$ 1,095,434</u>	RAILCARS	0	0	0	

	TEETERS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 68,358	\$ 496,595	\$ 355,868	TONNAGE	5,717	41,463	32,715	
RENTS	27,426	244,482	212,032	TEUS	202	1,454	1,623	
TOTAL	<u>\$ 95,784</u>	<u>\$ 741,077</u>	<u>\$ 567,900</u>	VEHICLES	1,579	8,580	6,277	

	SOUTH FLORIDA MATERIALS/VALERO				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 43,992	\$ 255,101	\$ 274,863	TONNAGE	30,662	192,004	175,340	
RENTS	2,996	26,931	26,358	TEUS	0	0	0	
TOTAL	<u>\$ 46,988</u>	<u>\$ 282,032</u>	<u>\$ 301,221</u>	RAILCARS	1	6	24	

	GULFSTREAM				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 25,244	\$ 218,450	\$ 262,532	TONNAGE	4,859	38,687	45,013	
RENTS	17,208	156,957	133,772	TEUS	382	3,305	3,581	
TOTAL	<u>\$ 42,452</u>	<u>\$ 375,407</u>	<u>\$ 396,305</u>	RAILCARS	2	14	16	

	T PARKER HOST				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 8,750	\$ 261,537	\$ 373,709	TONNAGE	397	12,759	12,866	
RENTS	419	3,773	3,672	TEUS	0	15	38	
TOTAL	<u>\$ 9,169</u>	<u>\$ 265,310</u>	<u>\$ 377,381</u>	RAILCARS	0	0	0	

	STONEROCK				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 28,386	\$ 294,419	\$ 200,674	TONNAGE	0	27,705	20,274	
RENTS	17,948	157,435	147,000	TEUS	0	0	0	
TOTAL	<u>\$ 46,334</u>	<u>\$ 451,854</u>	<u>\$ 347,674</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	\$ 307,099	\$ 253,533
GSA	40,557	365,017	365,088
CBS	10,158	90,827	89,046
CHENEY	7,931	71,375	68,491
SHAMBA	-	75,064	168,894
ALL OTHER	47,392	423,236	369,748
TOTAL	<u>\$ 140,160</u>	<u>\$ 1,332,618</u>	<u>\$ 1,314,800</u>

	PORT CONTRACTORS				CURRENT YEAR			PRIOR YTD
	CURRENT YEAR		PRIOR YTD		CURRENT YEAR		PRIOR YTD	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 11,026	\$ 113,140	\$ 12,532	TONNAGE	1,349	7,753	703	
RENTS	7,258	64,988	51,521	TEUS	0	62	0	
TOTAL	<u>\$ 18,284</u>	<u>\$ 178,128</u>	<u>\$ 64,053</u>	RAILCARS	3	19	0	