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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
Washington, DC 20549

**FORM 10-Q**

(Mark One)

- ☒ **Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**  
**For the quarterly period ended March 31, 2018**
- OR**
- ☐ **Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

**Commission File Number: 001-32505**

**TRANSMONTAIGNE PARTNERS L.P.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction of  
incorporation or organization)

**34-2037221**  
(I.R.S. Employer  
Identification No.)

**1670 Broadway**  
**Suite 3100**  
**Denver, Colorado 80202**  
(Address, including zip code, of principal executive offices)

**(303) 626-8200**  
(Telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company or an emerging growth company. See the definitions of “large accelerated filer,” “accelerated filer,” “smaller reporting company” and “emerging growth company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer <input type="checkbox"/>	Accelerated filer <input checked="" type="checkbox"/>	Non-accelerated filer <input type="checkbox"/>	Smaller reporting company <input type="checkbox"/>
		(Do not check if a smaller reporting company)	Emerging growth company <input type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of April 30, 2018, there were 16,222,151 units of the registrant's Common Limited Partner Units outstanding.

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## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains “forward-looking statements” within the meaning of federal securities laws. Forward-looking statements give our current expectations, contain projections of results of operations or of financial condition, or forecasts of future events. When used in this Quarterly Report, the words “could,” “may,” “should,” “will,” “seek,” “believe,” “expect,” “anticipate,” “intend,” “continue,” “estimate,” “plan,” “target,” “predict,” “project,” “attempt,” “is scheduled,” “likely,” “forecast,” the negatives thereof and other similar expressions are used to identify forward-looking statements, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on our current expectations and assumptions about future events and are based on currently available information as to the outcome and timing of future events. You are cautioned not to place undue reliance on any forward-looking statements.

When considering forward-looking statements, you should keep in mind the risk factors and other cautionary statements described under the heading “Item 1A. Risk Factors” included in our Annual Report on Form 10-K for the year ended December 31, 2017 and the risk factors and the risk factors and other cautionary statements contained in our other filings with the United States Securities and Exchange Commission.

You should also understand that it is not possible to predict or identify all such factors and should not consider the following list to be a complete statement of all potential risks and uncertainties. Factors that could cause our actual results to differ materially from the results contemplated by such forward-looking statements include:

- our ability to successfully implement our business strategy;
- competitive conditions in our industry;
- actions taken by third-party customers, producers, operators, processors and transporters;
- pending legal or environmental matters;
- costs of conducting our operations;
- our ability to complete internal growth projects on time and on budget;
- general economic conditions;
- the price of oil, natural gas, natural gas liquids and other commodities in the energy industry;
- the price and availability of debt and equity financing;
- large customer defaults;
- interest rates;
- operating hazards, natural disasters, weather-related delays, casualty losses and other matters beyond our control;
- uncertainty regarding our future operating results;
- changes in tax status;
- effects of existing and future laws and governmental regulations;
- the effects of future litigation; and
- plans, objectives, expectations and intentions contained in this Annual Report that are not historical.

All forward-looking statements, expressed or implied, included in this Quarterly Report are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue.

Except as otherwise required by applicable law, we disclaim any duty to update any forward-looking statements, all of which are expressly qualified by the statements in this section, to reflect events or circumstances after the date of this Quarterly Report.

## **Part I. Financial Information**

### **ITEM 1. UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS**

The interim unaudited consolidated financial statements of TransMontaigne Partners L.P. as of and for the three months ended March 31, 2018 are included herein beginning on the following page. The accompanying unaudited interim consolidated financial statements should be read in conjunction with our consolidated financial statements and related notes for the year ended December 31, 2017, together with our discussion and analysis of financial condition and results of operations, included in our Annual Report on Form 10-K, filed on March 15, 2018 with the Securities and Exchange Commission (File No. 001-32505).

TransMontaigne Partners L.P. is a holding company with the following 100% owned operating subsidiaries during the three months ended March 31, 2018:

- TransMontaigne Operating GP L.L.C.
- TransMontaigne Operating Company L.P.
- TransMontaigne Terminals L.L.C.
- Razorback L.L.C. (d/b/a Diamondback Pipeline L.L.C.)
- TPSI Terminals L.L.C.
- TLP Finance Corp.
- TLP Operating Finance Corp.
- TPME L.L.C.

We do not have off-balance-sheet arrangements (other than operating leases) or special-purpose entities.

**TransMontaigne Partners L.P. and subsidiaries**

**Consolidated balance sheets (unaudited)**

(Dollars in thousands)

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 937	\$ 923
Trade accounts receivable, net	11,516	11,017
Due from affiliates	3,803	1,509
Other current assets	12,345	20,654
Total current assets	28,601	34,103
Property, plant and equipment, net	650,037	655,053
Goodwill	9,428	9,428
Investments in unconsolidated affiliates	234,030	233,181
Other assets, net	53,522	55,238
	<u>\$ 975,618</u>	<u>\$ 987,003</u>
<b>LIABILITIES AND EQUITY</b>		
Current liabilities:		
Trade accounts payable	\$ 9,645	\$ 8,527
Accrued liabilities	17,653	17,426
Total current liabilities	27,298	25,953
Other liabilities	3,921	3,633
Long-term debt	582,377	593,200
Total liabilities	613,596	622,786
Commitments and contingencies (Note 16)		
Partners' equity:		
Common unitholders (16,200,485 units issued and outstanding at March 31, 2018 and 16,177,353 units issued and outstanding at December 31, 2017)	308,396	310,769
General partner interest (2% interest with 330,613 equivalent units outstanding at March 31, 2018 and 330,150 equivalent units outstanding at December 31, 2017)	53,626	53,448
Total partners' equity	362,022	364,217
	<u>\$ 975,618</u>	<u>\$ 987,003</u>

See accompanying notes to consolidated financial statements (unaudited).

**TransMontaigne Partners L.P. and subsidiaries**  
**Consolidated statements of operations (unaudited)**  
(In thousands, except per unit amounts)

	Three months ended March 31,	
	2018	2017
Revenue:		
External customers	\$ 52,114	\$ 43,080
Affiliates	4,330	1,770
Total revenue	56,444	44,850
Operating costs and expenses:		
Direct operating costs and expenses	(20,145)	(16,511)
General and administrative expenses	(4,981)	(3,971)
Insurance expenses	(1,246)	(1,006)
Equity-based compensation expense	(2,017)	(1,817)
Depreciation and amortization	(11,808)	(8,705)
Total operating costs and expenses	(40,197)	(32,010)
Earnings from unconsolidated affiliates	2,889	2,560
Operating income	19,136	15,400
Other expenses:		
Interest expense	(6,461)	(2,152)
Amortization of deferred issuance costs	(501)	(294)
Total other expenses	(6,962)	(2,446)
Net earnings	12,174	12,954
Less—earnings allocable to general partner interest including incentive distribution rights	(3,766)	(2,843)
Net earnings allocable to limited partners	\$ 8,408	\$ 10,111
Net earnings per limited partner unit—basic	\$ 0.52	\$ 0.62
Net earnings per limited partner unit—diluted	\$ 0.52	\$ 0.62

See accompanying notes to consolidated financial statements (unaudited).

**TransMontaigne Partners L.P. and subsidiaries**  
**Consolidated statements of partners' equity (unaudited)**  
**Year ended December 31, 2017 and three months ended March 31, 2018**  
**(Dollars in thousands)**

	Common units	General partner interest	Total
<b>Balance December 31, 2016</b>	<b>\$ 320,042</b>	<b>\$ 52,692</b>	<b>\$ 372,734</b>
Distributions to unitholders	(47,349)	(11,985)	(59,334)
Equity-based compensation	2,729	—	2,729
Issuance of 6,498 common units pursuant to our long-term incentive plan	270	—	270
Issuance of 33,205 common units pursuant to our savings and retention program	—	—	—
Settlement of tax withholdings on equity-based compensation	(711)	—	(711)
Contribution of cash by TransMontaigne GP to maintain its 2% general partner interest	—	36	36
Net earnings for year ended December 31, 2017	35,788	12,705	48,493
<b>Balance December 31, 2017</b>	<b>310,769</b>	<b>53,448</b>	<b>364,217</b>
Distributions to unitholders	(12,457)	(3,606)	(16,063)
Equity-based compensation	2,017	—	2,017
Issuance of 23,132 common units pursuant to our savings and retention program	—	—	—
Settlement of tax withholdings on equity-based compensation	(341)	—	(341)
Contribution of cash by TransMontaigne GP to maintain its 2% general partner interest	—	18	18
Net earnings for the three months ended March 31, 2018	8,408	3,766	12,174
<b>Balance March 31, 2018</b>	<b>\$ 308,396</b>	<b>\$ 53,626</b>	<b>\$ 362,022</b>

See accompanying notes to consolidated financial statements (unaudited).

**TransMontaigne Partners L.P. and subsidiaries**  
**Consolidated statements of cash flows (unaudited)**  
(In thousands)

	Three months ended March 31,	
	2018	2017
<b>Cash flows from operating activities:</b>		
Net earnings	\$ 12,174	\$ 12,954
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	11,808	8,705
Earnings from unconsolidated affiliates	(2,889)	(2,560)
Distributions from unconsolidated affiliates	3,190	4,349
Equity-based compensation	2,017	1,817
Amortization of deferred issuance costs	501	294
Amortization of deferred revenue	(187)	(51)
Unrealized (gain) loss on derivative instruments	42	(258)
Changes in operating assets and liabilities, net of effects from acquisitions and dispositions:		
Trade accounts receivable, net	2	220
Due from affiliates	(2,294)	(310)
Other current assets	(1,799)	1,716
Amounts due under long-term terminaling services agreements, net	28	(98)
Deposits	—	54
Trade accounts payable	1,574	864
Accrued liabilities	227	2,667
Net cash provided by operating activities	<u>24,394</u>	<u>30,363</u>
<b>Cash flows from investing activities:</b>		
Investments in unconsolidated affiliates	(1,150)	(2,000)
Capital expenditures	(6,503)	(9,500)
Proceeds from sale of assets	10,025	—
Net cash provided by (used in) investing activities	<u>2,372</u>	<u>(11,500)</u>
<b>Cash flows from financing activities:</b>		
Proceeds from senior notes	300,000	—
Borrowings under revolving credit facility	46,600	46,000
Repayments under revolving credit facility	(349,600)	(45,300)
Deferred issuance costs	(7,366)	(5,068)
Settlement of tax withholdings on equity-based compensation	(341)	(382)
Distributions paid to unitholders	(16,063)	(14,087)
Contribution of cash by TransMontaigne GP	18	22
Net cash used in financing activities	<u>(26,752)</u>	<u>(18,815)</u>
Increase in cash and cash equivalents	14	48
Cash and cash equivalents at beginning of period	923	593
Cash and cash equivalents at end of period	<u>\$ 937</u>	<u>\$ 641</u>
<b>Supplemental disclosures of cash flow information:</b>		
Cash paid for interest	\$ 4,366	\$ 2,217
Property, plant and equipment acquired with accounts payable	<u>\$ 2,752</u>	<u>\$ 7,515</u>

See accompanying notes to consolidated financial statements (unaudited).



**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited)****(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****(a) Nature of business**

TransMontaigne Partners L.P. (“we,” “us,” “our,” “the Partnership”) was formed in February 2005 as a Delaware limited partnership. We provide integrated terminaling, storage, transportation and related services for companies engaged in the trading, distribution and marketing of light refined petroleum products, heavy refined petroleum products, crude oil, chemicals, fertilizers and other liquid products. We conduct our operations in the United States along the Gulf Coast, in the Midwest, in Houston and Brownsville, Texas, along the Mississippi and Ohio rivers, in the Southeast and along the West Coast.

We are controlled by our general partner, TransMontaigne GP L.L.C. (“TransMontaigne GP”), which as of February 1, 2016 is a wholly-owned indirect subsidiary of ArcLight Energy Partners Fund VI, L.P. (“ArcLight”).

**(b) Basis of presentation and use of estimates**

Our accounting and financial reporting policies conform to accounting principles generally accepted in the United States of America (“GAAP”). The accompanying consolidated financial statements include the accounts of TransMontaigne Partners L.P. and its controlled subsidiaries. Investments where we do not have the ability to exercise control, but do have the ability to exercise significant influence, are accounted for using the equity method of accounting. All inter-company accounts and transactions have been eliminated in the preparation of the accompanying consolidated financial statements. The accompanying consolidated financial statements include all adjustments (consisting of normal and recurring accruals) considered necessary to present fairly our financial position as of March 31, 2018 and December 31, 2017 and our results of operations for the three months ended March 31, 2018 and 2017. Certain reclassifications of previously reported amounts have been made to conform to the current year presentation.

The preparation of financial statements in conformity with “GAAP” requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting periods. The following estimates, in management’s opinion, are subjective in nature, require the exercise of judgment, and/or involve complex analyses: business combination estimates and assumptions, useful lives of our plant and equipment and accrued environmental obligations. Changes in these estimates and assumptions will occur as a result of the passage of time and the occurrence of future events. Actual results could differ from these estimates.

