

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

**CONSENT AGENDA
ITEM G-2**

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

SUBJECT: Cargo Reports and Customer Performance Summary for the month ended November 30, 2017 (FY 2018), and prior.

BACKGROUND: Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month ended November 30, 2017 (FY 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 ended November 30, 2017 (FY 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
NOVEMBER 2017**

	NOV 2017 Actual	NOV 2016 Actual	Variance	Year To Date Oct '17 - Nov '17	Year To Date Oct '16 - Nov '16	Variance
CARGO TONNAGE (in short tons)						
General Cargo						
Container	117,208	119,823	(2.18%)	235,339	217,214	8.34%
Break-bulk	8,867	5,046	75.72%	15,026	10,775	39.45%
Trans-Shipment	4,882	10,517	(53.58%)	8,742	17,416	(49.80%)
Sub-Total General Cargo	<u>130,957</u>	<u>135,386</u>	<u>(3.27%)</u>	<u>259,107</u>	<u>245,405</u>	<u>5.58%</u>
Bulk and Dry Cargo						
Asphalt	7,079	6,504	8.84%	14,244	20,672	(31.10%)
Diesel Fuel	13,451	7,993	68.28%	25,446	17,641	44.24%
Utility Fuel Oil	0	0	0.00%	0	0	0.00%
Miscellaneous	0	0	0.00%	0	0	0.00%
Molasses	0	27,560	(100.00%)	0	38,583	(100.00%)
Sugar	58,716	73,100	(19.68%)	117,432	131,100	(10.43%)
Sub-Total Bulk and Dry Cargo	<u>79,246</u>	<u>115,157</u>	<u>(31.18%)</u>	<u>157,122</u>	<u>207,996</u>	<u>(24.46%)</u>
Recyclable Steel	0	0	0.00%	0	0	0.00%
TOTAL ALL CARGO	<u><u>210,203</u></u>	<u><u>250,543</u></u>	<u><u>(16.10%)</u></u>	<u><u>416,229</u></u>	<u><u>453,401</u></u>	<u><u>(8.20%)</u></u>
Containers - 20-Foot (TEU)						
Inbound	12,364	13,179	(6.18%)	23,131	23,579	(1.90%)
Outbound	12,977	13,005	(0.22%)	25,733	23,665	8.74%
Trans-Shipment	496	942	(47.35%)	869	1,549	(43.90%)
TOTAL TEUs	<u><u>25,837</u></u>	<u><u>27,126</u></u>	<u><u>(4.75%)</u></u>	<u><u>49,733</u></u>	<u><u>48,793</u></u>	<u><u>1.93%</u></u>
Rail Cars In	805	841	(4.28%)	1,546	1,496	3.34%
Rail Cars Out	814	844	(3.55%)	1,551	1,497	3.61%
Vessels (cargo)	135	126	7.14%	251	238	5.46%
Vessels (multi-day cruise)	0	14	(100.00%)	0	26	(100.00%)
Passengers						
Multi-Day Cruise	0	27,894	(100.00%)	0	49,699	(100.00%)
Other (includes in-transit)	0	0	0.00%	0	0	0.00%
TOTAL PASSENGERS	<u><u>0</u></u>	<u><u>27,894</u></u>	<u><u>(100.00%)</u></u>	<u><u>0</u></u>	<u><u>49,699</u></u>	<u><u>(100.00%)</u></u>

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

**PORT OF PALM BEACH DISTRICT
CUSTOMER PERFORMANCE SUMMARY
NOVEMBER 2017**

	ALL CUSTOMERS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 932,954	\$ 1,751,473	\$ 1,783,644	TONNAGE	210,203	416,229	453,401	
RENTS	374,901	732,590	713,601	TEUS	25,837	49,733	48,793	
TOTAL	<u>\$ 1,307,855</u>	<u>\$ 2,484,063</u>	<u>\$ 2,497,245</u>	RAILCARS	1,619	3,097	2,993	
				PASSENGERS	0	0	49,699	

	TROPICAL SHIPPING				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 440,987	\$ 868,294	\$ 800,950	TONNAGE	119,763	239,138	230,428	
RENTS	112,830	225,661	225,822	TEUS	25,268	48,631	48,388	
TOTAL	<u>\$ 553,817</u>	<u>\$ 1,093,955</u>	<u>\$ 1,026,773</u>	RAILCARS	1,615	3,093	2,983	

