

**PORT OF PALM BEACH DISTRICT
ALL-CARGO TONNAGE REPORT
MARCH 2019**

| | March 2019 Actual | March 2018 Actual | Variance | Year To Date Oct '18 - Mar '19 | Year To Date Oct '17 - Mar '18 | Variance |
|--------------------------------------|-----------------------|-----------------------|-----------------|-----------------------------------|-----------------------------------|----------------|
| CARGO TONNAGE (in short tons) | | | | | | |
| General Cargo | | | | | | |
| Container | 132,007 | 125,355 | 5.31% | 658,043 | 688,783 | (4.46%) |
| Break-bulk | 15,349 | 10,274 | 49.40% | 51,192 | 50,679 | 1.01% |
| Trans-shipment | 6,430 | 4,269 | 50.62% | 29,812 | 27,042 | 10.24% |
| Sub-Total General Cargo | <u>153,786</u> | <u>139,898</u> | 9.93% | <u>739,047</u> | <u>766,504</u> | (3.58%) |
| Bulk and Dry Cargo | | | | | | |
| Asphalt | 19,820 | 4,503 | 340.15% | 55,467 | 46,207 | 20.04% |
| Diesel Fuel | 0 | 15,064 | (100.00%) | 42,076 | 67,542 | (37.70%) |
| Utility Fuel Oil | 26,283 | 0 | 100.00% | 26,283 | 0 | 100.00% |
| Miscellaneous | 0 | 0 | 0.00% | 8,550 | 0 | 100.00% |
| Recyclable Steel | 10,033 | 0 | 100.00% | 26,237 | 15,580 | 68.40% |
| Molasses | 31,495 | 0 | 100.00% | 73,835 | 98,858 | (25.31%) |
| Sugar | 43,800 | 14,700 | 197.96% | 245,265 | 278,880 | (12.05%) |
| Sub-Total Bulk and Dry Cargo | <u>131,431</u> | <u>34,267</u> | 283.55% | <u>477,713</u> | <u>507,067</u> | (5.79%) |
| TOTAL ALL CARGO | <u><u>285,217</u></u> | <u><u>174,165</u></u> | <u>63.76%</u> | <u><u>1,216,760</u></u> | <u><u>1,273,571</u></u> | <u>(4.46%)</u> |
| Containers - 20-Foot (TEU) | | | | | | |
| Inbound | 10,380 | 12,917 | (19.64%) | 69,753 | 71,495 | (2.44%) |
| Outbound | 13,206 | 14,076 | (6.18%) | 72,323 | 76,301 | (5.21%) |
| Trans-shipment | 538 | 359 | 49.86% | 2,898 | 2,509 | 15.50% |
| TOTAL TEUs | <u><u>24,124</u></u> | <u><u>27,352</u></u> | <u>(11.80%)</u> | <u><u>144,974</u></u> | <u><u>150,305</u></u> | <u>(3.55%)</u> |
| Rail Cars In | 747 | 897 | (16.72%) | 4,713 | 4,801 | (1.83%) |
| Rail Cars Out | 747 | 899 | (16.91%) | 4,701 | 4,795 | (1.96%) |
| Vessels (cargo) | 125 | 133 | (6.02%) | 674 | 698 | (3.44%) |
| Vessels (multi-day cruise) | 31 | 15 | 106.67% | 139 | 49 | 183.67% |
| Passengers | | | | | | |
| Multi-Day Cruise | 55,018 | 44,615 | 23.32% | 201,325 | 124,875 | 61.22% |
| Other (includes in-transit) | 0 | 0 | 0.00% | 0 | 141 | (100.00%) |
| TOTAL PASSENGERS | <u><u>55,018</u></u> | <u><u>44,615</u></u> | <u>23.32%</u> | <u><u>201,325</u></u> | <u><u>125,016</u></u> | <u>61.04%</u> |

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

**PORT OF PALM BEACH DISTRICT
CUSTOMER PERFORMANCE SUMMARY
MARCH 2019**

| | ALL CUSTOMERS | | | | CURRENT YEAR | | | PRIOR |
|---------|---------------|--------------|--------------|------------|--------------|-----------|-----------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 1,239,033 | \$ 7,038,505 | \$ 6,588,605 | TONNAGE | 285,217 | 1,216,760 | 1,273,571 | |
| RENTS | 394,883 | 2,298,712 | 2,160,173 | TEUS | 24,124 | 144,974 | 150,305 | |
| TOTAL | \$ 1,633,916 | \$ 9,337,217 | \$ 8,748,778 | RAILCARS | 1,494 | 9,414 | 9,596 | |
| | | | | PASSENGERS | 55,018 | 201,325 | 125,016 | |

| | TROPICAL SHIPPING | | | | CURRENT YEAR | | | PRIOR |
|---------|-------------------|--------------|--------------|----------|--------------|---------|---------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 480,807 | \$ 2,663,545 | \$ 2,621,306 | TONNAGE | 136,496 | 675,627 | 702,201 | |
| RENTS | 128,204 | 769,224 | 676,982 | TEUS | 23,692 | 142,241 | 147,182 | |
| TOTAL | \$ 609,011 | \$ 3,432,769 | \$ 3,298,288 | RAILCARS | 1,488 | 9,374 | 9,521 | |

| | MULTI-DAY CRUISE (including parking) | | | | CURRENT YEAR | | | PRIOR |
|-------------|--------------------------------------|--------------|--------------|------------|--------------|---------|---------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE-NET | \$ 231,505 | \$ 1,980,542 | \$ 1,627,275 | TONNAGE | 0 | 0 | 0 | |
| RENTS | 12,034 | 73,777 | 49,817 | CARS | 7,041 | 25,472 | 16,494 | |
| TOTAL | \$ 243,539 | \$ 2,054,319 | \$ 1,677,091 | PASSENGERS | 55,018 | 201,325 | 124,875 | |