**(c) Accounting for terminal and pipeline operations**

Effective January 1, 2018, we adopted Accounting Standards Codification (“ASC”) Topic 606, *Revenue from Contracts with Customers* (“ASC 606”), applying the modified retrospective transition method, which required us to apply the new standard to (i) all new revenue contracts entered into after January 1, 2018, and (ii) revenue contracts which were not completed as of January 1, 2018. ASC 606 replaces existing revenue recognition requirements in GAAP and requires entities to recognize revenue at an amount that reflects the consideration to which we expect to be entitled in exchange for transferring goods or services to a customer. ASC 606 also requires certain disclosures regarding qualitative and quantitative information regarding the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The adoption of ASC 606 did not result in a transition adjustment nor did it have an impact on the timing or amount of our revenue recognition (See Note 18 of Notes to consolidated financial statements).

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

The adoption of ASC 606 did not result in changes to our accounting for trade accounts receivable (see Note 4 of the Notes to the consolidated financial statements), contract assets or contract liabilities. Contract assets primarily relate to our rights to consideration from completed performance obligations but not billable at the reporting date. We recognize contract assets in situations where revenue recognition under ASC 606 occurs prior to billing the customer based on our rights under the contract. Contract assets are transferred to accounts receivable when the rights become unconditional. At March 31, 2018, we did not have any contract assets related to ASC 606.

Contract liabilities primarily relate to consideration received from customers in advance of completing the performance obligation. We recognize contract liabilities under these arrangements as revenue once all contingencies or potential performance obligations have been satisfied by the (i) performance of services or (ii) expiration of the customer's rights under the contract. Short-term contract liabilities include customer advances and deposits (see Note 10 of the Notes to the consolidated financial statements). Long-term contract liabilities include deferred revenue related to ethanol blending fees and other projects (See Note 11 of Notes to the consolidated financial statements).

We generate revenue from terminaling services fees, pipeline transportation fees and management fees. Under ASC 606, we recognize revenue over time or at a point in time, depending on the nature of the performance obligations contained in the respective contract with our customer. A performance obligation is a promise in a contract to transfer goods or services to the customer. The contract transaction price is allocated to each performance obligation and recognized as revenue when, or as, the performance obligation is satisfied. The majority of our revenue is recognized pursuant to ASC guidance other than ASC 606. The following is an overview of our significant revenue streams, including a description of the respective performance obligations and related method of revenue recognition.

**Terminals services fees.** Our terminaling services agreements are structured as either throughput agreements or storage agreements. Our throughput agreements contain provisions that require our customers to make minimum payments, which are based on contractually established minimum volumes of throughput of the customer's product at our facilities over a stipulated period of time. Due to this minimum payment arrangement, we recognize a fixed amount of revenue from the customer over a certain period of time, even if the customer throughputs less than the minimum volume of product during that period. In addition, if a customer throughputs a volume of product exceeding the minimum volume, we would recognize additional revenue on this incremental volume. Our storage agreements require our customers to make minimum payments based on the volume of storage capacity available to the customer under the agreement, which results in a fixed amount of recognized revenue. The majority of our firm commitments under our terminaling services agreements are accounted for in accordance with ASC 840, *Leases* ("ASC 840 revenue"). The remainder is recognized in accordance with ASC 606 ("ASC 606 revenue") where the minimum payment arrangement in each contract is a single performance obligation that is primarily satisfied over time through the contract term.

Revenue recognized in excess of firm commitments and revenue recognized based solely on the volume of product distributed or injected are referred to as ancillary. The ancillary revenue associated with terminaling services include injection fees based on the volume of product injected with additive compounds, net product gained resulting from differences in measurement of product volumes received and distributed at our terminaling facilities, services including heating and mixing of stored product, butane blending and volumes of product throughput that exceed the contractually established minimum volumes. The revenue generated by these services is primarily considered optional purchases to acquire additional services or variable consideration that is required to be estimated under ASC 606 for any uncertainty that is not resolved in the period of the service. We account for the majority of ancillary revenue at individual points in time when the services are delivered to the customer. Ancillary revenue is recognized as ASC 606 revenue.

**Pipeline transportation fees.** We earn pipeline transportation fees at our Diamondback pipeline either based on the volume of product transported or under capacity reservation agreements. Revenue associated with the capacity reservation is recognized ratably over the respective term, regardless of whether the capacity is actually utilized. We earn pipeline transportation fees at our Razorback pipeline based on an allocation of the aggregate fees charged under the capacity agreement with our customer who has contracted for 100% of our Razorback system. For the three months ended March 31, 2018, pipeline transportation revenue is primarily accounted for as ASC 840 revenue.

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

**Management fees.** We manage and operate certain tank capacity at our Port Everglades South terminal for a major oil company and receive a reimbursement of its proportionate share of operating and maintenance costs. We manage and operate the Frontera joint venture and receive a management fee based on our costs incurred. We also currently manage and operate for an affiliate of PEMEX, Mexico's state-owned petroleum company, a bi-directional products pipeline connected to our Brownsville terminal facility and receive a management fee. We manage and operate rail sites at certain Southeast terminals on behalf of a major oil company and receive reimbursement for operating and maintenance costs. Management fee revenue is recognized at individual points in time as the services are performed or as the costs are incurred. This revenue is primarily accounted for as ASC 606 revenue.

**(d) Cash and cash equivalents**

We consider all short-term investments with a remaining maturity of three months or less at the date of purchase to be cash equivalents.

**(e) Property, plant and equipment**

Depreciation is computed using the straight-line method. Estimated useful lives are 15 to 25 years for terminals and pipelines and 3 to 25 years for furniture, fixtures and equipment. All items of property, plant and equipment are carried at cost. Expenditures that increase capacity or extend useful lives are capitalized. Repairs and maintenance are expensed as incurred.

We evaluate long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset group may not be recoverable based on expected undiscounted future cash flows attributable to that asset group. If an asset group is impaired, the impairment loss to be recognized is the excess of the carrying amount of the asset group over its estimated fair value.

**(f) Investments in unconsolidated affiliates**

We account for our investments in unconsolidated affiliates, which we do not control but do have the ability to exercise significant influence over, using the equity method of accounting. Under this method, the investment is recorded at acquisition cost, increased by our proportionate share of any earnings and additional capital contributions and decreased by our proportionate share of any losses, distributions received and amortization of any excess investment. Excess investment is the amount by which our total investment exceeds our proportionate share of the book value of the net assets of the investment entity. We evaluate our investments in unconsolidated affiliates for impairment whenever events or circumstances indicate there is a loss in value of the investment that is other than temporary. In the event of impairment, we would record a charge to earnings to adjust the carrying amount to estimated fair value.

**(g) Environmental obligations**

We accrue for environmental costs that relate to existing conditions caused by past operations when probable and reasonably estimable (see Note 10 of Notes to consolidated financial statements). Environmental costs include initial site surveys and environmental studies of potentially contaminated sites, costs for remediation and restoration of sites determined to be contaminated and ongoing monitoring costs, as well as fines, damages and other costs, including direct legal costs. Liabilities for environmental costs at a specific site are initially recorded, on an undiscounted basis, when it is probable that we will be liable for such costs, and a reasonable estimate of the associated costs can be made based on available information. Such an estimate includes our share of the liability for each specific site and the sharing of the amounts related to each site that will not be paid by other potentially responsible parties, based on enacted laws and adopted regulations and policies. Adjustments to initial estimates are recorded, from time to time, to reflect changing circumstances and estimates based upon additional information developed in subsequent periods. Estimates of our ultimate liabilities associated with environmental costs are difficult to make with certainty due to the number of variables involved, including the early stage of investigation at certain sites, the lengthy time frames required to complete remediation, technology changes, alternatives available and the evolving nature of environmental laws and regulations.

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

We periodically file claims for insurance recoveries of certain environmental remediation costs with our insurance carriers under our comprehensive liability policies (see Note 5 of Notes to consolidated financial statements).

We recognize our insurance recoveries as a credit to income in the period that we assess the likelihood of recovery as being probable.

In connection with our previous acquisitions of certain terminals from TransMontaigne LLC, a wholly owned subsidiary of NGL Energy Partners LP and the previous owner of our general partner, TransMontaigne LLC agreed to indemnify us against certain potential environmental claims, losses and expenses at those terminals. Pursuant to the acquisition agreements for each of the Florida (except Pensacola) and Midwest terminals, the Southeast terminals, the Brownsville and the River terminals, and the Pensacola, Florida Terminal, TransMontaigne LLC is obligated to indemnify us against environmental claims, losses and expenses that were associated with the ownership or operation of the terminals prior to the purchase by the Partnership. In each acquisition agreement, TransMontaigne LLC's maximum indemnification liability is subject to a specified time period for indemnification, cap on indemnification and satisfaction of a deductible amount before indemnification, in each case subject to certain exceptions, limitations and conditions specified therein. TransMontaigne LLC has no indemnification obligations with respect to environmental claims made as a result of additions to or modifications of environmental laws promulgated after certain specified dates.

The environmental indemnification obligations of TransMontaigne LLC to us remain in place and were not affected by ArcLight's acquisition of our general partner on February 1, 2016.

**(h) Asset retirement obligations**

Asset retirement obligations are legal obligations associated with the retirement of long-lived assets that result from the acquisition, construction, development or normal use of the asset. Generally accepted accounting principles require that the fair value of a liability related to the retirement of long-lived assets be recorded at the time a legal obligation is incurred. Once an asset retirement obligation is identified and a liability is recorded, a corresponding asset is recorded, which is depreciated over the remaining useful life of the asset. After the initial measurement, the liability is adjusted to reflect changes in the asset retirement obligation. If and when it is determined that a legal obligation has been incurred, the fair value of any liability is determined based on estimates and assumptions related to retirement costs, future inflation rates and interest rates. Our long-lived assets consist of above-ground storage facilities and underground pipelines. We are unable to predict if and when these long-lived assets will become completely obsolete and require dismantlement. We have not recorded an asset retirement obligation, or corresponding asset, because the future dismantlement and removal dates of our long-lived assets is indeterminable and the amount of any associated costs are believed to be insignificant. Changes in our assumptions and estimates may occur as a result of the passage of time and the occurrence of future events.

**(i) Equity-based compensation**

Generally accepted accounting principles require us to measure the cost of services received in exchange for an award of equity instruments based on the measurement-date fair value of the award. That cost is recognized during the period services are provided in exchange for the award (see Note 14 of Notes to consolidated financial statements).

**(j) Accounting for derivative instruments**

Generally accepted accounting principles require us to recognize all derivative instruments at fair value in the consolidated balance sheets as assets or liabilities (see Notes 5 and 9 of Notes to consolidated financial statements). Changes in the fair value of our derivative instruments are recognized in earnings.

At March 31, 2018 and December 31, 2017, our derivative instruments were limited to interest rate swap agreements with an aggregate notional amount of \$50.0 million and \$125.0 million, respectively. At March 31, 2018 the remaining derivative instrument expires March 11, 2019. Pursuant to the terms of the interest rate swap agreements, we paid a blended fixed rate of approximately 0.97% and 1.01% for the three months ended March 31, 2018 and 2017,

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

respectively, and received interest payments based on the one-month LIBOR. The net difference to be paid or received under the interest rate swap agreements is settled monthly and is recognized as an adjustment to interest expense. The fair value of our interest rate swap agreements are determined using a pricing model based on the LIBOR swap rate and other observable market data.

**(k) Income taxes**

No provision for U.S. federal income taxes has been reflected in the accompanying consolidated financial statements because we are treated as a partnership for federal income tax purposes. As a partnership, all income, gains, losses, expenses, deductions and tax credits generated by us flow through to our unitholders.

**(l) Net earnings per limited partner unit**

Net earnings allocable to the limited partners, for purposes of calculating net earnings per limited partner unit, are calculated under the two-class method and accordingly are net of the earnings allocable to the general partner interest and distributions payable to any restricted phantom units granted under our equity-based compensation plans that participate in our distributions. The earnings allocable to the general partner interest include the distributions of available cash (as defined by our partnership agreement) attributable to the period to the general partner interest, net of adjustments for the general partner's share of undistributed earnings, and the incentive distribution rights. Undistributed earnings are the difference between the earnings and the distributions attributable to the period. Undistributed earnings are allocated to the limited partners and general partner interest based on their respective sharing of earnings or losses specified in the partnership agreement, which is based on their ownership percentages of 98% and 2%, respectively. The incentive distribution rights are not allocated a portion of the undistributed earnings given they are not entitled to distributions other than from available cash. Further, the incentive distribution rights do not share in losses under our partnership agreement. Basic net earnings per limited partner unit is computed by dividing net earnings allocable to the limited partners by the weighted average number of limited partner units outstanding during the period. Diluted net earnings per limited partner unit is computed by dividing net earnings allocable to the limited partners by the weighted average number of limited partner units outstanding during the period and any potential dilutive securities outstanding during the period.

