▼ Initiatives

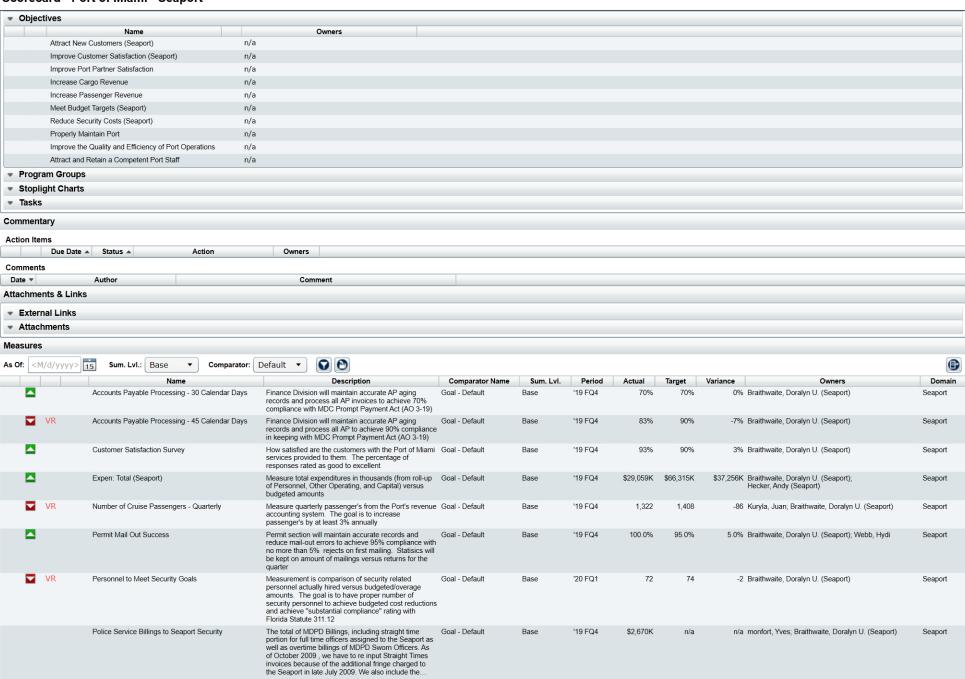
| rma    | tion   |         |                         |           |                    |                |             |                  |   |   |
|--------|--|---------|-------------------------|-----------|--------------------|----------------|-------------|------------------|---|---|
|        | Name: Port of Miami - Seaport                            |         |                         |           |                    |                |             |                  |   |   |
|        | Description: n/a   |         |                         |           |                    |                |             |                  |   |   |
|        |  |         |                         |           |                    |                |             |                  |   |   |
|        | Domain: Seaport  |         |                         |           |                    |                |             |                  |   |   |
|        | Owners: n/a  |         |                         |           |                    |                |             |                  |   |   |
| etails |  |         |                         |           |                    |                |             |                  |   |   |
|        |  | As Of   |                         | Actual    | Business Plan Goal |                | FYTD Actual | FYTD Goal        | Owners  |   |
| w 1    | I.0 Customer   |         |                         |           |                    |                |             |                  |   | 1.0 Customer  |
| _      | Attract New Customers (Seaport)                          |         |                         |           |                    |                |             |                  | n/a   | Attract New Customers (Seaport)   |
| •      | TEUs (Twenty Foot Equivalent Units)                      | '19 FQ4 |                         | 283,131   | 270,000            |                | 1,120,913   | 1 080 000        | Braithwaite, Doralyn U. (Seaport); Kuryla, Juan               | TEUs (Twenty Foot Equivalent Units)   |
|        | Seaport Cargo Tonnage - Quarterly                        | '19 FQ4 | _                       | 2,596     | 2,438              |                | 10,122      |                  | Braithwaite, Doralyn U. (Seaport); Kuryla, Juan               | Seaport Cargo Tonnage - Quarterly   |
|        | Number of Cruise Passengers - Quarterly                  | '19 FQ4 |                         | 1,322     | 1,408              | _              | 6,824       |                  | Kuryla, Juan; Braithwaite, Doralyn U. (Seaport)               | Number of Cruise Passengers - Quarterly   |
| ~      | Improve Customer Satisfaction (Seaport)                  |         | _                       |           |                    | _              |             |                  | n/a   | Improve Customer Satisfaction (Seaport)   |
|        | Customer Satisfaction Survey                             | '19 FQ4 |                         | 93%       | 90%                |                | 94%         | 90%              | Braithwaite, Doralyn U. (Seaport)                             | Customer Satisfaction Survey  |
| ~      | Improve Port Partner Satisfaction                        |         |                         |           |                    |                |             |                  | n/a   | Improve Port Partner Satisfaction   |
|        | Permit Mail Out Success                                  | '19 FQ4 |                         | 100.0%    | 95.0%              |                | 100.0%      | 95.0%            | Braithwaite, Doralyn U. (Seaport); Webb, Hydi                 | Permit Mail Out Success   |
