

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

**CONSENT AGENDA
ITEM H-2**

PREPARED BY: Paul J. Zielinski Deputy Director - CFO September 20, 2018

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

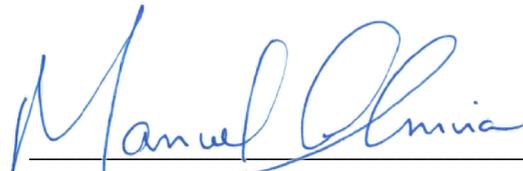
BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and nine months ended June 30, 2018, and prior.

ADDITIONAL INFORMATION ATTACHED: No _____ Yes X

FINANCIAL IMPACT: None

RECOMMENDATIONS: Motion to approve the Cargo Reports and Customer Performance Summary for the month and nine months ended July 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
JULY 2018**

| | July 2018 Actual | July 2017 Actual | Variance | Year To Date Oct '17 - July '18 | Year To Date Oct '16 - July '17 | Variance |
|--------------------------------------|-----------------------------|-----------------------------|-----------------|--------------------------------------------|--------------------------------------------|-----------------|
| CARGO TONNAGE (in short tons) | | | | | | |
| General Cargo | | | | | | |
| Container | 105,888 | 100,946 | 4.90% | 1,133,296 | 1,067,538 | 6.16% |
| Break-bulk | 8,561 | 12,801 | (33.12%) | 92,254 | 83,670 | 10.26% |
| Trans-Shipment | 5,274 | 4,666 | 13.03% | 52,174 | 71,440 | (26.97%) |
| Sub-Total General Cargo | <u>119,723</u> | <u>118,413</u> | 1.11% | <u>1,277,724</u> | <u>1,222,648</u> | 4.50% |
| Bulk and Dry Cargo | | | | | | |
| Asphalt | 9,222 | 7,432 | 24.09% | 92,826 | 82,768 | 12.15% |
| Diesel | 15,004 | 8,932 | 67.98% | 123,403 | 108,934 | 13.28% |
| Utility Fuel Oil | 60,583 | 0 | 100.00% | 60,583 | 0 | 100.00% |
| Miscellaneous | 0 | 0 | 0.00% | 0 | 0 | 0.00% |
| Recyclable Steel | 0 | 9,803 | (100.00%) | 27,705 | 30,077 | (7.89%) |
| Molasses | 0 | 0 | 0.00% | 139,656 | 140,081 | (0.30%) |
| Sugar | 44,016 | 44,100 | (0.19%) | 440,496 | 505,447 | (12.85%) |
| Sub-Total Bulk and Dry Cargo | <u>128,825</u> | <u>70,267</u> | 83.34% | <u>884,669</u> | <u>867,307</u> | 2.00% |
| TOTAL ALL CARGO | <u>248,548</u> | <u>188,680</u> | 31.73% | <u>2,162,393</u> | <u>2,089,955</u> | 3.47% |
| Containers - 20-Foot (TEU) | | | | | | |
| Inbound | 11,248 | 10,896 | 3.23% | 118,780 | 116,458 | 1.99% |
| Outbound | 10,433 | 10,925 | (4.50%) | 122,800 | 117,878 | 4.18% |
| Trans-shipment | 439 | 411 | 6.81% | 4,648 | 5,938 | (21.72%) |
| TOTAL TEUs | <u>22,120</u> | <u>22,232</u> | (0.50%) | <u>246,228</u> | <u>240,274</u> | 2.48% |
| Rail Cars In | 803 | 763 | 5.24% | 8,343 | 7,948 | 4.97% |
| Rail Cars Out | 804 | 759 | 5.93% | 8,349 | 7,938 | 5.18% |
| Vessels (cargo) | 112 | 108 | 3.70% | 1,258 | 1,161 | 8.35% |
| Vessels (multi-day cruise) | 31 | 15 | 106.67% | 165 | 138 | 19.57% |
| Passengers | | | | | | |
| Multi-Day Cruise | 77,113 | 51,219 | 50.56% | 372,028 | 370,533 | 0.40% |
| Other (includes in-transit) | 0 | 0 | 0.00% | 141 | 0 | 100.00% |
| TOTAL PASSENGERS | <u>77,113</u> | <u>51,219</u> | 50.56% | <u>372,169</u> | <u>370,533</u> | 0.44% |

