

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

|                                      | NOV<br>2019 Actual    | NOV<br>2018 Actual    | Variance  | Year To Date<br>Oct '19 - Nov '19 | Year To Date<br>Oct '18 - Nov '18 | Variance  |
|--------------------------------------|-----------------------|-----------------------|-----------|-----------------------------------|-----------------------------------|-----------|
| <b>CARGO TONNAGE (in short tons)</b> |                       |                       |           |                                   |                                   |           |
| <b>General Cargo</b>                 |                       |                       |           |                                   |                                   |           |
| Container                            | 124,497               | 106,219               | 17.21%    | 237,655                           | 218,582                           | 8.73%     |
| Break-bulk                           | 6,039                 | 7,730                 | (21.88%)  | 11,659                            | 16,586                            | (29.71%)  |
| Trans-Shipment                       | 7,533                 | 5,950                 | 26.61%    | 14,452                            | 11,858                            | 21.87%    |
| <b>Sub-Total General Cargo</b>       | <u>138,069</u>        | <u>119,899</u>        | 15.15%    | <u>263,766</u>                    | <u>247,026</u>                    | 6.78%     |
| <b>Bulk and Dry Cargo</b>            |                       |                       |           |                                   |                                   |           |
| Asphalt                              | 9,920                 | 17,087                | (41.94%)  | 22,309                            | 17,087                            | 30.56%    |
| Diesel Fuel                          | 8,947                 | 0                     | 100.00%   | 19,283                            | 15,019                            | 28.39%    |
| Utility Fuel Oil                     | 0                     | 0                     | 0.00%     | 0                                 | 0                                 | 0.00%     |
| Miscellaneous                        | 276                   | 2,205                 | (87.48%)  | 5,733                             | 4,525                             | 26.69%    |
| Recyclable Steel                     | 0                     | 16,204                | (100.00%) | 0                                 | 16,204                            | (100.00%) |
| Molasses                             | 0                     | 20,946                | (100.00%) | 19,757                            | 20,946                            | (5.68%)   |
| Sugar                                | 72,816                | 29,000                | 151.09%   | 116,616                           | 69,353                            | 68.15%    |
| <b>Sub-Total Bulk and Dry Cargo</b>  | <u>91,959</u>         | <u>85,442</u>         | 7.63%     | <u>183,698</u>                    | <u>143,134</u>                    | 28.34%    |
| <b>TOTAL ALL CARGO</b>               | <u><u>230,028</u></u> | <u><u>205,341</u></u> | 12.02%    | <u><u>447,464</u></u>             | <u><u>390,160</u></u>             | 14.69%    |
| <b>Containers - 20-Foot (TEU)</b>    |                       |                       |           |                                   |                                   |           |
| Inbound                              | 10,969                | 9,566                 | 14.67%    | 24,376                            | 23,370                            | 4.30%     |
| Outbound                             | 14,075                | 12,241                | 14.98%    | 26,745                            | 24,406                            | 9.58%     |
| Trans-Shipment                       | 745                   | 470                   | 58.51%    | 1,392                             | 974                               | 42.92%    |
| <b>TOTAL TEUs</b>                    | <u><u>25,789</u></u>  | <u><u>22,277</u></u>  | 15.77%    | <u><u>52,513</u></u>              | <u><u>48,750</u></u>              | 7.72%     |
| Rail Cars In                         | 672                   | 908                   | (25.99%)  | 1,473                             | 1,758                             | (16.21%)  |
| Rail Cars Out                        | 672                   | 907                   | (25.91%)  | 1,476                             | 1,753                             | (15.80%)  |
| Vessels (cargo)                      | 115                   | 111                   | 3.60%     | 235                               | 214                               | 9.81%     |
| Vessels (multi-day cruise)           | 30                    | 15                    | 100.00%   | 55                                | 31                                | 77.42%    |
| <b>Passengers</b>                    |                       |                       |           |                                   |                                   |           |
| Multi-Day Cruise                     | 21,945                | 28,254                | (22.33%)  | 37,667                            | 51,883                            | (27.40%)  |
| Other (includes in-transit)          | 0                     | 0                     | 0.00%     | 0                                 | 0                                 | 0.00%     |
| <b>TOTAL PASSENGERS</b>              | <u><u>21,945</u></u>  | <u><u>28,254</u></u>  | (22.33%)  | <u><u>37,667</u></u>              | <u><u>51,883</u></u>              | (27.40%)  |