| w 2    | 2.0 Financial  |         |                         | 100.070   | 00.070             |                | 100.070     | 00.070           |   | 2.0 Financial   |
| *      | Increase Cargo Revenue                                   |         |                         |           |                    |                |             |                  | n/a   | Increase Cargo Revenue  |
| *      | Total Cargo Revenue - Quarterly                          | '19 FQ4 |                         | \$9,269K  | \$9,417K           |                | \$40,952K   | \$37.667K        | Braithwaite, Doralyn U. (Seaport)                             | Total Cargo Revenue - Quarterly   |
| ~      | Increase Passenger Revenue                               | 101 024 | -                       | ψυ,Σουιτ  | ΨΟ,ΨΙΙΚ            |                | ψ40,002IC   | \$57,55710       | n/a   | Increase Passenger Revenue  |
| *      | Total Seaport Passenger Revenue - Quarterly              | '19 FQ4 |                         | \$13,914K | \$13,789K          |                | \$74,820K   | \$76.439K        | Braithwaite, Doralyn U. (Seaport)                             | Total Seaport Passenger Revenue - Quarterly   |
| ~      | Meet Budget Targets (Seaport)                            | 13 ( Q4 |                         | \$15,514K | \$15,7651          | м              | \$74,02UK   | \$70,436K        | n/a   | Meet Budget Targets (Seaport)   |
| *      | • • • • •  | 110 FO4 |                         | ¢20 0E0K  | PGC 24EV           | -              | \$170 000K  | ¢aee aeev        |   |   |
|        | Expen: Total (Seaport)                                   | '19 FQ4 | _                       | \$29,059K | \$66,315K          | _              | \$178,892K  |                  | Braithwaite, Doralyn U. (Seaport)<br>; Hecker, Andy (Seaport) |   |
|        | Revenue: Total (Seaport)                                 | '19 FQ4 | _                       | \$50,647K | \$66,315K          |                | \$282,408K  |                  | Kuryla, Juan; Braithwaite, Doralyn U. (Seaport)               |   |
|        | Seaport Tenant Occupancy Rates - Quarterly               | '19 FQ4 |                         | 99%       | 95%                |                | 99%         |                  | Braithwaite, Doralyn U. (Seaport)                             |   |
|        | Positions: Full-Time Filled (PORT)                       | '19 FQ4 |                         | 325       | 345<br>(325 - 345) |                | 325         | 345<br>(325-345) | Braithwaite, Doralyn U. (Seaport); Kuryla, Juan               | Seaport Tenant Occupancy Rates - Quarterly Positions: Full-Time Filled (PORT)  Reduce Security Costs (Seaport)  ort) Seaport Security Officers Overtime Hours |
| ~      | Reduce Security Costs (Seaport)                          |         |                         |           |                    |                |             |                  | n/a   | Reduce Security Costs (Seaport)   |
|        | Seaport Security Officers Overtime Hours                 | '19 FQ4 |                         | 1,646Hrs  | 3,121Hrs           | $\overline{}$  | 16,153Hrs   | 15,616Hrs        | monfort, Yves; Braithwaite, Doralyn U. (Seaport)              | Seaport Security Officers Overtime Hours  |
|        | Reduce MDPD Overtime Billing to Seaport<br>Security      | '19 FQ4 |                         | \$558K    | n/a                |                | \$2,726K    | n/a              | Braithwaite, Doralyn U. (Seaport); monfort, Yves              | Reduce MDPD Overtime Billing to Seaport<br>Security   |
|        | Police Service Billings to Seaport Security              | '19 FQ4 |                         | \$2,670K  | n/a                |                | \$12,003K   | n/a              | monfort, Yves; Braithwaite, Doralyn U. (Seaport)              | Police Service Billings to Seaport Security   |