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 | 107,581 | 105,888 | | | 1,133,296 |
| Break-bulk | 6,159 | 8,867 | 8,172 | 6,898 | 10,309 | 10,274 | 14,026 | 8,559 | 10,429 | 8,561 | | | 92,254 |
| Trans-Shipment | 3,860 | 4,882 | 4,455 | 4,079 | 5,497 | 4,269 | 7,056 | 6,713 | 6,089 | 5,274 | | | 52,174 |
| Sub-Total General Cargo | 128,150 | 130,957 | 127,765 | 115,905 | 123,829 | 139,898 | 125,946 | 141,452 | 124,099 | 119,723 | - | - | 1,277,724 |
| Bulk and Dry Cargo | | | | | | | | | | | | | |
| Asphalt | 7,165 | 7,079 | 11,058 | 9,385 | 7,017 | 4,503 | 6,338 | 17,383 | 13,676 | 9,222 | | | 92,826 |
| Diesel Fuel | 11,995 | 13,451 | 14,917 | 12,115 | - | 15,064 | 12,024 | 11,847 | 16,986 | 15,004 | | | 123,403 |
| Utility Fuel Oil | - | - | - | - | - | - | - | - | - | 60,583 | | | 60,583 |
| 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 | 44,016 | | | 440,496 |
| Sub-Total Bulk and Dry Cargo | 77,876 | 79,246 | 124,660 | 89,446 | 101,572 | 34,267 | 90,024 | 85,455 | 73,298 | 128,825 | - | - | 884,669 |
| TOTAL ALL CARGO | 206,026 | 210,203 | 252,425 | 205,351 | 225,401 | 174,165 | 215,970 | 226,907 | 197,397 | 248,548 | - | - | 2,162,393 |
| Containers - 20-Foot (TEU) | | | | | | | | | | | | | |
| Inbound | 10,415 | 11,903 | 11,377 | 12,745 | 12,138 | 12,917 | 12,183 | 13,202 | 10,652 | 11,248 | | | 118,780 |
| Outbound | 12,453 | 12,558 | 13,125 | 11,815 | 12,274 | 14,076 | 12,365 | 13,686 | 10,015 | 10,433 | | | 122,800 |
| Trans-Shipment | 373 | 496 | 421 | 413 | 447 | 359 | 607 | 560 | 533 | 439 | | | 4,648 |
| TOTAL TEUs | 23,241 | 24,957 | 24,923 | 24,973 | 24,859 | 27,352 | 25,155 | 27,448 | 21,200 | 22,120 | - | - | 246,228 |
| Rail Cars (total) | 1,478 | 1,619 | 1,665 | 1,509 | 1,529 | 1,796 | 1,585 | 1,931 | 1,973 | 1,607 | | | 16,692 |
| Vessels (cargo) | 116 | 135 | 136 | 124 | 120 | 142 | 123 | 124 | 126 | 112 | | | 1,258 |
| Vessels (Multi-Day) | - | - | 5 | 15 | 14 | 15 | 24 | 31 | 30 | 31 | | | 165 |
| Passengers | | | | | | | | | | | | | |
| Multi-Day | - | - | 11,810 | 30,871 | 37,579 | 44,615 | 52,131 | 59,459 | 58,450 | 77,113 | | | 372,028 |
| Other (includes in transit) | - | - | 141 | - | - | - | - | - | - | - | | | 141 |
| TOTAL PASSENGERS | - | - | 11,951 | 30,871 | 37,579 | 44,615 | 52,131 | 59,459 | 58,450 | 77,113 | - | - | 372,169 |

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

| | CURRENT YEAR | | PRIOR YTD | ALL CUSTOMERS | CURRENT YEAR | | PRIOR YTD |
|-------|---------------------|----------------------|----------------------|---------------|---------------|---------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 1,596,299 | | | \$ 12,145,460 | \$ 10,969,563 | |
| RENTS | 367,337 | 3,643,433 | 3,533,402 | TEUS | 22,120 | 246,228 | 240,274 |
| TOTAL | <u>\$ 1,963,636</u> | <u>\$ 15,788,893</u> | <u>\$ 14,502,965</u> | RAILCARS | 1,173 | 16,692 | 15,886 |
| | | | | PASSENGERS | 77,113 | 372,169 | 370,533 |

| | CURRENT YEAR | | PRIOR YTD | TROPICAL SHIPPING | CURRENT YEAR | | PRIOR YTD |
|-------|-------------------|---------------------|---------------------|-------------------|--------------|--------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 410,146 | | | \$ 4,512,905 | \$ 3,939,091 | |
| RENTS | 122,142 | 1,146,726 | 1,129,947 | TEUS | 21,502 | 240,774 | 234,572 |
| TOTAL | <u>\$ 532,288</u> | <u>\$ 5,659,631</u> | <u>\$ 5,069,038</u> | RAILCARS | 1,575 | 16,498 | 15,760 |