**(m) Comprehensive income**

Entities that report items of other comprehensive income have the option to present the components of net earnings and comprehensive income in either one continuous financial statement, or two consecutive financial statements. As the Partnership has no components of comprehensive income other than net earnings, no statement of comprehensive income has been presented.

**(n) Recent accounting pronouncements**

Effective January 1, 2018 we adopted ASU 2016-15, *Statement of Cash Flows: Classification of Certain Cash Receipt and Cash Payments*. This ASU requires changes in the presentation of certain items, including but not limited to debt prepayment or debt extinguishment costs; contingent consideration payments made after a business combination; proceeds from the settlement of insurance claims; proceeds from the settlement of corporate-owned life insurance policies and distributions received from equity method investees. The adoption of this ASU did not have a material impact on our unaudited consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases*. The objective of this update is to improve financial reporting about leasing transactions. ASU 2016-02 is effective for annual reporting periods beginning after December 15, 2018, including interim periods within that reporting period. We are currently evaluating the potential impact that the adoption will have on our disclosures and financial statements. Additionally, we are in the process of evaluating and designing the necessary changes to our business processes, systems and controls to support recognition and disclosure under the new standard.

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

In January 2017, the FASB issued ASU 2017-04, *Intangibles-Goodwill and Other: Simplifying the Test for Goodwill Impairment*, to simplify the accounting for goodwill impairment by eliminating step 2 from the goodwill impairment test. ASU 2017-04 is effective for annual reporting periods beginning after December 15, 2019, including interim periods within that reporting period. We are currently evaluating the potential impact that the adoption will have on our disclosures and financial statements.

**(2) TRANSACTIONS WITH AFFILIATES**

***Third Amended and Restated Omnibus Agreement.*** Since the inception of the Partnership in 2005 we have been party to an omnibus agreement with the owner of our general partner, which agreement has been amended and restated from time to time. The omnibus agreement provides for the provision of various services for our benefit. The fees payable under the omnibus agreement to the owner of our general partner are comprised of (i) the reimbursement of the direct operating costs and expenses, such as salaries and benefits of operational personnel performing services on site at our terminals and pipelines, which we refer to as on-site employees, (ii) bonus awards to key personnel who perform services for the Partnership, which are typically paid in the Partnership's units and are subject to the approval by the compensation committee and the conflicts committee of our general partner, and (iii) the administrative fee for the provision of various general and administrative services for the Partnership's benefit such as legal, accounting, treasury, insurance administration and claims processing, information technology, human resources, credit, payroll, taxes, engineering, environmental safety and occupational health (ESOH) and other corporate services, to the extent such services are not outsourced by the Partnership. The administrative fee is recognized as a component of general and administrative expenses and for the three months ended March 31, 2018 and 2017 was approximately \$3.4 million and \$2.9 million, respectively.

In accordance with the Second Amended and Restated Omnibus Agreement and the prior versions thereto, if we acquired or constructed additional facilities, the owner of our general partner may propose a revised administrative fee covering the provision of services for such additional facilities, subject to the approval by the conflicts committee of our general partner. In connection with our previously discussed Phase II buildout at our Collins terminal, the expansion of our Brownsville terminal and pipeline operations and the December 2017 acquisition of the West Coast terminals, on May 7, 2018, the Partnership, with the concurrence of the conflicts committee of our general partner, agreed to an annual increase in the aggregate fees payable to the owner of the general partner under the omnibus agreement of \$3.6 million beginning May 13, 2018.

To effectuate this \$3.6 million annual increase in the aggregate fees payable to the owner of the general partner, on May 7, 2018 the Partnership, with the concurrence of the conflicts committee of our general partner, entered into the Third Amended and Restated Omnibus Agreement by and among the Partnership, our general partner, TransMontaigne Operating GP L.L.C., TransMontaigne Operating Company L.P., Gulf TLP Holdings, LLC, and TLP Management Services LLC. The effect of the change to the omnibus agreement is to allow the Partnership to assume the costs and expenses of personnel performing engineering and ESOH services for and on behalf of the Partnership and to receive an equal and offsetting decrease in the administrative fee. These costs and expenses are expected to approximate \$8.9 million in 2018. We expect that a significant portion of the assumed engineering costs will be capitalized under generally accepted accounting principles.

Prior to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee was approximately \$13.7 million and included the costs and expenses of the personnel performing engineering and ESOH services. Subsequent to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee will be approximately \$8.4 million and the Partnership will bear the approximately \$8.9 million costs and expenses of the personnel performing engineering and ESOH services for and on behalf of the Partnership.

The administrative fee under the Third Amended and Restated Omnibus Agreement is subject to an increase each calendar year tied to an increase in the consumer price index, if any, plus two percent. If we acquire or construct additional facilities, the owner of our general partner may propose a revised administrative fee covering the provision of services for such additional facilities, subject to approval by the conflicts committee of our general partner.

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

We do not directly employ any of the persons responsible for managing our business. We are managed by our general partner, and all of the officers of our general partner and employees who provide services to the Partnership are employed by TLP Management Services, a wholly owned subsidiary of ArcLight. TLP Management Services provides payroll and maintains all employee benefits programs on behalf of our general partner and the Partnership pursuant to the omnibus agreement. The omnibus agreement will continue in effect until the earlier of (i) ArcLight ceasing to control our general partner or (ii) the election of either us or the owner, following at least 24 months' prior written notice to the other parties.

**Operations and reimbursement agreement—Frontera.** We have a 50% ownership interest in the Frontera Brownsville LLC joint venture, or (Frontera). We operate Frontera, in accordance with an operations and reimbursement agreement executed between us and Frontera, for a management fee that is based on our costs incurred. Our agreement with Frontera stipulates that we may resign as the operator at any time with the prior written consent of Frontera, or that we may be removed as the operator for good cause, which includes material noncompliance with laws and material failure to adhere to good industry practice regarding health, safety or environmental matters. We recognized revenue related to this operations and reimbursement agreement of approximately \$1.5 million and \$1.4 million for the three months ended March 31, 2018 and 2017, respectively.

**Terminaling services agreements—Brownsville terminals.** We have terminaling services agreements with Frontera relating to our Brownsville, Texas facility that will expire in June 2019 and June 2020, subject to automatic renewals unless terminated by either party upon 90 days' and 180 days' prior notice, respectively. In exchange for its minimum throughput commitments, we have agreed to provide Frontera with approximately 301,000 barrels of storage capacity. We recognized revenue related to these agreements of approximately \$0.6 million and \$0.3 million for the three months ended March 31, 2018 and 2017, respectively.

**Terminaling services agreement—Gulf Coast terminals.** Associated Asphalt Marketing, LLC is a wholly-owned indirect subsidiary of ArcLight. In January 2018, we entered into a terminaling services agreement with Associated Asphalt Marketing, LLC relating to our Gulf Coast terminals that will expire in April 2021, subject to two, two-year automatic renewals unless terminated by either party upon 180 days' prior notice. In exchange for its minimum throughput commitment, we have agreed to provide Associated Asphalt Marketing, LLC with approximately 750,000 barrels of storage capacity previously contracted to a third party. We recognized revenue related to this agreement of approximately \$2.2 million and \$nil for the three months ended March 31, 2018 and 2017, respectively.

**(3) BUSINESS COMBINATION, TERMINAL ACQUISITION AND DISPOSITION**

On December 15, 2017, we acquired the West Coast terminals from a third party for a total purchase price of \$276.8 million. The West Coast terminals consist of two waterborne refined product and crude oil terminals located in the San Francisco Bay Area refining complex including a total of 64 storage tanks with approximately 5.0 million barrels of active storage capacity. The West Coast terminals have access to domestic and international crude oil and refined products markets through marine, pipeline, truck and rail logistics capabilities. The accompanying consolidated financial statements include the assets, liabilities and results of operations of the West Coast terminals from December 15, 2017.



**TransMontaigne Partners L.P. and subsidiaries**
**Notes to consolidated financial statements (unaudited) (continued)**

The purchase price and final assessment of the fair value of the assets acquired and liabilities assumed in the business combination were as follows (in thousands):

Other current assets	\$ 1,037
Property, plant and equipment	228,000
Goodwill	943
Customer relationships	47,000
<b>Total assets acquired</b>	<b>276,980</b>
Environmental obligation	220
<b>Total liabilities assumed</b>	<b>220</b>
<b>Allocated purchase price</b>	<b>\$ 276,760</b>

Goodwill represents the excess of the consideration paid for the acquired business over the fair value of the individual assets acquired, net of liabilities assumed. Goodwill represents the premium we paid to acquire the skilled workforce.

On February 20, 2018 we closed on the purchase of certain assets from a third party. Concurrently we sold these assets to another third party for cash proceeds equal to our purchase price plus expenses.

**(4) CONCENTRATION OF CREDIT RISK AND TRADE ACCOUNTS RECEIVABLE**

Our primary market areas are located in the United States along the Gulf Coast, in the Southeast, in Brownsville, Texas, along the Mississippi and Ohio Rivers, in the Midwest and along the West Coast. We have a concentration of trade receivable balances due from companies engaged in the trading, distribution and marketing of refined products and crude oil. These concentrations of customers may affect our overall credit risk in that the customers may be similarly affected by changes in economic, regulatory or other factors. Our customers' historical financial and operating information is analyzed prior to extending credit. We manage our exposure to credit risk through credit analysis, credit approvals, credit limits and monitoring procedures, and for certain transactions we may request letters of credit, prepayments or guarantees. Amounts included in trade accounts receivable that are accounted for as ASC 606 revenue in accordance with ASC 606 approximates \$3.4 million at March 31, 2018. We maintain allowances for potentially uncollectible accounts receivable.

Trade accounts receivable, net consists of the following (in thousands):

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
Trade accounts receivable	\$ 11,625	\$ 11,128
Less allowance for doubtful accounts	(109)	(111)
	<b>\$ 11,516</b>	<b>\$ 11,017</b>

The following customers accounted for at least 10% of our consolidated revenue in at least one of the periods presented in the accompanying consolidated statements of operations:

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
NGL Energy Partners LP	22 %	26 %
Castleton Commodities International LLC	11 %	13 %
RaceTrac Petroleum Inc.	11 %	12 %



**TransMontaigne Partners L.P. and subsidiaries**

**Notes to consolidated financial statements (unaudited) (continued)**

**(5) OTHER CURRENT ASSETS**

Other current assets are as follows (in thousands):

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
Prepaid insurance	\$ 3,997	\$ 4,151
Amounts due from insurance companies	1,933	1,981
Additive detergent	1,730	1,715
Unrealized gain on derivative instrument	534	—
Deposits and other assets	4,151	12,807
	<u>\$ 12,345</u>	<u>\$ 20,654</u>

**Amounts due from insurance companies.** We periodically file claims for recovery of environmental remediation costs with our insurance carriers under our comprehensive liability policies. We recognize our insurance recoveries in the period that we assess the likelihood of recovery as being probable (i.e., likely to occur). At March 31, 2018 and December 31, 2017, we have recognized amounts due from insurance companies of approximately \$1.9 million and \$2.0 million, respectively, representing our best estimate of our probable insurance recoveries. During the three months ended March 31, 2018, we received reimbursements from insurance companies of approximately \$0.1 million.

**Deposits and other assets.** At December 31, 2017, Deposits and other assets includes a deposit of approximately \$10.2 million paid during the fourth quarter 2017 related to expansion opportunities that closed in the first quarter of 2018 (See Note 3 of Notes to consolidated financial statements).

**(6) PROPERTY, PLANT AND EQUIPMENT, NET**

Property, plant and equipment, net is as follows (in thousands):

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
Land	\$ 83,451	\$ 83,310
Terminals, pipelines and equipment	889,608	885,429
Furniture, fixtures and equipment	4,515	4,430
Construction in progress	23,216	21,575
	<u>1,000,790</u>	<u>994,744</u>
Less accumulated depreciation	(350,753)	(339,691)
	<u>\$ 650,037</u>	<u>\$ 655,053</u>

**(7) GOODWILL**

Goodwill is as follows (in thousands):

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
Brownsville terminals	\$ 8,485	\$ 8,485
West Coast terminals	943	943
	<u>\$ 9,428</u>	<u>\$ 9,428</u>

Goodwill is required to be tested for impairment annually unless events or changes in circumstances indicate it is more likely than not that an impairment loss has been incurred at an interim date. Our annual test for the impairment of goodwill is performed as of December 31. The impairment test is performed at the reporting unit level. Our reporting units are our operating segments (see Note 19 of Notes to consolidated financial statements). The fair value of each

# TransMontaigne Partners L.P. and subsidiaries

## Notes to consolidated financial statements (unaudited) (continued)

reporting unit is determined on a stand-alone basis from the perspective of a market participant and represents an estimate of the price that would be received to sell the unit as a whole in an orderly transaction between market participants at the measurement date. If the fair value of a reporting unit exceeds its carrying amount, goodwill of the reporting unit is not considered to be impaired.

