

**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 February 1, 2018

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**SUBJECT:** Cargo Reports and Customer Performance Summary for the month and three months ended December 31, 2017, and prior.

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**BACKGROUND:** Cargo Tonnage, TEU, Rail, Vessel, & Passenger Operating Statistics Reports and Customer Performance Summary for the month and three months ended December 31, 2017, and prior.

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

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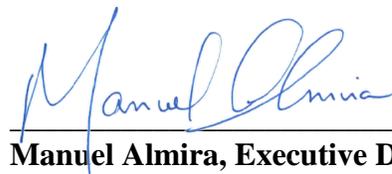
**FINANCIAL IMPACT:** None

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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 three months ended December 31, 2017, 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  
DECEMBER 2017**

	December 2017 Actual	December 2016 Actual	Variance	Year To Date Oct 17 - Dec 17	Year To Date Oct 16 - Dec 16	Variance
<b>CARGO TONNAGE (in short tons)</b>						
<b>General Cargo</b>						
Container	115,138	116,889	(1.50%)	350,477	334,103	4.90%
Break-bulk	8,172	6,068	34.67%	23,198	16,843	37.73%
Trans-Shipment	4,455	6,550	(31.98%)	13,197	23,966	(44.93%)
<b>Sub-Total General Cargo</b>	<u>127,765</u>	<u>129,507</u>	(1.35%)	<u>386,872</u>	<u>374,912</u>	3.19%
<b>Bulk and Dry Cargo</b>						
Asphalt	11,058	11,683	(5.35%)	25,302	32,355	(21.80%)
Diesel Fuel	14,917	18,308	(18.52%)	40,363	35,949	12.28%
Utility Fuel Oil	0	0	0.00%	0	0	0.00%
Miscellaneous	0	0	0.00%	0	0	0.00%
Molasses	54,753	0	100.00%	54,753	38,583	41.91%
Sugar	43,932	58,800	(25.29%)	161,364	189,900	(15.03%)
<b>Sub-Total Bulk and Dry Cargo</b>	<u>124,660</u>	<u>88,791</u>	40.40%	<u>281,782</u>	<u>296,787</u>	(5.06%)
Recyclable Steel	0	0	0.00%	0	0	0.00%
<b>TOTAL ALL CARGO</b>	<u><u>252,425</u></u>	<u><u>218,298</u></u>	15.63%	<u><u>668,654</u></u>	<u><u>671,699</u></u>	(0.45%)
<b>Containers - 20-Foot (TEU)</b>						
Inbound	11,377	11,852	(4.01%)	33,695	35,431	(4.90%)
Outbound	13,125	13,222	(0.73%)	38,136	36,887	3.39%
Trans-Shipment	421	574	(26.66%)	1,290	2,123	(39.24%)
<b>TOTAL TEUs</b>	<u>24,923</u>	<u>25,648</u>	(2.83%)	<u>73,121</u>	<u>74,441</u>	(1.77%)
Rail Cars In	832	895	(7.04%)	2,378	2,391	(0.54%)
Rail Cars Out	833	893	(6.72%)	2,384	2,390	(0.25%)
Vessels (cargo)	136	123	10.57%	387	361	7.20%
Vessels (multi-day cruise)	5	15	(66.67%)	5	41	(87.80%)
<b>Passengers</b>						
Multi-Day Cruise	11,810	33,256	(64.49%)	11,810	82,955	(85.76%)
Other (includes in-transit)	141	0	100.00%	141	0	100.00%
<b>TOTAL PASSENGERS</b>	<u>11,951</u>	<u>33,256</u>	(64.06%)	<u>11,951</u>	<u>82,955</u>	(85.59%)

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



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

	CURRENT YEAR		PRIOR YTD	ALL CUSTOMERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 1,069,810			\$ 2,821,281	\$ 2,911,997	
RENTS	367,576	1,100,165	1,071,873	TEUS	24,923	73,121	74,441
TOTAL	<u>\$ 1,437,386</u>	<u>\$ 3,921,446</u>	<u>\$ 3,983,870</u>	RAILCARS	1,665	4,762	4,781
				PASSENGERS	11,951	11,951	82,955