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



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

|       | CURRENT YEAR |              | PRIOR<br>YTD | ALL CUSTOMERS | CURRENT YEAR |              | PRIOR<br>YTD |
|-------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|
|       | MONTH        | YTD          |              |               | MONTH        | YTD          |              |
|       | REVENUE      | \$ 1,004,166 |              |               | \$ 2,005,526 | \$ 2,479,223 |              |
| RENTS | 393,567      | 787,998      | 752,990      | TEUS          | 25,789       | 52,513       | 48,750       |
| TOTAL | \$ 1,397,733 | \$ 2,793,524 | \$ 3,232,213 | RAILCARS      | 1,344        | 2,949        | 3,511        |
|       |              |              |              | PASSENGERS    | 21,945       | 37,667       | 51,883       |

|       | CURRENT YEAR |              | PRIOR<br>YTD | TROPICAL SHIPPING | CURRENT YEAR |            | PRIOR<br>YTD |
|-------|--------------|--------------|--------------|-------------------|--------------|------------|--------------|
|       | MONTH        | YTD          |              |                   | MONTH        | YTD        |              |
|       | REVENUE      | \$ 453,392   |              |                   | \$ 893,608   | \$ 908,701 |              |
| RENTS | 134,483      | 268,967      | 256,408      | TEUS              | 25,473       | 51,965     | 47,588       |
| TOTAL | \$ 587,875   | \$ 1,162,575 | \$ 1,165,109 | RAILCARS          | 1,332        | 2,931      | 3,494        |

|       | CURRENT YEAR |            | PRIOR<br>YTD | MULTI-DAY CRUISE (including parking) | CURRENT YEAR |            | PRIOR<br>YTD |
|-------|--------------|------------|--------------|--------------------------------------|--------------|------------|--------------|
|       | MONTH        | YTD        |              |                                      | MONTH        | YTD        |              |
|       | REVENUE-NET  | \$ 220,370 |              |                                      | \$ 467,957   | \$ 880,226 |              |
| RENTS | 12,351       | 24,702     | 23,999       | CARS                                 | 2,452        | 3,941      | 6,972        |
| TOTAL | \$ 232,721   | \$ 492,659 | \$ 904,226   | PASSENGERS                           | 21,945       | 37,667     | 51,883       |

|       | CURRENT YEAR |            | PRIOR<br>YTD | FLORIDA SUGAR AND MOLASSES | CURRENT YEAR |            | PRIOR<br>YTD |
|-------|--------------|------------|--------------|----------------------------|--------------|------------|--------------|
|       | MONTH        | YTD        |              |                            | MONTH        | YTD        |              |
|       | REVENUE      | \$ 133,612 |              |                            | \$ 230,973   | \$ 143,070 |              |
| RENTS | 19,387       | 38,775     | 37,298       | TEUS                       | 0            | 0          | 0            |
| TOTAL | \$ 152,999   | \$ 269,748 | \$ 180,368   | RAILCARS                   | 0            | 0          | 0            |

|       | CURRENT YEAR |           | PRIOR<br>YTD | TEETERS  | CURRENT YEAR |            | PRIOR<br>YTD |
|-------|--------------|-----------|--------------|----------|--------------|------------|--------------|
|       | MONTH        | YTD       |              |          | MONTH        | YTD        |              |
|       | REVENUE      | \$ 13,796 |              |          | \$ 37,731    | \$ 103,413 |              |
| RENTS | 23,903       | 47,540    | 42,825       | TEUS     | 84           | 180        | 338          |
| TOTAL | \$ 37,699    | \$ 85,271 | \$ 146,238   | VEHICLES | 177          | 556        | 2,252        |

|       | CURRENT YEAR |           | PRIOR<br>YTD | SOUTH FLORIDA MATERIALS/VALERO | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|-----------|--------------|--------------------------------|--------------|-----------|--------------|
|       | MONTH        | YTD       |              |                                | MONTH        | YTD       |              |
|       | REVENUE      | \$ 42,502 |              |                                | \$ 71,975    | \$ 47,609 |              |
| RENTS | 3,085        | 6,169     | 6,252        | TEUS                           | 0            | 0         | 0            |
| TOTAL | \$ 45,587    | \$ 78,144 | \$ 53,861    | RAILCARS                       | 2            | 8         | 9            |