At March 31, 2018 and December 31, 2017, our Brownsville and West Coast terminals contained goodwill. We did not recognize any goodwill impairment charges during the three months ended March 31, 2018 or during the year ended December 31, 2017 for these reporting units. However, a significant decline in the price of our common units with a resulting increase in the assumed market participants' weighted average cost of capital, the loss of a significant customer, the disposition of significant assets, or an unforeseen increase in the costs to operate and maintain the Brownsville or West Coast terminals could result in the recognition of an impairment charge in the future.

## (8) INVESTMENTS IN UNCONSOLIDATED AFFILIATES

At March 31, 2018 and December 31, 2017, our investments in unconsolidated affiliates include a 42.5% Class A ownership interest in Battleground Oil Specialty Terminal Company LLC ("BOSTCO") and a 50% ownership interest in Frontera Brownsville LLC ("Frontera"). BOSTCO is a terminal facility located on the Houston Ship Channel that encompasses approximately 7.1 million barrels of distillate, residual and other black oil product storage. Class A and Class B ownership interests share in cash distributions on a 96.5% and 3.5% basis, respectively. Class B ownership interests do not have voting rights and are not required to make capital investments. Frontera is a terminal facility located in Brownsville, Texas that encompasses approximately 1.5 million barrels of light petroleum product storage, as well as related ancillary facilities.

The following table summarizes our investments in unconsolidated affiliates:

	Percentage of ownership		Carrying value (in thousands)	
	March 31, 2018	December 31, 2017	March 31, 2018	December 31, 2017
BOSTCO	42.5 %	42.5 %	\$ 209,270	\$ 209,373
Frontera	50 %	50 %	24,760	23,808
Total investments in unconsolidated affiliates			\$ 234,030	\$ 233,181

At both March 31, 2018 and December 31, 2017, our investment in BOSTCO includes approximately \$7.0 million of excess investment related to a one time buy-in fee to acquire our 42.5% interest and capitalization of interest on our investment during the construction of BOSTCO amortized over the useful life of the assets. Excess investment is the amount by which our investment exceeds our proportionate share of the book value of the net assets of the BOSTCO entity.

Earnings from investments in unconsolidated affiliates was as follows (in thousands):

	Three months ended March 31,	
	2018	2017
BOSTCO	\$ 1,991	\$ 1,706
Frontera	898	854
Total earnings from investments in unconsolidated affiliates	\$ 2,889	\$ 2,560

**TransMontaigne Partners L.P. and subsidiaries**

**Notes to consolidated financial statements (unaudited) (continued)**

Additional capital investments in unconsolidated affiliates was as follows (in thousands):

	Three months ended March 31,	
	2018	2017
BOSTCO	\$ —	\$ —
Frontera	1,150	2,000
Additional capital investments in unconsolidated affiliates	\$ 1,150	\$ 2,000

Cash distributions received from unconsolidated affiliates was as follows (in thousands):

	Three months ended March 31,	
	2018	2017
BOSTCO	\$ 2,094	\$ 3,079
Frontera	1,096	1,270
Cash distributions received from unconsolidated affiliates	\$ 3,190	\$ 4,349

The summarized financial information of our unconsolidated affiliates is as follows (in thousands):

Balance sheets:

	BOSTCO		Frontera	
	March 31, 2018	December 31, 2017	March 31, 2018	December 31, 2017
Current assets	\$ 19,757	\$ 24,976	\$ 6,553	\$ 5,649
Long-term assets	464,219	469,348	45,114	44,292
Current liabilities	(7,418)	(17,550)	(1,992)	(2,147)
Long-term liabilities	(1,315)	—	(155)	(178)
Net assets	\$ 475,243	\$ 476,774	\$ 49,520	\$ 47,616

Statements of operations:

	BOSTCO		Frontera	
	Three months ended March 31,		Three months ended March 31,	
	2018	2017	2018	2017
Revenue	\$ 16,827	\$ 16,630	\$ 5,912	\$ 5,393
Expenses	(12,549)	(12,238)	(4,116)	(3,685)
Net earnings	\$ 4,278	\$ 4,392	\$ 1,796	\$ 1,708

**TransMontaigne Partners L.P. and subsidiaries**

**Notes to consolidated financial statements (unaudited) (continued)**

**(9) OTHER ASSETS, NET**

Other assets, net are as follows (in thousands):

	March 31, 2018	December 31, 2017
Customer relationships, net of accumulated amortization of \$3,041 and \$2,294, respectively	\$ 46,389	\$ 47,136
Revolving credit facility unamortized deferred issuance costs, net of accumulated amortization of \$6,383 and \$5,984, respectively	6,435	6,778
Amounts due under long-term terminaling services agreements	407	460
Unrealized gain on derivative instruments	—	576
Deposits and other assets	291	288
	<u>\$ 53,522</u>	<u>\$ 55,238</u>

**Customer relationships.** Other assets, net include certain customer relationships primarily at our West Coast terminals. These customer relationships are being amortized on a straight-line basis over twenty years.

**Revolving credit facility unamortized deferred issuance costs.** Deferred issuance costs are amortized using the effective interest method over the term of the related revolving credit facility.

**Amounts due under long-term terminaling services agreements.** We have long-term terminaling services agreements with certain of our customers that provide for minimum payments that increase at stated amounts over the terms of the respective agreements. We recognize as revenue the minimum payments under the long-term terminaling services agreements on a straight-line basis over the terms of the respective agreements. At March 31, 2018 and December 31, 2017, we have recognized revenue in excess of the minimum payments that was due through those respective dates under the long-term terminaling services agreements resulting in an asset of approximately \$0.4 million and \$0.5 million, respectively.

**(10) ACCRUED LIABILITIES**

Accrued liabilities are as follows (in thousands):

	March 31, 2018	December 31, 2017
Customer advances and deposits	\$ 6,565	\$ 10,265
Accrued property taxes	2,348	1,381
Accrued environmental obligations	1,903	1,855
Interest payable	3,036	982
Accrued expenses and other	3,801	2,943
	<u>\$ 17,653</u>	<u>\$ 17,426</u>

**Customer advances and deposits.** We bill certain of our customers one month in advance for terminaling services to be provided in the following month. At March 31, 2018, approximately \$0.6 million is considered contract liabilities under ASC 606. Revenue recognized during the three months ended March 31, 2018 from amounts included in contract liabilities at the beginning of the period was approximately \$0.5 million. At March 31, 2018 and December 31, 2017, we have billed and collected from certain of our customers approximately \$6.6 million and \$10.3 million, respectively, in advance of the terminaling services being provided.

**Accrued environmental obligations.** At both March 31, 2018 and December 31, 2017, we have accrued environmental obligations of approximately \$1.9 million, representing our best estimate of our remediation obligations. During the three months ended March 31, 2018, we made payments of approximately \$0.1 million towards our environmental remediation obligations. During the three months ended March 31, 2018, we increased our estimate of our

# TransMontaigne Partners L.P. and subsidiaries

## Notes to consolidated financial statements (unaudited) (continued)

future environmental remediation costs by approximately \$0.2 million. Changes in our estimates of our future environmental remediation obligations may occur as a result of the passage of time and the occurrence of future events.

### (11) OTHER LIABILITIES

Other liabilities are as follows (in thousands):

	March 31, 2018	December 31, 2017
Advance payments received under long-term terminaling services agreements	\$ 1,574	\$ 1,599
Deferred revenue—ethanol blending fees and other projects	2,347	2,034
	<u>\$ 3,921</u>	<u>\$ 3,633</u>

**Advance payments received under long-term terminaling services agreements.** We have long-term terminaling services agreements with certain of our customers that provide for advance minimum payments. We recognize the advance minimum payments as revenue either on a straight-line basis over the term of the respective agreements or when services have been provided based on volumes of product distributed. At both March 31, 2018 and December 31, 2017, we have received advance minimum payments in excess of revenue recognized under these long-term terminaling services agreements resulting in a liability of approximately \$1.6 million.

**Deferred revenue—ethanol blending fees and other projects.** Pursuant to agreements with our customers, we agreed to undertake certain capital projects that primarily pertain to providing ethanol blending functionality at certain of our Southeast terminals. Upon completion of the projects, our customers have paid us lump-sum amounts that will be recognized as revenue on a straight-line basis over the remaining term of the agreements. At March 31, 2018 and December 31, 2017, we have unamortized deferred revenue for completed projects of approximately \$2.3 million and \$2.0 million, respectively. During the three months ended March 31, 2018 and 2017, we recognized revenue for completed projects on a straight-line basis of approximately \$0.2 million and \$0.1 million, respectively. At March 31, 2018, approximately \$0.5 million is considered contract liabilities under ASC 606. Revenue recognized during the three months ended March 31, 2018 from amounts included in contract liabilities at the beginning of the period was approximately \$0.2 million.

### (12) LONG-TERM DEBT

Long-term debt is as follows (in thousands):

	March 31, 2018	December 31, 2017
Revolving credit facility due in 2022	\$ 290,200	\$ 593,200
6.125% senior notes due in 2026	300,000	—
Senior notes unamortized deferred issuance costs, net of accumulated amortization of \$103 and \$nil, respectively	(7,823)	—
	<u>\$ 582,377</u>	<u>\$ 593,200</u>

On February 12, 2018, the Partnership and TLP Finance Corp., our wholly owned subsidiary, completed the sale of \$300 million of 6.125% senior notes, issued at par and due 2026. The senior notes were guaranteed on a senior unsecured basis by each of our wholly owned subsidiaries that guarantee obligations under our revolving credit facility. Net proceeds after \$7.9 million of issuance costs, were used to repay indebtedness under our revolving credit facility.

Our senior secured revolving credit facility, or our “revolving credit facility”, provides for a maximum borrowing line of credit equal to \$850 million. The terms of our revolving credit facility include covenants that restrict our ability to make cash distributions, acquisitions and investments, including investments in joint ventures. We may make distributions of cash to the extent of our “available cash” as defined in our partnership agreement. We may make acquisitions and investments that meet the definition of “permitted acquisitions”; “other investments” which may not

## TransMontaigne Partners L.P. and subsidiaries

### Notes to consolidated financial statements (unaudited) (continued)

exceed 5% of “consolidated net tangible assets”; and additional future “permitted JV investments” up to \$175 million, which may include additional investments in BOSTCO. The primary financial covenants contained in our revolving credit facility are (i) a total leverage ratio test (not to exceed 5.25 to 1.0), (ii) a senior secured leverage ratio test (not to exceed 3.75 to 1.0), and (iii) a minimum interest coverage ratio test (not less than 2.75 to 1.0). The principal balance of loans and any accrued and unpaid interest are due and payable in full on the maturity date in March 2022. We were in compliance with all financial covenants as of and during the three months ended March 31, 2018 and the year ended December 31, 2017.

We may elect to have loans under our revolving credit facility bear interest either (i) at a rate of LIBOR plus a margin ranging from 1.75% to 2.75% depending on the total leverage ratio then in effect, or (ii) at the base rate plus a margin ranging from 0.75% to 1.75% depending on the total leverage ratio then in effect. We also pay a commitment fee on the unused amount of commitments, ranging from 0.375% to 0.5% per annum, depending on the total leverage ratio then in effect. Our obligations under our revolving credit facility are secured by a first priority security interest in favor of the lenders in the majority of our assets, including our investments in unconsolidated affiliates. For the three months ended March 31, 2018 and 2017, the weighted average interest rate on borrowings under our revolving credit facility was approximately 4.6% and 3.3%, respectively. At March 31, 2018 and December 31, 2017, our outstanding borrowings under our revolving credit facility were \$290.2 million and \$593.2 million, respectively. At both March 31, 2018 and December 31, 2017 our outstanding letters of credit were \$0.4 million.

We have an effective universal shelf-registration statement and prospectus on Form S-3 with the Securities and Exchange Commission (“SEC”) that expires in September 2019. In February 2018, we and TLP Finance Corp., our 100% owned subsidiary, used the shelf registration statement to issue senior notes that were guaranteed on a senior unsecured basis by each of our 100% owned subsidiaries that guarantee obligations under our revolving credit facility. In the future, we may issue additional debt or equity securities pursuant to that registration statement. TransMontaigne Partners L.P. has no independent assets or operations unrelated to its investments in its consolidated subsidiaries. TLP Finance Corp. has no assets or operations. Our operations are conducted by subsidiaries of TransMontaigne Partners L.P. through our 100% owned operating company subsidiary, TransMontaigne Operating Company L.P. Each of TransMontaigne Operating Company L.P.s’ and our other 100% owned subsidiaries (other than TLP Finance Corp., whose sole purpose is to act as co-issuer of any debt securities) may guarantee any future debt securities we issue. We expect that any guarantees associated with future debt securities will be full and unconditional and joint and several, subject to certain automatic customary releases, including sale, disposition, or transfer of the capital stock or substantially all of the assets of a subsidiary guarantor, exercise of legal defeasance option or covenant defeasance option, and designation of a subsidiary guarantor as unrestricted in accordance with the indenture. There are no significant restrictions on the ability of TransMontaigne Partners L.P. or any guarantor to obtain funds from its subsidiaries by dividend or loan. None of the assets of TransMontaigne Partners L.P. or a guarantor represent restricted net assets pursuant to the guidelines established by the SEC.