| | FLORIDA SUGAR AND MOLASSES | | | | CURRENT YEAR | | | PRIOR |
|---------|----------------------------|------------|------------|----------|--------------|---------|---------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 144,144 | \$ 519,822 | \$ 583,671 | TONNAGE | 75,295 | 319,099 | 377,739 | |
| RENTS | 19,387 | 114,847 | 119,530 | TEUS | 0 | 0 | 0 | |
| TOTAL | \$ 163,531 | \$ 634,669 | \$ 703,201 | RAILCARS | 0 | 0 | 0 | |

| | TEETERS | | | | CURRENT YEAR | | | PRIOR |
|---------|--------------|------------|------------|----------|--------------|--------|--------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 56,475 | \$ 251,258 | \$ 311,674 | TONNAGE | 8,500 | 21,863 | 22,997 | |
| RENTS | 32,485 | 137,087 | 163,450 | TEUS | 66 | 723 | 931 | |
| TOTAL | \$ 88,960 | \$ 388,345 | \$ 475,125 | VEHICLES | 329 | 4,045 | 4,928 | |

| | SOUTH FLORIDA MATERIALS/VALERO | | | | CURRENT YEAR | | | PRIOR |
|---------|--------------------------------|------------|------------|----------|--------------|--------|---------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 33,110 | \$ 138,036 | \$ 143,275 | TONNAGE | 19,821 | 97,545 | 113,750 | |
| RENTS | 3,085 | 18,590 | 17,942 | TEUS | 0 | 0 | 0 | |
| TOTAL | \$ 36,195 | \$ 156,626 | \$ 161,217 | RAILCARS | 6 | 28 | 0 | |

| | GULFSTREAM | | | | CURRENT YEAR | | | PRIOR |
|---------|--------------|------------|------------|----------|--------------|--------|--------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 56,034 | \$ 202,621 | \$ 142,300 | TONNAGE | 5,932 | 37,609 | 25,028 | |
| RENTS | 18,779 | 114,871 | 105,332 | TEUS | 366 | 1,982 | 2,118 | |
| TOTAL | \$ 74,813 | \$ 317,492 | \$ 247,632 | RAILCARS | 0 | 4 | 10 | |

| | T PARKER HOST | | | | CURRENT YEAR | | | PRIOR |
|---------|---------------|------------|------------|----------|--------------|-------|-------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 54,184 | \$ 186,254 | \$ 197,394 | TONNAGE | 2,424 | 8,758 | 9,912 | |
| RENTS | 432 | 2,590 | 2,516 | TEUS | 0 | 11 | 12 | |
| TOTAL | \$ 54,616 | \$ 188,844 | \$ 199,910 | RAILCARS | 0 | 0 | 0 | |

| | STONEROCK | | | | CURRENT YEAR | | | PRIOR |
|---------|--------------|------------|------------|----------|--------------|--------|--------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 38,698 | \$ 271,662 | \$ 193,947 | TONNAGE | 10,033 | 26,237 | 15,580 | |
| RENTS | 17,948 | 107,685 | 102,842 | TEUS | 0 | 0 | 0 | |
| TOTAL | \$ 56,646 | \$ 379,347 | \$ 296,789 | RAILCARS | 0 | 0 | 0 | |

| | Berth One International | | | | CURRENT YEAR | | | PRIOR |
|---------|-------------------------|------------|------------|----------|--------------|-----|-------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 32,895 | \$ 198,461 | \$ 163,219 | TONNAGE | 0 | 0 | 0 | |
| RENTS | 5,997 | 27,090 | 8,733 | TEUS | 0 | 0 | 0 | |
| TOTAL | \$ 38,892 | \$ 225,551 | \$ 171,952 | RAILCARS | 0 | 0 | 0 | |

| | PORT CONTRACTORS | | | | CURRENT YEAR | | | PRIOR |
|---------|------------------|------------|------------|----------|--------------|-------|-------|-------|
| | CURRENT YEAR | | PRIOR | | CURRENT YEAR | | PRIOR | |
| | MONTH | YTD | | | MONTH | YTD | | |
| REVENUE | \$ 5,688 | \$ 75,432 | \$ 85,875 | TONNAGE | 176 | 1,788 | 5,424 | |
| RENTS | 7,424 | 44,047 | 43,213 | TEUS | 0 | 17 | 62 | |
| TOTAL | \$ 13,112 | \$ 119,479 | \$ 129,088 | RAILCARS | 0 | 0 | 16 | |

| | MINIMUM GUARANTEES | | | |
|------------------|--------------------|--------------|------------|-------|
| | | CURRENT YEAR | | PRIOR |
| | | MONTH | YTD | |
| CEMEX(USA) | 150,000 st | \$ 156,000 | \$ 151,500 | |
| So. FL Materials | 800,000 bbl | - | - | |
| TOTAL | | \$ 156,000 | \$ 151,500 | |

| | ADDITIONAL RENTS | | |
|-----------|------------------|------------|------------|
| | CURRENT YEAR | | PRIOR |
| | MONTH | YTD | |
| GSA | \$ 40,685 | \$ 244,110 | \$ 243,345 |
| MERCHANTS | 35,146 | 210,874 | 279,796 |
| ALL OTHER | 73,277 | 433,920 | 346,675 |
| TOTAL | \$ 149,108 | \$ 888,904 | \$ 869,816 |