|       | CURRENT YEAR |            | PRIOR<br>YTD | GULFSTREAM | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|------------|--------------|------------|--------------|-----------|--------------|
|       | MONTH        | YTD        |              |            | MONTH        | YTD       |              |
|       | REVENUE      | \$ 43,172  |              |            | \$ 119,599   | \$ 63,328 |              |
| RENTS | 19,495       | 38,990     | 38,017       | TEUS       | 209          | 329       | 815          |
| TOTAL | \$ 62,667    | \$ 158,589 | \$ 101,345   | RAILCARS   | 0            | 0         | 2            |

|       | CURRENT YEAR |          | PRIOR<br>YTD | T PARKER HOST | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|----------|--------------|---------------|--------------|-----------|--------------|
|       | MONTH        | YTD      |              |               | MONTH        | YTD       |              |
|       | REVENUE      | \$ 180   |              |               | \$ 779       | \$ 39,007 |              |
| RENTS | 444          | 889      | 862          | TEUS          | 0            | 0         | 0            |
| TOTAL | \$ 624       | \$ 1,668 | \$ 39,869    | RAILCARS      | 0            | 0         | 0            |

|       | CURRENT YEAR |           | PRIOR<br>YTD | STONEROCK | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|
|       | MONTH        | YTD       |              |           | MONTH        | YTD       |              |
|       | REVENUE      | \$ 28,386 |              |           | \$ 56,772    | \$ 85,186 |              |
| RENTS | 17,948       | 35,895    | 35,895       | TEUS      | 0            | 0         | 0            |
| TOTAL | \$ 46,334    | \$ 92,667 | \$ 121,081   | RAILCARS  | 0            | 0         | 0            |

|       | CURRENT YEAR |           | PRIOR<br>YTD | Berth One International | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|-----------|--------------|-------------------------|--------------|-----------|--------------|
|       | MONTH        | YTD       |              |                         | MONTH        | YTD       |              |
|       | REVENUE      | \$ 3,800  |              |                         | \$ 7,600     | \$ 64,631 |              |
| RENTS | 1,848        | 3,696     | 4,432        | TEUS                    | 0            | 0         | 0            |
| TOTAL | \$ 5,648     | \$ 11,296 | \$ 69,063    | RAILCARS                | 0            | 0         | 0            |

|       | CURRENT YEAR |           | PRIOR<br>YTD | PORT CONTRACTORS | CURRENT YEAR |           | PRIOR<br>YTD |
|-------|--------------|-----------|--------------|------------------|--------------|-----------|--------------|
|       | MONTH        | YTD       |              |                  | MONTH        | YTD       |              |
|       | REVENUE      | \$ 26,722 |              |                  | \$ 41,248    | \$ 33,701 |              |
| RENTS | 7,424        | 14,847    | 14,517       | TEUS             | 23           | 39        | 9            |
| TOTAL | \$ 34,146    | \$ 56,095 | \$ 48,218    | RAILCARS         | 0            | 0         | 0            |

|                  | MINIMUM GUARANTEES |            | PRIOR<br>YEAR |
|------------------|--------------------|------------|---------------|
|                  | CURRENT YEAR       |            |               |
|                  | CEMEX(USA)         | 150,000 st |               |
| So. FL Materials | 800,000 bbl        | 17,665     | n/a           |
| TOTAL            |                    | \$ 17,665  | \$ -          |

|           | ADDITIONAL RENTS |            | PRIOR<br>YTD |
|-----------|------------------|------------|--------------|
|           | CURRENT YEAR     |            |              |
|           | MONTH            | YTD        |              |
| GSA       | \$ 40,769        | \$ 81,537  | \$ 81,370    |
| MERCHANTS | 35,673           | 71,346     | 70,291       |
| ALL OTHER | 76,757           | 154,645    | 140,824      |
| TOTAL     | \$ 153,199       | \$ 307,528 | \$ 292,485   |