### (13) PARTNERS’ EQUITY

The number of units outstanding is as follows:

	Common units	General partner equivalent units
<b>Units outstanding at December 31, 2017</b>	16,177,353	330,150
Issuance of common units pursuant to our savings and retention program	23,132	—
Contribution of cash by TransMontaigne GP to maintain its 2% general partner interest	—	463
<b>Units outstanding at March 31, 2018</b>	<u>16,200,485</u>	<u>330,613</u>

### (14) EQUITY-BASED COMPENSATION

**Long-term incentive plan.** The TLP Management Services long-term incentive plan reserves 750,000 common units to be granted as awards under the plan, with such amount subject to adjustment as provided for under the terms of

**TransMontaigne Partners L.P. and subsidiaries****Notes to consolidated financial statements (unaudited) (continued)**

the plan if there is a change in our common units, such as a unit split or other reorganization. The common units authorized to be granted under the TLP Management Services long-term incentive plan are registered pursuant to a registration statement on Form S-8.

The TLP Management Services long-term incentive plan is administered by the compensation committee of the board of directors of our general partner and is used for grants of units to the independent directors of our general partner. The grants to the independent directors of our general partner under the TLP Management Services long-term incentive plan are immediately vested and not subject to forfeiture. Accordingly, there are no long-term incentive plan grants outstanding as of March 31, 2018.

Generally accepted accounting principles require us to measure the cost of board member services received in exchange for an award of equity instruments based on the grant-date fair value of the award. That cost is recognized over the vesting period on a straight line basis during which a board member is required to provide services in exchange for the award with the costs being accelerated upon the occurrence of accelerated vesting events, such as a change in control of our general partner.

For awards to the independent directors of our general partner, equity-based compensation of approximately \$68,000 is included in equity-based compensation expense for both the three months ended March 31, 2018 and 2017.

**Savings and retention program.** TLP Management Services savings and retention program is intended to constitute a program under, and be subject to, the TLP Management Services long-term incentive plan described above. The savings and retention program is used for awards to employees of TLP Management Services who provide services to the Partnership.

The restricted phantom units awarded and accrued under the savings and retention program are subject to forfeiture until the vesting date. Recipients have distribution equivalent rights from the date of grant that accrue additional restricted phantom units equivalent to the value of quarterly distributions paid by us on each of our outstanding common units. Recipients of restricted phantom units under the savings and retention program do not have voting rights.

The purpose of the savings and retention program is to provide for the reward and retention of participants by providing them with bonus awards that vest over future service periods. Awards under the program generally become vested as to 50% of a participant's annual award as of the first day of the month that falls closest to the second anniversary of the grant date, and the remaining 50% as of the first day of the month that falls closest to the third anniversary of the grant date, subject to earlier vesting upon a participant's attainment of the age and length of service thresholds, retirement, death or disability, involuntary termination without cause, or termination of a participant's employment following a change in control of the Partnership, our general partner or TLP Management Services, as specified in the program.

A person will satisfy the age and length of service thresholds of the program upon the attainment of the earliest of (a) age sixty, (b) age fifty five and ten years of service as an officer of TLP Management Services or any of its affiliates or predecessors, or (c) age fifty and twenty years of service as an employee of TLP Management Services or any of its affiliates or predecessors.

Under the omnibus agreement we have agreed to reimburse the owner of TransMontaigne GP for bonus awards made to key employees under the savings and retention program, provided the compensation committee and the conflicts committee of our general partner approve the annual awards granted under the program (see Note 2 of the Notes to consolidated financial statements). We have the option to provide the reimbursement in either a cash payment or the delivery of our common units to the savings and retention program or alternatively directly to the award recipients, with the reimbursement made in accordance with the underlying vesting and payment schedule of the savings and retention program. Our reimbursement for the bonus awards is reduced for forfeitures and is increased for the value of quarterly distributions accrued under the distribution equivalent rights. We have the intent and ability to settle our reimbursement for the bonus awards in our common units, and accordingly, we account for the bonus awards as an equity award.

## TransMontaigne Partners L.P. and subsidiaries

### Notes to consolidated financial statements (unaudited) (continued)

Given that we do not have any employees to provide corporate and support services and instead we contract for such services under the omnibus agreement, generally accepted accounting principles require us to classify the savings and retention program awards as a non-employee award and measure the cost of services received in exchange for an award of equity instruments based on the vesting-date fair value of the award. That cost, or an estimate of that cost in the case of unvested restricted phantom units, is recognized over the period during which services are provided in exchange for the award. As of March 31, 2018, there was approximately \$2.5 million of total unrecognized equity-based compensation expense related to unvested restricted phantom units, which is expected to be recognized over the remaining weighted average period of 1.26 years.

For bonus awards to employees of TLP Management Services, approximately \$1.9 million and \$1.7 million is included in equity-based compensation expense for the three months ended March 31, 2018 and 2017, respectively.

Activity related to our equity-based awards granted under the savings and retention program for services performed under the omnibus agreement for the three months ended March 31, 2018 is as follows:

	Vested	Weighted average price	Unvested	Weighted average price
<b>Restricted phantom units outstanding at December 31, 2017</b>	91,877	\$ 38.91	54,244	\$ 38.81
Issuance of units	(23,132)	\$ 39.58	—	\$ —
Units withheld for settlement of withholding taxes	(7,980)	\$ 39.58	—	\$ —
Unit accrual for distributions paid	1,306	\$ 38.64	986	\$ 38.64
Vesting of units	18,970	\$ 36.61	(18,970)	\$ 36.61
Grant of units	46,362	\$ 35.23	33,097	\$ 35.23
<b>Restricted phantom units outstanding at March 31, 2018</b>	<u>127,403</u>	<u>\$ 37.49</u>	<u>69,357</u>	<u>\$ 38.18</u>
<b>Vested and expected to vest at March 31, 2018</b>	<u>196,760</u>	<u>\$ 37.74</u>		

### (15) NET EARNINGS PER LIMITED PARTNER UNIT

The following table reconciles net earnings to net earnings allocable to limited partners and sets forth the computation of basic and diluted net earnings per limited partner unit (in thousands, except per unit amounts):

	Three months ended March 31,	
	2018	2017
Net earnings	\$ 12,174	\$ 12,954
Less:		
Distributions payable on behalf of incentive distribution rights	(3,595)	(2,636)
Distributions payable on behalf of general partner interest	(259)	(239)
Earnings allocable to general partner interest less than distributions payable to general partner interest	88	32
Earnings allocable to general partner interest including incentive distribution rights	(3,766)	(2,843)
<b>Net earnings allocable to limited partners per the consolidated statements of operations</b>	<u>\$ 8,408</u>	<u>\$ 10,111</u>
Basic weighted average units	16,291	16,245
Diluted weighted average units	16,322	16,266
Net earnings per limited partner unit—basic	\$ 0.52	\$ 0.62
Net earnings per limited partner unit—diluted	<u>\$ 0.52</u>	<u>\$ 0.62</u>



## TransMontaigne Partners L.P. and subsidiaries

### Notes to consolidated financial statements (unaudited) (continued)

Pursuant to our partnership agreement we are required to distribute available cash (as defined by our partnership agreement) as of the end of the reporting period. Such distributions are declared within 45 days after period end. The following table sets forth the distribution declared per common unit attributable to the periods indicated:

	Distribution
January 1, 2017 through March 31, 2017	\$ 0.725
April 1, 2017 through June 30, 2017	\$ 0.740
July 1, 2017 through September 30, 2017	\$ 0.755
October 1, 2017 through December 31, 2017	\$ 0.770
January 1, 2018 through March 31, 2018	\$ 0.785

### (16) COMMITMENTS AND CONTINGENCIES

**Contract commitments.** At March 31, 2018, we have contractual commitments of approximately \$23.2 million for the supply of services, labor and materials related to capital projects that currently are under development. We expect that these contractual commitments will be paid within the next twelve months.

**Operating leases.** We lease property and equipment under non-cancelable operating leases. At March 31, 2018, future minimum lease payments under these non-cancelable operating leases are as follows (in thousands):

Years ending December 31:	
2018	\$ 2,353
2019	3,323
2020	1,990
2021	1,907
2022	962
Thereafter	4,275
	<u>\$ 14,810</u>

Included in the above non-cancelable operating lease commitments are amounts for property rentals that we have sublet under non-cancelable sublease agreements or have reimbursement agreements with affiliates, for which we expect to receive minimum rentals of approximately \$8.6 million in future periods.

Rental expense under operating leases was approximately \$0.5 million \$0.9 million for the three months ended March 31, 2018 and 2017.

**Legal proceedings.** We are party to various legal, regulatory and other matters arising from the day-to-day operations of our business that may result in claims against us. While the ultimate impact of any proceedings cannot be predicted with certainty, our management believes that the resolution of any of our pending legal proceedings will not have a material adverse effect on our business, financial position, results of operations or cash flows.

### (17) DISCLOSURES ABOUT FAIR VALUE

“GAAP” defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. GAAP also establishes a fair value hierarchy that prioritizes the use of higher-level inputs for valuation techniques used to measure fair value. The three levels of the fair value hierarchy are: (1) Level 1 inputs, which are quoted prices (unadjusted) in active markets for identical assets or liabilities; (2) Level 2 inputs, which are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and (3) Level 3 inputs, which are unobservable inputs for the asset or liability.

The fair values of the following financial instruments represent our best estimate of the amounts that would be received to sell those assets or that would be paid to transfer those liabilities in an orderly transaction between market participants at that date. Our fair value measurements maximize the use of observable inputs. However, in situations where there is little, if any, market activity for the asset or liability at the measurement date, the fair value measurement

## TransMontaigne Partners L.P. and subsidiaries

### Notes to consolidated financial statements (unaudited) (continued)

reflects our judgments about the assumptions that market participants would use in pricing the asset or liability based on the best information available in the circumstances. The following methods and assumptions were used to estimate the fair value of financial instruments at March 31, 2018 and December 31, 2017.

**Cash equivalents.** The carrying amount approximates fair value because of the short-term maturity of these instruments. The fair value is categorized in Level 1 of the fair value hierarchy.

**Derivative instruments.** The carrying amount of our interest rate swaps was determined using a pricing model based on the LIBOR swap rate and other observable market data. The fair value is categorized in Level 2 of the fair value hierarchy.

**Debt.** The carrying amount of our revolving credit facility debt approximates fair value since borrowings under the facility bear interest at current market interest rates. The fair value of our publicly traded notes was based on the price of those notes at March 31, 2018 and December 31, 2017. The fair value is categorized in Level 2 of the fair value hierarchy.

### (18) REVENUE FROM CONTRACTS WITH CUSTOMERS

The majority of our terminaling service agreements contain firm commitments for minimum revenue streams and are accounted for in accordance with ASC 840, *Leases* (“ASC 840 revenue”). The remainder is recognized in accordance with ASC 606, *Revenue From Contracts With Customers* (“ASC 606 revenue”).

The following table provides details of our revenue disaggregated by category of revenue (in thousands):

	Three months ended March 31, 2018
Terminating services fees:	
Firm commitments (ASC 840 revenue)	\$ 38,706
Firm commitments (ASC 606 revenue)	3,427
Total firm commitments revenue	42,133
Ancillary revenue (ASC 606 revenue)	11,058
Total terminating services fees	53,191
Pipeline transportation fees (ASC 840 revenue)	869
Management fees (ASC 606 revenue)	2,384
Total revenue	<u>\$ 56,444</u>

**TransMontaigne Partners L.P. and subsidiaries**
**Notes to consolidated financial statements (unaudited) (continued)**

The following table includes our estimated revenue associated with our firm commitments under our terminaling services fees which is expected to be recognized as ASC 606 revenue in the specified period related to the future performance obligations as of the end of the reporting period (in thousands):

**Estimated Future ASC 606 Revenue by Segment**

	Midwest Terminals and					West Coast	
	Gulf Coast Terminals	Pipeline System	Brownsville Terminals	River Terminals	Southeast Terminals	Terminals	Total
Remainder of 2018	\$ 3,109	\$ 92	\$ —	\$ 830	\$ —	\$ 3,213	\$ 7,244
2019	625	17	—	970	—	1,652	3,264
2020	—	—	—	970	—	125	1,095
2021	—	—	—	531	—	5	536
Thereafter	—	—	—	—	—	—	—
Total estimated ASC 606 revenue	<u>\$ 3,734</u>	<u>\$ 109</u>	<u>\$ —</u>	<u>\$ 3,301</u>	<u>\$ —</u>	<u>\$ 4,995</u>	<u>\$ 12,139</u>

Our ASC 606 revenue, for purposes of the tabular presentation above, excludes estimates of future rate changes due to changes in indices or contractually negotiated rate escalations and is generally limited to contracts that have minimum payment arrangements. The balances include the full amount of our customer commitments accounted for as ASC 606 revenue as of March 31, 2018 through the expiration of the related contracts. The balances disclosed exclude all performance obligations for which the original expected term is one year or less, the term of the contract with the customer is open and cannot be estimated, the contract includes options for future purchases or the consideration is variable.