	MULTI-DAY CRUISE (including parking)				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE-NET	\$ 105,000	\$ 210,000	\$ 321,410	TONNAGE	0	0	0	
RENTS	5,389	10,778	40,222	CARS	0	0	6,472	
TOTAL	<u>\$ 110,389</u>	<u>\$ 220,778</u>	<u>\$ 361,632</u>	PASSENGERS	0	0	49,699	

	FLORIDA SUGAR AND MOLASSES				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 92,681	\$ 171,729	\$ 255,329	TONNAGE	58,716	117,432	169,682	
RENTS	19,922	39,843	39,843	TEUS	0	0	0	
TOTAL	<u>\$ 112,603</u>	<u>\$ 211,572</u>	<u>\$ 295,172</u>	RAILCARS	0	0	0	

	TEETERS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 70,197	\$ 104,815	\$ 60,540	TONNAGE	2,959	5,654	3,674	
RENTS	30,586	57,150	44,237	TEUS	165	313	227	
TOTAL	<u>\$ 100,783</u>	<u>\$ 161,965</u>	<u>\$ 104,777</u>	VEHICLES	865	1,378	723	

	SOUTH FLORIDA MATERIALS/VALERO				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 22,034	\$ 45,185	\$ 105,413	TONNAGE	20,530	39,691	38,313	
RENTS	2,996	5,957	5,830	TEUS	0	0	0	
TOTAL	<u>\$ 25,030</u>	<u>\$ 51,142</u>	<u>\$ 111,243</u>	RAILCARS	0	0	0	

	GULFSTREAM				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 24,435	\$ 47,942	\$ 52,481	TONNAGE	4,434	7,977	8,699	
RENTS	21,375	36,500	29,727	TEUS	400	721	723	
TOTAL	<u>\$ 45,810</u>	<u>\$ 84,442</u>	<u>\$ 82,209</u>	RAILCARS	4	4	6	

	T PARKER HOST				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 34,237	\$ 62,375	\$ 68,830	TONNAGE	2,646	3,747	2,251	
RENTS	419	839	816	TEUS	0	6	30	
TOTAL	<u>\$ 34,656</u>	<u>\$ 63,214</u>	<u>\$ 69,646</u>	RAILCARS	0	0	0	

	STONEROCK				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 25,833	\$ 51,667	\$ 9,584	TONNAGE	0	0	0	
RENTS	16,333	32,666	32,667	TEUS	0	0	0	
TOTAL	<u>\$ 42,166</u>	<u>\$ 84,333</u>	<u>\$ 42,251</u>	RAILCARS	0	0	0	

	MINIMUM GUARANTEES		
	CURRENT YEAR		PRIOR
	UNIT	YTD	
CEMEX(USA)	150,000 st	\$ -	\$ 154,000
So. FL Materials	800,000 bbl	-	59,778
TOTAL		<u>\$ -</u>	<u>\$ 213,778</u>

	ADDITIONAL RENTS		
	CURRENT YEAR		PRIOR
	MONTH	YTD	
MERCHANTS	\$ 34,122	\$ 68,244	\$ 56,341
GSA	40,557	81,114	81,131
CBS	9,959	19,918	19,528
CHENEY	7,931	15,862	14,420
SHAMBA	18,766	37,532	37,532
ALL OTHER	46,645	86,383	74,176
TOTAL	<u>\$ 157,980</u>	<u>\$ 309,053</u>	<u>\$ 283,128</u>

	PORT CONTRACTORS				CURRENT YEAR			PRIOR
	CURRENT YEAR		PRIOR		CURRENT YEAR		PRIOR	
	MONTH	YTD			MONTH	YTD		
REVENUE	\$ 15,165	\$ 25,740	\$ 2,758	TONNAGE	935	2,093	352	
RENTS	7,071	14,143	11,309	TEUS	4	62	0	
TOTAL	<u>\$ 22,236</u>	<u>\$ 39,883</u>	<u>\$ 14,067</u>	RAILCARS	0	0	0	