| ₩ 3    | 3.0 Internal   |         |                         |           |                    |                |             |                  |   | 3.0 Internal  |
|        | Properly Maintain Port                                   |         |                         |           |                    |                |             |                  | n/a   | Properly Maintain Port  |
| ~      | Improve the Quality and Efficiency of Port<br>Operations |         |                         |           |                    |                |             |                  | n/a   | Improve the Quality and Efficiency of Port<br>Operations  |
|        | Seaport Gantry Crane availability (%) Quarterly          | '19 FQ4 | $\overline{}$           | 98.4      | 98.8               |                | 98.8        | 98.7             | Braithwaite, Doralyn U. (Seaport)                             | Seaport Gantry Crane availability (%) Quarterly   |
|        | Accounts Payable Processing - 45 Calendar Days           | '19 FQ4 | $\overline{\mathbf{v}}$ | 83%       | 90%                | $\blacksquare$ | 84%         |                  | Braithwaite, Doralyn U. (Seaport)                             | Accounts Payable Processing - 45 Calendar Days  |
|        | Accounts Payable Processing - 30 Calendar<br>Days        | '19 FQ4 |                         | 70%       | 70%                |                | 71%         | 70%              | Braithwaite, Doralyn U. (Seaport)                             | Accounts Payable Processing - 30 Calendar<br>Days   |
|        | Reduce Crane Management Overtime Hours                   | '19 FQ4 | $\overline{}$           | 10,089Hrs | 5,752Hrs           | lacksquare     | 30,745Hrs   | 25,856Hrs        | Kuryla, Juan; Braithwaite, Doralyn U. (Seaport)               | Reduce Crane Management Overtime Hours  |
|        | Purchase Requistion Processing                           | '19 FQ4 | _                       | 95%       | 95%                | _              | 96%         | 95%              | Braithwaite, Doralyn U. (Seaport)                             | Purchase Requistion Processing  |
| W 4    | I.0 Learning and Growth                                  |         |                         |           |                    |                |             |                  |   | 4.0 Learning and Growth   |
| ~      | Attract and Retain a Competent Port Staff                |         |                         |           |                    |                |             |                  | n/a   | Attract and Retain a Competent Port Staff   |
|        | Personnel to Meet Security Goals                         | '20 FQ1 | $\overline{}$           | 72        | 74                 | lacksquare     | 72          | 74               | Braithwaite, Doralyn U. (Seaport)                             | Personnel to Meet Security Goals  |
| nked   | Objects  |         |                         |           |                    |                |             |                  |   |   |
| Chil   | d Scorecards   |         |                         |           |                    |                |             |                  |   |   |
| Pare   | ent Scorecards   |         |                         |           |                    |                |             |                  |   |   |
|        | Name   |         |                         | Owners    |                    |                |             |                  |   |   |
|        | conomic Development Strategic Area Scorecard             | n/a     |                         |           |                    |                |             |                  |   |   |