Estimated revenue in the table above excludes revenue arrangements accounted for in accordance with ASC 840 in the amount of \$113.1 million for the remainder of 2018, \$121.4 million for 2019, \$100.7 million for 2020, \$79.4 million for 2021 and \$64.5 million thereafter.

**(19) BUSINESS SEGMENTS**

We provide integrated terminaling, storage, transportation and related services to companies engaged in the trading, distribution and marketing of refined petroleum products, crude oil, chemicals, fertilizers and other liquid products. Our chief operating decision maker is our general partner's chief executive officer. Our general partner's chief executive officer reviews the financial performance of our business segments using disaggregated financial information about "net margins" for purposes of making operating decisions and assessing financial performance. "Net margins" is composed of revenue less direct operating costs and expenses. Accordingly, we present "net margins" for each of our business segments: (i) Gulf Coast terminals, (ii) Midwest terminals and pipeline system, (iii) Brownsville terminals, (iv) River terminals, (v) Southeast terminals and (vi) West Coast terminals.

**TransMontaigne Partners L.P. and subsidiaries**  
**Notes to consolidated financial statements (unaudited) (continued)**

The financial performance of our business segments is as follows (in thousands):

	Three months ended March 31,	
	2018	2017
<b>Gulf Coast Terminals:</b>		
Terminaling services fees	\$ 16,173	\$ 16,007
Management fees	97	283
Revenue	16,270	16,290
Direct operating costs and expenses	(5,832)	(5,554)
Net margins	10,438	10,736
<b>Midwest Terminals and Pipeline System:</b>		
Terminaling services fees	2,419	2,403
Pipeline transportation fees	433	433
Revenue	2,852	2,836
Direct operating costs and expenses	(712)	(712)
Net margins	2,140	2,124
<b>Brownsville Terminals:</b>		
Terminaling services fees	2,066	2,467
Pipeline transportation fees	436	1,283
Management fees	2,104	1,924
Revenue	4,606	5,674
Direct operating costs and expenses	(2,041)	(2,872)
Net margins	2,565	2,802
<b>River Terminals:</b>		
Terminaling services fees	2,754	2,670
Revenue	2,754	2,670
Direct operating costs and expenses	(1,836)	(1,650)
Net margins	918	1,020
<b>Southeast Terminals:</b>		
Terminaling services fees	20,239	17,197
Management fees	183	183
Revenue	20,422	17,380
Direct operating costs and expenses	(6,619)	(5,723)
Net margins	13,803	11,657
<b>West Coast Terminals:</b>		
Terminaling services fees	9,540	—
Revenue	9,540	—
Direct operating costs and expenses	(3,105)	—
Net margins	6,435	—
<b>Total net margins</b>	36,299	28,339
General and administrative expenses	(4,981)	(3,971)
Insurance expenses	(1,246)	(1,006)
Equity-based compensation expense	(2,017)	(1,817)
Depreciation and amortization	(11,808)	(8,705)
Earnings from unconsolidated affiliates	2,889	2,560
Operating income	19,136	15,400
Other expenses	(6,962)	(2,446)
<b>Net earnings</b>	\$ 12,174	\$ 12,954

**TransMontaigne Partners L.P. and subsidiaries**  
**Notes to consolidated financial statements (unaudited) (continued)**

Supplemental information about our business segments is summarized below (in thousands):

	Three months ended March 31, 2018						
	Gulf Coast Terminals	Midwest Terminals and Pipeline System	Brownsville Terminals	River Terminals	Southeast Terminals	West Coast Terminals	Total
Revenue:							
External customers	\$ 14,058	\$ 2,852	\$ 2,488	\$ 2,754	\$ 20,422	\$ 9,540	\$ 52,114
Frontera	—	—	2,118	—	—	—	2,118
Associated Asphalt, LLC	2,212	—	—	—	—	—	2,212
Revenue	\$ 16,270	\$ 2,852	\$ 4,606	\$ 2,754	\$ 20,422	\$ 9,540	\$ 56,444
Capital expenditures	\$ 1,366	\$ 301	\$ 443	\$ 547	\$ 3,283	\$ 563	\$ 6,503
Identifiable assets	\$ 122,564	\$ 20,397	\$ 41,748	\$ 48,941	\$ 215,602	\$ 276,542	\$ 725,794
Cash and cash equivalents							937
Investments in unconsolidated affiliates							234,030
Revolving credit facility unamortized deferred issuance costs, net							6,435
Other							8,422
Total assets							\$ 975,618

	Three months ended March 31, 2017						
	Gulf Coast Terminals	Midwest Terminals and Pipeline System	Brownsville Terminals	River Terminals	Southeast Terminals	West Coast Terminals	Total
Revenue:							
External customers	\$ 16,290	\$ 2,836	\$ 3,904	\$ 2,670	\$ 17,380	\$ —	\$ 43,080
Frontera	—	—	1,770	—	—	—	1,770
Revenue	\$ 16,290	\$ 2,836	\$ 5,674	\$ 2,670	\$ 17,380	\$ —	\$ 44,850
Capital expenditures	\$ 1,527	\$ 222	\$ 144	\$ 394	\$ 7,213	\$ —	\$ 9,500

**TransMontaigne Partners L.P. and subsidiaries**

**Notes to consolidated financial statements (unaudited) (continued)**

**(20) SUBSEQUENT EVENT**

**Quarterly distribution.** On April 17, 2018, we announced a distribution of \$0.785 per unit for the period from January 1, 2018 through March 31, 2018. This distribution was paid on May 8, 2018 to unitholders of record on April 30, 2018.

**Third Amended and Restated Omnibus Agreement.** In connection with our previously discussed Phase II buildout at our Collins terminal, the expansion of the Brownsville terminal and pipeline operations and the December 2017 acquisition of the West Coast facilities, on May 7, 2018, the Partnership, with the concurrence of the conflicts committee of our general partner, agreed to an annual increase in the aggregate fees payable to the owner of the general partner under the omnibus agreement of \$3.6 million beginning May 13, 2018 (See Note 2 of Notes to consolidated financial statements).

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### RECENT DEVELOPMENTS

**Expansion of our Brownsville operations.** In the first quarter, we entered into terminaling services agreements with third parties for the construction by either the Partnership, or Frontera, of new facilities in Brownsville for the storage of gasoline, diesel and additives for further transportation by truck and the Diamondback Pipeline to the U.S./Mexico border. The Diamondback pipeline consists of an 8" pipeline that previously transported propane approximately 16 miles from our Brownsville, Texas facilities to the U.S./Mexico border and a 6" pipeline, which runs parallel to the 8" pipeline that has been idle and can be used to transport additional refined products. We expect the first tanks of the additional storage capacity under construction to be completed and placed into commercial service by the end of 2018. We expect to recommission the Diamondback pipeline and resume operations by the end of 2019, with the additional storage capacity being completed and placed into commercial service at the same time.

Due to rights of first refusal held by our Frontera joint venture, it is uncertain at this time whether our Brownsville terminaling expansion efforts will be constructed and owned by the Partnership or Frontera. The anticipated aggregate cost of the above terminaling and pipeline expansion projects is estimated to be approximately \$60 million.

**Expansion of our Collins bulk storage terminal.** Our Collins/Purvis, Mississippi terminal complex is strategically located for the bulk storage market and is the only independent terminal capable of receiving from, delivering to, and transferring refined petroleum products between the Colonial and Plantation pipeline systems. We previously entered into long-term terminaling services agreements with various customers for approximately 2 million barrels of new tank capacity at our Collins terminal. The revenue associated with these agreements came on-line upon completion of the construction of the new tank capacity at various stages beginning in the fourth quarter of 2016 through the second quarter of 2017. The aggregate cost of the approximately 2 million barrels of new tank capacity was approximately \$75 million. With the completion of our Phase I expansion, our Collins/Purvis terminal complex has current active storage capacity of approximately 5.4 million barrels.

In addition to the Phase I expansion at our Collins terminal, in the second half of 2017 we obtained an air permit for an additional 5 million barrels of capacity for our Phase II buildout. We have started the design and buildout of approximately 870,000 barrels of new storage capacity supported by a new long-term terminaling services agreement, which constitutes the beginning of our Phase II buildout. To facilitate our further expansion of Collins, we also entered into an agreement with Colonial Pipeline Company for significant improvements to the Colonial Pipeline receipt and delivery manifolds and our related receipt and delivery facilities. The improvements will result in significant increased flexibility for our Collins customers. The anticipated cost of the approximately 870,000 barrels of new storage capacity and our share of the improvements to the pipeline connections is approximately \$55 million. We are currently in active discussions with several other existing and prospective customers regarding additional future capacity at our Collins terminal. We expect the first of the new tanks and the Colonial Pipeline Company improvements to come online in the first quarter of 2019.

**Expansion of our West Coast terminals.** On December 15, 2017, we acquired the West Coast terminals from a third party for a total purchase price of approximately \$276.8 million. The West Coast terminals consist of two waterborne refined product and crude oil terminals located in the San Francisco Bay Area refining complex with a total of 64 storage tanks with approximately 5 million barrels of active storage capacity. The West Coast terminals have access to domestic and international crude oil and refined products markets through marine, pipeline, truck and rail logistics capabilities.

Pursuant to a new long-term terminaling services agreement, we have begun the construction of an additional 125,000 barrels of storage capacity at our Richmond West Coast terminal. The cost of constructing this new capacity is expected to be approximately \$8 million. We are also pursuing other high-return investment opportunities similar to this at these terminals. We expect the first of the new tanks to come online in the fourth quarter of 2018.

**Public offering of senior notes.** On February 12, 2018, the Partnership and TLP Finance Corp., our wholly owned subsidiary, completed the sale of \$300 million of 6.125% senior notes, issued at par and due 2026. The senior notes were guaranteed on a senior unsecured basis by each of our wholly owned subsidiaries that guarantee obligations

under our revolving credit facility. Net proceeds were used primarily to repay indebtedness under our revolving credit facility.

**Third Amended and Restated Omnibus Agreement.** Since the inception of the Partnership in 2005 we have been party to an omnibus agreement with the owner of our general partner, which agreement has been amended and restated from time to time. The omnibus agreement provides for the provision of various services for our benefit. The fees payable under the omnibus agreement to the owner of our general partner are comprised of (i) the reimbursement of the direct operating costs and expenses, such as salaries and benefits of operational personnel performing services on site at our terminals and pipelines, which we refer to as on-site employees, (ii) bonus awards to key personnel who perform services for the Partnership, which are typically paid in the Partnership's units and are subject to the approval by the compensation committee and the conflicts committee of our general partner, and (iii) the administrative fee for the provision of various general and administrative services for the Partnership's benefit such as legal, accounting, treasury, insurance administration and claims processing, information technology, human resources, credit, payroll, taxes, engineering, environmental safety and occupational health (ESOH) and other corporate services, to the extent such services are not outsourced by the Partnership.

In accordance with the Second Amended and Restated Omnibus Agreement and the prior versions thereto, if we acquired or constructed additional facilities, the owner of our general partner may propose a revised administrative fee covering the provision of services for such additional facilities, subject to the approval by the conflicts committee of our general partner. In connection with our previously discussed Phase II buildout at our Collins terminal, the expansion of our Brownsville terminal and pipeline operations and the December 2017 acquisition of the West Coast terminals, on May 7, 2018, the Partnership, with the concurrence of the conflicts committee of our general partner, agreed to an annual increase in the aggregate fees payable to the owner of the general partner under the omnibus agreement of \$3.6 million beginning May 13, 2018.

To effectuate this \$3.6 million annual increase in the aggregate fees payable to the owner of the general partner, on May 7, 2018 the Partnership, with the concurrence of the conflicts committee of our general partner, entered into the Third Amended and Restated Omnibus Agreement by and among the Partnership, our general partner, TransMontaigne Operating GP L.L.C., TransMontaigne Operating Company L.P., Gulf TLP Holdings, LLC, and TLP Management Services LLC. The effect of the change to the omnibus agreement is to allow the Partnership to assume the costs and expenses of personnel performing engineering and ESOH services for and on behalf of the Partnership and to receive an equal and offsetting decrease in the administrative fee. These costs and expenses are expected to approximate \$8.9 million in 2018. We expect that a significant portion of the assumed engineering costs will be capitalized under generally accepted accounting principles.

Prior to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee was approximately \$13.7 million and included the costs and expenses of the personnel performing engineering and ESOH services. Subsequent to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee will be approximately \$8.4 million and the Partnership will bear the approximately \$8.9 million costs and expenses of the personnel performing engineering and ESOH services for and on behalf of the Partnership.