| | CURRENT YEAR | | PRIOR YTD | MULTI-DAY CRUISE (including parking) | CURRENT YEAR | | PRIOR YTD |
|-------|-------------------|---------------------|---------------------|--------------------------------------|--------------|--------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE-NET | \$ 728,849 | | | \$ 4,089,033 | \$ 3,655,227 | |
| RENTS | 12,000 | 97,032 | 100,219 | CARS | 8,844 | 47,829 | 48,997 |
| TOTAL | <u>\$ 740,849</u> | <u>\$ 4,186,065</u> | <u>\$ 3,755,446</u> | PASSENGERS | 77,113 | 372,028 | 370,533 |

| | CURRENT YEAR | | PRIOR YTD | FLORIDA SUGAR AND MOLASSES | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|---------------------|---------------------|----------------------------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 61,430 | | | \$ 893,059 | \$ 979,497 | |
| RENTS | 19,922 | 199,217 | 199,217 | TEUS | 0 | 0 | 0 |
| TOTAL | <u>\$ 81,352</u> | <u>\$ 1,092,276</u> | <u>\$ 1,178,714</u> | RAILCARS | 0 | 0 | 0 |

| | CURRENT YEAR | | PRIOR YTD | TEETERS | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|-------------------|----------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 70,202 | | | \$ 566,797 | \$ 430,129 | |
| RENTS | 28,021 | 272,503 | 234,008 | TEUS | 190 | 1,644 | 1,875 |
| TOTAL | <u>\$ 98,223</u> | <u>\$ 839,300</u> | <u>\$ 664,137</u> | VEHICLES | 1,160 | 9,740 | 7,146 |

| | CURRENT YEAR | | PRIOR YTD | SOUTH FLORIDA MATERIALS/VALERO | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|-------------------|--------------------------------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 32,175 | | | \$ 287,276 | \$ 294,991 | |
| RENTS | 2,996 | 29,928 | 29,291 | TEUS | 0 | 0 | 0 |
| TOTAL | <u>\$ 35,171</u> | <u>\$ 317,204</u> | <u>\$ 324,282</u> | RAILCARS | 4 | 10 | 28 |

| | CURRENT YEAR | | PRIOR YTD | GULFSTREAM | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|-------------------|------------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 20,471 | | | \$ 238,921 | \$ 277,575 | |
| RENTS | 17,208 | 174,165 | 148,636 | TEUS | 428 | 3,733 | 3,788 |
| TOTAL | <u>\$ 37,679</u> | <u>\$ 413,086</u> | <u>\$ 426,211</u> | RAILCARS | 2 | 16 | 18 |

| | CURRENT YEAR | | PRIOR YTD | T PARKER HOST | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|-------------------|---------------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 16,025 | | | \$ 277,562 | \$ 390,003 | |
| RENTS | 419 | 4,193 | 4,080 | TEUS | 0 | 15 | 39 |
| TOTAL | <u>\$ 16,444</u> | <u>\$ 281,755</u> | <u>\$ 394,083</u> | RAILCARS | 0 | 0 | 0 |

| | CURRENT YEAR | | PRIOR YTD | STONEROCK | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|-------------------|-----------|--------------|------------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 28,386 | | | \$ 322,805 | \$ 240,997 | |
| RENTS | 17,948 | 175,383 | 163,333 | TEUS | 0 | 0 | 0 |
| TOTAL | <u>\$ 46,334</u> | <u>\$ 498,188</u> | <u>\$ 404,330</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 | 405,575 | 405,653 | |
| CBS | 10,158 | 100,985 | 99,005 | |
| CHENEY | 7,931 | 79,305 | 76,422 | |
| SHAMBA | - | 75,064 | 187,660 | |
| ALL OTHER | 46,655 | 469,889 | 415,634 | |
| TOTAL | <u>\$ 139,423</u> | <u>\$ 1,472,039</u> | <u>\$ 1,466,078</u> | |

| | CURRENT YEAR | | PRIOR YTD | PORT CONTRACTORS | CURRENT YEAR | | PRIOR YTD |
|-------|------------------|-------------------|------------------|------------------|--------------|-----------|--------------|
| | MONTH | YTD | | | MONTH | YTD | |
| | REVENUE | \$ 20,151 | | | \$ 133,291 | \$ 12,531 | |
| RENTS | 7,258 | 72,247 | 58,593 | TEUS | 0 | 62 | 0 |
| TOTAL | <u>\$ 27,409</u> | <u>\$ 205,538</u> | <u>\$ 71,124</u> | RAILCARS | 9 | 28 | 0 |