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## Scorecard - Port of Miami - Seaport

VR

Positions: Full-Time Filled (PORT)



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'19 FQ4

345

(325 - 345)

-20 Braithwaite, Doralyn U. (Seaport); Kuryla, Juan

Seaport

The "actual" reflects the number of full-time positions Goal - Default

that are filled; the "goal" reflects the number of full-time

budgeted positions.

## Scorecard - Port of Miami - Seaport

|             | •  |   |                |      |         |           |           |  |         |
|-------------|--|---|----------------|------|---------|-----------|-----------|--|---------|
|             | Purchase Requistion Processing                   | Utilize ADPICS to calculate the percentage of requisitions completed versus all requisitions issued during the period to achieve a completion rate of 80%. Previously the target rate was 77% in FY 2006. | Goal - Default | Base | '19 FQ4 | 95%       | 95%       | 0% Braithwaite, Doralyn U. (Seaport)                       | Seaport |
| <b>▼</b> VR | Reduce Crane Management Overtime Hours           | This measure compares past overtime hours with<br>present hours. The goal is to reduce crane<br>management overtime hours whilst operating<br>effectively and efficiently.                                | Goal - Default | Base | '19 FQ4 | 10,089Hrs | 5,752Hrs  | -4,337Hrs Kuryla, Juan; Braithwaite, Doralyn U. (Seaport)  | Seaport |
|             | Reduce MDPD Overtime Billing to Seaport Security | To reduce MDPD's billing for Overtime of sworn officers at Seaport as required by the FSP's requirements. This is to be achieved by the increase in the full time MDPD officers assigned to the Seaport.  | Goal - Default | Base | '19 FQ4 | \$558K    | n/a       | n/a Braithwaite, Doralyn U. (Seaport); monfort, Yves       | Seaport |
| <b>▼</b> VR | Revenue: Total (Seaport)                         | Measure total revenue in thousands (from FAMIS) versus budget   | Goal - Default | Base | '19 FQ4 | \$50,647K | \$66,315K | \$-15,668K Kuryla, Juan; Braithwaite, Doralyn U. (Seaport) | Seaport |
|             | Seaport Cargo Tonnage - Quarterly                | Measure tonnage each quarter in the Port revenue accounting system. The goal is to increase Cargo tonnage 3% annually.  | Goal - Default | Base | '19 FQ4 | 2,596     | 2,438     | 158 Braithwaite, Doralyn U. (Seaport); Kuryla, Juan        | Seaport |
| <b>▼</b> VR | Seaport Gantry Crane availability (%) Quarterly  | Measurement is the percentage of time an available<br>crane is operable and not out of service due to a<br>maintenance problem. The goal is to achieve<br>availability of 98.9%                           | Goal - Default | Base | '19 FQ4 | 98.4      | 98.8      | -0.4 Braithwaite, Doralyn U. (Seaport)                     | Seaport |
| ✓ VR        | Seaport Security Officers Overtime Hours         | Track the number of overtime hours that our own<br>Seaport Security Personnel work per quarter.   | Goal - Default | Base | '19 FQ4 | 1,646Hrs  | 3,121Hrs  | 1,475Hrs monfort, Yves; Braithwaite, Doralyn U. (Seaport)  | Seaport |
|             | Seaport Tenant Occupancy Rates - Quarterly       | Measure quarterly % of seaport available tenant space occupied with a goal of 95% available square footage rented   | Goal - Default | Base | '19 FQ4 | 99%       | 95%       | 4% Braithwaite, Doralyn U. (Seaport)                       | Seaport |
|             | TEUs (Twenty Foot Equivalent Units)              | Measurement of traffic based on TEU's   | Goal - Default | Base | '19 FQ4 | 283,131   | 270,000   | 13,131 Braithwaite, Doralyn U. (Seaport); Kuryla, Juan     | Seaport |
| <b>▼</b> VR | Total Cargo Revenue - Quarterly                  | Dockage and wharfage yearly statistics will be derived from the Port's revenue accounting system. The goal is to increase cargo tonnage and tariff rates to achieve a 6% annual revenue growth            | Goal - Default | Base | '19 FQ4 | \$9,269K  | \$9,417K  | \$-147K Braithwaite, Doralyn U. (Seaport)                  | Seaport |
|             | Total Seaport Passenger Revenue - Quarterly      | Dockage and wharfage revenue will be derived from<br>the Port's revenue accounting system. The goal is to<br>increase revenues 6% annually with a combination of<br>new services and tariff increases     | Goal - Default | Base | '19 FQ4 | \$13,914K | \$13,789K | \$124K Braithwaite, Doralyn U. (Seaport)                   | Seaport |



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