The administrative fee under the Third Amended and Restated Omnibus Agreement is subject to an increase each calendar year tied to an increase in the consumer price index, if any, plus two percent. If we acquire or construct additional facilities, the owner of our general partner may propose a revised administrative fee covering the provision of services for such additional facilities, subject to approval by the conflicts committee of our general partner.

We do not directly employ any of the persons responsible for managing our business. We are managed by our general partner, and all of the officers of our general partner and employees who provide services to the Partnership are employed by TLP Management Services, a wholly owned subsidiary of ArcLight. TLP Management Services provides payroll and maintains all employee benefits programs on behalf of our general partner and the Partnership pursuant to the omnibus agreement. The omnibus agreement will continue in effect until the earlier of (i) ArcLight ceasing to control our general partner or (ii) the election of either us or the owner, following at least 24 months' prior written notice to the other parties.



**Tenth consecutive increase in quarterly distribution.** On April 17, 2018, we announced a quarterly distribution of \$0.785 per unit for the three months ended March 31, 2018. This \$0.015 increase over the previous quarter reflects the tenth consecutive increase in our distribution and represents annual growth of 8.3% over the first quarter of last year. This distribution was paid on May 8, 2018 to unitholders of record on April 30, 2018.

## CRITICAL ACCOUNTING POLICIES AND ESTIMATES

A summary of the significant accounting policies that we have adopted and followed in the preparation of our consolidated financial statements is detailed in our consolidated financial statements for the year ended December 31, 2017, included in our Annual Report on Form 10-K, filed on March 15, 2018. Certain of these accounting policies require the use of estimates. The following estimates, in management's opinion, are subjective in nature, require the exercise of judgment, and involve complex analyses: business combination estimates and assumptions, useful lives of our plant and equipment and accrued environmental obligations. These estimates are based on our knowledge and understanding of current conditions and actions we may take in the future. Changes in these estimates will occur as a result of the passage of time and the occurrence of future events. Subsequent changes in these estimates may have a significant impact on our financial condition and results of operations (see Note 1 of Notes to consolidated financial statements).

## RESULTS OF OPERATIONS—THREE MONTHS ENDED MARCH 31, 2018 AND 2017

The following discussion and analysis of the results of operations and financial condition should be read in conjunction with the accompanying unaudited consolidated financial statements.

### ANALYSIS OF REVENUE

**Total revenue.** We derive revenue from our terminal and pipeline transportation operations by charging fees for providing integrated terminaling, transportation and related services. Our total revenue by category was as follows (in thousands):

#### Total Revenue by Category

	Three months ended March 31,	
	2018	2017
Terminaling services fees	\$ 53,191	\$ 40,744
Pipeline transportation fees	869	1,716
Management fees	2,384	2,390
Revenue	<u>\$ 56,444</u>	<u>\$ 44,850</u>

See discussion below for a detailed analysis of terminaling services fees, pipeline transportation fees and management fees included in the table above.

We operate our business and report our results of operations in six principal business segments: (i) Gulf Coast terminals, (ii) Midwest terminals and pipeline system, (iii) Brownsville terminals, (iv) River terminals (v) Southeast terminals and (vi) West Coast terminals. The aggregate revenue of each of our business segments was as follows (in thousands):

#### Total Revenue by Business Segment

	<u>Three months ended March 31,</u>	
	<u>2018</u>	<u>2017</u>
Gulf Coast terminals	\$ 16,270	\$ 16,290
Midwest terminals and pipeline system	2,852	2,836
Brownsville terminals	4,606	5,674
River terminals	2,754	2,670
Southeast terminals	20,422	17,380
West Coast terminals	9,540	—
Revenue	<u>\$ 56,444</u>	<u>\$ 44,850</u>

Total revenue by business segment is presented and further analyzed below by category of revenue.

**Terminaling services fees.** Our terminaling services agreements are structured as either throughput agreements or storage agreements. Our throughput agreements contain provisions that require our customers to make minimum payments, which are based on contractually established minimum volume of throughput of the customer's product at our facilities over a stipulated period of time. Due to this minimum payment arrangement, we recognize a fixed amount of revenue from the customer over a certain period of time, even if the customer throughputs less than the minimum volume of product during that period. In addition, if a customer throughputs a volume of product exceeding the minimum volume, we would recognize additional revenue on this incremental volume. Our storage agreements require our customers to make minimum payments based on the volume of storage capacity available to the customer under the agreement, which results in a fixed amount of recognized revenue.

We refer to the fixed amount of revenue recognized pursuant to our terminaling services agreements as being "firm commitments." Revenue recognized in excess of firm commitments and revenue recognized based solely on the volume of product distributed or injected are referred to as "ancillary." In addition "ancillary" revenue also includes fees received from ancillary services including heating and mixing of stored products, product transfer, railcar handling, butane blending, proceeds from the sale of product gains, wharfage and vapor recovery.

The terminaling services fees by business segments were as follows (in thousands):

#### Terminaling Services Fees by Business Segment

	<u>Three months ended March 31,</u>	
	<u>2018</u>	<u>2017</u>
Gulf Coast terminals	\$ 16,173	\$ 16,007
Midwest terminals and pipeline system	2,419	2,403
Brownsville terminals	2,066	2,467
River terminals	2,754	2,670
Southeast terminals	20,239	17,197
West Coast terminals	9,540	—
Terminaling services fees	<u>\$ 53,191</u>	<u>\$ 40,744</u>

The increase in terminaling services fees at our Southeast terminals includes an increase of approximately \$2.0 million resulting from placing into service approximately 2.0 million barrels of new tank capacity at our Collins, Mississippi bulk storage terminal in various stages beginning in the fourth quarter of 2016 through the second quarter of 2017. The increase in terminaling services fees at our West Coast terminals is a result of the West Coast terminals acquisition on December 15, 2017.

Included in terminaling services fees for the three months ended March 31, 2018 and 2017 are fees charged to affiliates of approximately \$2.8 million and \$0.4 million, respectively.

The “firm commitments” and “ancillary” revenue included in terminaling services fees were as follows (in thousands):

#### Firm Commitments and Ancillary Revenue

	Three months ended March 31,	
	2018	2017
Firm commitments	\$ 42,133	\$ 32,064
Ancillary	11,058	8,680
Terminaling services fees	<u>\$ 53,191</u>	<u>\$ 40,744</u>

The remaining terms on the terminaling services agreements that generated “firm commitments” for the three months ended March 31, 2018 are as follows (in thousands):

Less than 1 year remaining	\$ 6,901	16%
1 year or more, but less than 3 years remaining	13,787	33%
3 years or more, but less than 5 years remaining	19,133	45%
5 years or more remaining	2,312	6%
Total firm commitments for the three months ended March 31, 2018	<u>\$ 42,133</u>	

**Pipeline transportation fees.** We earned pipeline transportation fees at our Diamondback pipeline either based on the volume of product transported or under capacity reservation agreements. Revenue associated with the capacity reservation is recognized ratably over the respective term, regardless of whether the capacity is actually utilized. We earn pipeline transportation fees at our Razorback pipeline based on an allocation of the aggregate fees charged under the capacity agreement with our customer who has contracted for 100% of our Razorback system. We own the Razorback and Diamondback pipelines, and we leased the Ella-Brownsville pipeline from a third party through December 31, 2017. The pipeline transportation fees by business segments were as follows (in thousands):

#### Pipeline Transportation Fees by Business Segment

	Three months ended March 31,	
	2018	2017
Gulf Coast terminals	\$ —	\$ —
Midwest terminals and pipeline system	433	433
Brownsville terminals	436	1,283
River terminals	—	—
Southeast terminals	—	—
West Coast terminals	—	—
Pipeline transportation fees	<u>\$ 869</u>	<u>\$ 1,716</u>

The decrease in pipeline transportation fees at our Brownsville terminals is attributable to suspending operations on the Diamondback pipeline in the first quarter of 2018 in connection with the expansion of our Brownville operations. We expect to recommission and resume operations on the Diamondback pipeline by the end of 2019.

**Management fees.** We manage and operate certain tank capacity at our Port Everglades South terminal for a major oil company and receive a reimbursement of its proportionate share of operating and maintenance costs. We manage and operate the Frontera joint venture and receive a management fee based on our costs incurred. We also currently manage and operate for an affiliate of PEMEX, Mexico's state-owned petroleum company, a bi-directional products pipeline connected to our Brownsville terminal facility and receive a management fee. We expect this operating arrangement to expire in the third quarter of 2018, after which it is anticipated that a third party will take operatorship of the pipeline. We manage and operate rail sites at certain Southeast terminals on behalf of a major oil company and receive reimbursement for operating and maintenance costs. The management fees by business segments were as follows (in thousands):

#### Management Fees by Business Segment

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
Gulf Coast terminals	\$ 97	\$ 283
Midwest terminals and pipeline system	—	—
Brownsville terminals	2,104	1,924
River terminals	—	—
Southeast terminals	183	183
West Coast terminals	—	—
Management fees	<u>\$ 2,384</u>	<u>\$ 2,390</u>

Included in management fees for the three months ended March 31, 2018 and 2017 are fees charged to affiliates of approximately \$1.5 million and \$1.4 million, respectively.

#### ANALYSIS OF COSTS AND EXPENSES

The direct operating costs and expenses of our operations include the directly related wages and employee benefits, utilities, communications, repairs and maintenance, rent, property taxes, vehicle expenses, environmental compliance costs, materials and supplies. Consistent with historical trends across our terminaling and transportation facilities we anticipate an increase in repairs and maintenance expenses in the later months of the year as the weather becomes more conducive to these types of projects. The direct operating costs and expenses of our operations were as follows (in thousands):

#### Direct Operating Costs and Expenses

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
Wages and employee benefits	\$ 7,778	\$ 6,099
Utilities and communication charges	2,425	2,127
Repairs and maintenance	4,546	2,998
Office, rentals and property taxes	2,962	2,550
Vehicles and fuel costs	189	195
Environmental compliance costs	787	513
Other	1,458	2,029
Direct operating costs and expenses	<u>\$ 20,145</u>	<u>\$ 16,511</u>

The direct operating costs and expenses of our business segments were as follows (in thousands):

**Direct Operating Costs and Expenses by Business Segment**

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
Gulf Coast terminals	\$ 5,832	\$ 5,554
Midwest terminals and pipeline system	712	712
Brownsville terminals	2,041	2,872
River terminals	1,836	1,650
Southeast terminals	6,619	5,723
West Coast terminals	3,105	—
Direct operating costs and expenses	<u>\$ 20,145</u>	<u>\$ 16,511</u>

The decrease in direct operating costs and expenses at our Brownsville terminals is primarily attributable to terminating our lease of the Ella-Brownsville pipeline from a third party on December 31, 2017 in connection with the expansion of our Brownville operations. The increase in direct operating costs and expenses at our Southeast terminals is primarily attributable to placing into service approximately 2.0 million barrels of new tank capacity at our Collins, MS bulk storage terminal in various stages beginning in the fourth quarter of 2016 through the second quarter of 2017. The increase in direct operating costs and expenses at our West Coast terminals is a result of the West Coast terminals acquisition on December 15, 2017.

General and administrative expenses include an administrative fee paid to the owner of TransMontaigne GP under the omnibus agreement for indirect corporate overhead to cover costs of centralized corporate functions such as legal, accounting, treasury, insurance administration and claims processing, health, safety and environmental, information technology, human resources, credit, payroll, taxes, engineering and other corporate services. The administrative fee paid to the owner of TransMontaigne GP was approximately \$3.4 million and \$2.9 million for the three months ended March 31, 2018 and 2017, respectively. General and administrative expenses also include direct general and administrative expenses for third party accounting costs associated with annual and quarterly reports and tax return and Schedule K-1 preparation and distribution, legal fees and independent director fees. The direct general and administrative expenses were approximately \$1.6 million and \$1.1 million for the three months ended March 31, 2018 and 2017, respectively.

Insurance expenses include charges for insurance premiums to cover costs of insuring activities such as property, casualty, pollution, automobile, directors' and officers' liability, and other insurable risks. For the three months ended March 31, 2018 and 2017, the expense associated with insurance was approximately \$1.2 million and \$1.0 million, respectively.

Equity-based compensation expense includes expense associated with us reimbursing an affiliate of TransMontaigne GP for awards granted by them to certain key officers and employees who provide service to us that vest over future service periods and grants to the independent directors of our general partner under our long-term incentive plan. We have the intent and ability to settle our reimbursement for the bonus awards by issuing additional common units, and accordingly, we account for the bonus awards as an equity award. The expense associated with these reimbursements was approximately \$2.0 million and \$1.8 million for the three months ended March 31, 2018 and 2017, respectively.

For the three months ended March 31, 2018 and 2017, depreciation and amortization expense was approximately \$11.8 million and \$8.7 million, respectively. The increase in depreciation and amortization expense is primarily attributable to the West Coast terminals acquisition on December 15, 2017 and placing into service new tank capacity at our Collins, Mississippi bulk storage terminal in various stages beginning in the fourth quarter of 2016 through the second quarter of 2017.