	CURRENT YEAR		PRIOR YTD	TROPICAL SHIPPING	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 445,837			\$ 1,314,131	\$ 1,219,950	
RENTS	112,830	338,491	338,546	TEUS	24,427	71,523	72,879
TOTAL	<u>\$ 558,667</u>	<u>\$ 1,652,622</u>	<u>\$ 1,558,496</u>	RAILCARS	1,665	4,758	4,767

	CURRENT YEAR		PRIOR YTD	MULTI-DAY CRUISE (including parking)	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE-NET	\$ 145,478			\$ 355,478	\$ 701,706	
RENTS	5,389	16,168	60,333	CARS	1,531	1,531	10,802
TOTAL	<u>\$ 150,867</u>	<u>\$ 371,646</u>	<u>\$ 762,039</u>	PASSENGERS	11,810	18,810	82,955

	CURRENT YEAR		PRIOR YTD	FLORIDA SUGAR AND MOLASSES	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 163,488			\$ 335,216	\$ 338,765	
RENTS	19,922	59,765	59,765	TEUS	0	0	0
TOTAL	<u>\$ 183,410</u>	<u>\$ 394,981</u>	<u>\$ 398,530</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	TEETERS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 64,532			\$ 169,347	\$ 85,449	
RENTS	30,588	87,738	67,762	TEUS	170	483	409
TOTAL	<u>\$ 95,120</u>	<u>\$ 257,085</u>	<u>\$ 153,211</u>	VEHICLES	695	2,073	1,179

	CURRENT YEAR		PRIOR YTD	SOUTH FLORIDA MATERIALS/VALERO	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 33,474			\$ 78,660	\$ 144,990	
RENTS	2,996	8,953	8,763	TEUS	0	0	0
TOTAL	<u>\$ 36,470</u>	<u>\$ 87,613</u>	<u>\$ 153,753</u>	RAILCARS	0	0	8

	CURRENT YEAR		PRIOR YTD	GULFSTREAM	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 26,444			\$ 74,386	\$ 76,140	
RENTS	17,208	53,708	44,591	TEUS	326	1,047	1,123
TOTAL	<u>\$ 43,652</u>	<u>\$ 128,094</u>	<u>\$ 120,731</u>	RAILCARS	0	4	6

	CURRENT YEAR		PRIOR YTD	T PARKER HOST	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 41,544			\$ 103,919	\$ 114,881	
RENTS	419	1,258	1,224	TEUS	0	6	30
TOTAL	<u>\$ 41,963</u>	<u>\$ 105,177</u>	<u>\$ 116,105</u>	RAILCARS	0	0	0

	CURRENT YEAR		PRIOR YTD	STONEROCK	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 25,833			\$ 77,500	\$ 14,334	
RENTS	16,333	48,999	49,000	TEUS	0	0	0
TOTAL	<u>\$ 42,166</u>	<u>\$ 126,499</u>	<u>\$ 63,334</u>	RAILCARS	0	0	0

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

	CURRENT YEAR		PRIOR YTD	ADDITIONAL RENTS
	MONTH	YTD		
	MERCHANTS	\$ 34,122		
GSA	40,557	121,672	121,696	
CBS	9,959	29,877	29,291	
CHENEY	7,931	23,793	21,630	
SHAMBA	18,766	56,298	56,298	
ALL OTHER	43,485	129,865	111,500	
TOTAL	<u>\$ 154,820</u>	<u>\$ 463,871</u>	<u>\$ 424,926</u>	

	CURRENT YEAR		PRIOR YTD	PORT CONTRACTORS	CURRENT YEAR		PRIOR YTD
	MONTH	YTD			MONTH	YTD	
	REVENUE	\$ 5,398			\$ 31,138	\$ 7,394	
RENTS	7,071	21,214	16,963	TEUS	0	62	0
TOTAL	<u>\$ 12,469</u>	<u>\$ 52,352</u>	<u>\$ 24,357</u>	RAILCARS	0	0	0