For the three months ended March 31, 2018 and 2017, interest expense was approximately \$6.5 million and \$2.2 million, respectively. The increase in interest expense is primarily attributable to financing the December 15, 2017 acquisition of the West Coast terminals, the issuance of senior notes and increases in LIBOR rates.

## ANALYSIS OF INVESTMENTS IN UNCONSOLIDATED AFFILIATES

Our investments in unconsolidated affiliates include a 42.5% Class A ownership interest in BOSTCO and a 50% ownership interest in Frontera. BOSTCO is a terminal facility located on the Houston Ship Channel that encompasses approximately 7.1 million barrels of distillate, residual and other black oil product storage. Class A and Class B ownership interests share in cash distributions on a 96.5% and 3.5% basis, respectively. Class B ownership interests do not have voting rights and are not required to make capital investments. Frontera is a terminal facility located in Brownsville, Texas that encompasses approximately 1.5 million barrels of light petroleum product storage, as well as related ancillary facilities.

Earnings from investments in unconsolidated affiliates were as follows (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
BOSTCO	\$ 1,991	\$ 1,706
Frontera	898	854
Total earnings from investments in unconsolidated affiliates	<u>\$ 2,889</u>	<u>\$ 2,560</u>

Additional capital investments in unconsolidated affiliates were as follows (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
BOSTCO	\$ —	\$ —
Frontera	1,150	2,000
Additional capital investments in unconsolidated affiliates	<u>\$ 1,150</u>	<u>\$ 2,000</u>

Cash distributions received from unconsolidated affiliates were as follows (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
BOSTCO	\$ 2,094	\$ 3,079
Frontera	1,096	1,270
Cash distributions received from unconsolidated affiliates	<u>\$ 3,190</u>	<u>\$ 4,349</u>

## LIQUIDITY AND CAPITAL RESOURCES

Our primary liquidity needs are to fund our working capital requirements, distributions to unitholders, approved investments, approved capital projects and approved future expansion, development and acquisition opportunities. We expect to initially fund any investments, capital projects and future expansion, development and acquisition opportunities with undistributed cash flows from operations and additional borrowings under our revolving credit facility. After initially funding expenditures with borrowings under our revolving credit facility, we may raise funds through additional equity offerings and debt financings. The proceeds of such equity offerings and debt financings may then be used to reduce our outstanding borrowings under our credit revolving facility.

Net cash provided by (used in) operating activities, investing activities and financing activities were as follows (in thousands):

	<b>Three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
Net cash provided by operating activities	\$ 24,394	\$ 30,363
Net cash provided by (used in) investing activities	\$ 2,372	\$ (11,500)
Net cash used in financing activities	\$ (26,752)	\$ (18,815)

The decrease in net cash provided by operating activities is primarily attributable to the timing of working capital requirements.

The increase in net cash provided by investing activities includes proceeds of approximately \$10.0 million from the sale of assets in February 2018. Management and the board of directors of our general partner have approved additional investments and expansion capital projects at our terminals that currently are, or will be, under construction with estimated completion dates that extend through the second quarter of 2019. At March 31, 2018, the remaining expenditures to complete the approved projects are estimated to be approximately \$120 million, assuming our Frontera joint venture does not exercise its rights of first refusal related to our Brownsville terminaling expansion efforts. These expenditures primarily relate to the construction costs associated with the approximately 870,000 barrels of new storage capacity and our share of improvements to the pipeline connections at our Collins bulk storage terminal and the expansion of the Brownsville terminal.

The increase in net cash used in financing activities includes an increase of \$2.0 million in distributions paid as a result of increasing our distribution 8.3% over the first quarter of last year and an increase of \$2.3 million in deferred issuance costs over the first quarter of last year related to issuing senior notes in February 2018. Net proceeds of the senior notes were primarily used to repay indebtedness under our revolving credit facility.

**Third amended and restated senior secured credit facility.** On December 14, 2017 we amended our revolving credit facility, which increased the maximum borrowing line of credit to \$850 million from \$600 million, in connection with the acquisition of the West Coast terminals. At our request, the maximum borrowing line of credit may be increased by an additional \$250 million, subject to the approval of the administrative agent and the receipt of additional commitments from one or more lenders. The terms of our revolving credit facility include covenants that restrict our ability to make cash distributions, acquisitions and investments, including investments in joint ventures. We may make distributions of cash to the extent of our “available cash” as defined in our partnership agreement. We may make acquisitions and investments that meet the definition of “permitted acquisitions”; “other investments” which may not exceed 5% of “consolidated net tangible assets”; and additional future “permitted JV investments” up to \$175 million, which may include additional investments in BOSTCO. The principal balance of loans and any accrued and unpaid interest are due and payable in full on the maturity date, March 13, 2022.

We may elect to have loans under our revolving credit facility bear interest either (i) at a rate of LIBOR plus a margin ranging from 1.75% to 2.75% depending on the total leverage ratio then in effect, or (ii) at the base rate plus a margin ranging from 0.75% to 1.75% depending on the total leverage ratio then in effect. We also pay a commitment fee on the unused amount of commitments, ranging from 0.375% to 0.5% per annum, depending on the total leverage ratio then in effect. Our obligations under our revolving credit facility are secured by a first priority security interest in favor of the lenders in the majority of our assets, including our investments in unconsolidated affiliates. At March 31, 2018, our outstanding borrowings under our revolving credit facility were \$290.2 million.

Our revolving credit facility also contains customary representations and warranties (including those relating to organization and authorization, compliance with laws, absence of defaults, material agreements and litigation) and customary events of default (including those relating to monetary defaults, covenant defaults, cross defaults and bankruptcy events). The primary financial covenants contained in our revolving credit facility are (i) a total leverage ratio test (not to exceed 5.25 to 1.0), (ii) a senior secured leverage ratio test (not to exceed 3.75 to 1.0), and (iii) a minimum interest coverage ratio test (not less than 2.75 to 1.0). These financial covenants are based on a non-GAAP, defined financial performance measure within our revolving credit facility known as “Consolidated EBITDA.” We were in compliance with all financial covenants as of and during the three months ended March 31, 2018 and the year ended December 31, 2017.

If we were to fail either financial performance covenant, or any other covenant contained in our revolving credit facility, we would seek a waiver from our lenders under such facility. If we were unable to obtain a waiver from our lenders and the default remained uncured after any applicable grace period, we would be in breach of our revolving credit facility, and the lenders would be entitled to declare all outstanding borrowings immediately due and payable.

**Senior Notes.** On February 12, 2018, the Partnership and our wholly owned subsidiary, TLP Finance Corp, completed the sale of \$300 million of 6.125% senior notes, issued at par and due 2026. The senior notes were guaranteed on a senior unsecured basis by each of our wholly owned subsidiaries that guarantee obligations under our revolving credit facility. Net proceeds were used to repay indebtedness under our revolving credit facility.

The senior notes will mature on February 15, 2026. Interest on the senior notes is payable semi-annually in arrears on February 15 and August 15 of each year, beginning on August 15, 2018. The senior notes are fully and unconditionally guaranteed, jointly and severally, on a senior unsecured basis by each of our existing wholly owned domestic subsidiaries and their future wholly owned domestic subsidiaries, in each case that guarantee obligations under our revolving credit facility. The senior notes and the associated guarantees rank equally in right of payment with all of our existing and future unsecured senior indebtedness and senior to all of the Partnership's future subordinated indebtedness. The senior notes and the guarantees are effectively subordinated in right of payment to all of the Partnership's existing and future secured debt, including debt under our revolving credit agreement, to the extent of the value of the assets securing such debt, and are structurally subordinated to all liabilities of our subsidiaries (other than Finance Corp.) that do not guarantee the senior notes.

At any time prior to February 15, 2021, we may on any one or more occasions redeem up to 35% of the aggregate principal amount of the senior notes at a redemption price of 106.125% of the principal amount of the senior notes, plus accrued and unpaid interest, if any, to, but not including, the redemption date, with the net cash proceeds of certain equity offerings. On and after February 15, 2021, we may redeem all or a part of the senior notes at redemption prices (expressed as percentages of principal amount) equal to (i) 104.594% for the twelve-month period beginning on February 15, 2021; (ii) 103.063% for the twelve-month period beginning on February 15, 2022; (iii) 101.531% for the twelve month-period beginning on February 15, 2023; and (iv) 100.000% for the twelve-month period beginning on February 15, 2024 and at any time thereafter, plus accrued and unpaid interest.

**Common unit offering program.** On September 2, 2016, the Securities and Exchange Commission declared effective a universal shelf registration statement, which replaced our prior shelf registration statement that previously expired. As with the prior shelf registration statement, the new shelf registration statement allows us to issue common units and debt securities. In connection with the shelf registration statement, we established a common unit offering program under which we may issue and sell common units from time to time, representing limited partner interests, up to an aggregate gross sales amount of \$50 million. We intend to use the net proceeds from any equity sales pursuant to the common unit offering program, after deducting the agent's commissions and the partnership's offering expenses, for general partnership purposes, which may include, among other things, repayment of indebtedness, capital expenditures, working capital or acquisitions. In February 2018, we used the shelf registration statement to issue the senior notes (see Note 12 of Notes to consolidated financial statements).

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The information contained in this Item 3 updates, and should be read in conjunction with, information set forth in Part II, Item 7A of our Annual Report on Form 10-K, filed on March 15, 2018, in addition to the interim unaudited consolidated financial statements, accompanying notes and Management's Discussion and Analysis of Financial Condition and Results of Operations presented in Part 1, Items 1 and 2 of this Quarterly Report on Form 10-Q. There are no material changes in the market risks faced by us from those reported in our Annual Report on Form 10-K for the year ended December 31, 2017.

Market risk is the risk of loss arising from adverse changes in market rates and prices. A principal market risk to which we are exposed is interest rate risk associated with borrowings under our revolving credit facility. Borrowings under our revolving credit facility bear interest at a variable rate based on LIBOR or the lender's base rate. We manage a portion of our interest rate risk with interest rate swaps, which reduce our exposure to changes in interest rates by converting variable interest rates to fixed interest rates. At March 31, 2018, we are party to an interest rate swap agreement with a notional amount of \$50.0 million that expires March 11, 2019. Pursuant to the terms of the interest rate swap agreement, we pay a fixed rate of approximately 0.97% and receive interest payments based on the one-month LIBOR. The net difference to be paid or received under the interest rate swap agreements is settled monthly and is recognized as an adjustment to interest expense. At March 31, 2018, we had outstanding borrowings of \$290.2 million under our revolving credit facility. Based on the outstanding balance of our variable-interest-rate debt at March 31, 2018, the terms of our interest rate swap agreements and assuming market interest rates increase or decrease by 100 basis points, the potential annual increase or decrease in interest expense is approximately \$2.4 million.

We do not purchase or market products that we handle or transport and, therefore, we do not have material direct exposure to changes in commodity prices, except for the value of product gains arising from certain of our terminaling services agreements with our customers. We do not use derivative commodity instruments to manage the



commodity risk associated with the product we may own at any given time. Generally, to the extent we are entitled to retain product pursuant to terminaling services agreements with our customers, we sell the product to our customers on a contractually established periodic basis; the sales price is based on industry indices.

#### **ITEM 4. CONTROLS AND PROCEDURES**

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed by us in the reports that we file or submit to the Securities and Exchange Commission under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified by the Commission's rules and forms, and that information is accumulated and communicated to the management of our general partner, including our general partner's principal executive and principal financial officer (whom we refer to as the Certifying Officers), as appropriate to allow timely decisions regarding required disclosure. The management of our general partner evaluated, with the participation of the Certifying Officers, the effectiveness of our disclosure controls and procedures as of March 31, 2018, pursuant to Rule 13a-15(b) under the Exchange Act. Based upon that evaluation, the Certifying Officers concluded that, as of March 31, 2018, our disclosure controls and procedures were effective. There were no changes in our internal control over financial reporting that occurred during our most recently completed fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

### **Part II. Other Information**

#### **ITEM 1. LEGAL PROCEEDINGS**

See Part I, Item 1 Note 16 to our consolidated financial statements entitled "Legal proceedings" which is incorporated into this item by reference.

#### **ITEM 1A. RISK FACTORS**

In addition to the other information set forth in this report, you should carefully consider the risk factors and other cautionary statements described under the heading "Item 1A. Risk Factors" included in our 2017 Annual Report on Form 10-K filed on March 15, 2018, which could materially affect our businesses, financial condition, or future results. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also may materially adversely affect our business, financial condition, or future results. There have been no material changes in our risk factors from those described in our 2017 Annual Report.

There have been no material changes from risk factors as previously disclosed in our Annual Report on Form 10-K for the year ended December 31, 2017, filed on March 15, 2018.

#### **ITEM 5. OTHER INFORMATION**

**Third Amended and Restated Omnibus Agreement.** Since the inception of the Partnership in 2005 we have been party to an omnibus agreement with the owner of our general partner, which agreement has been amended and restated from time to time. The omnibus agreement provides for the provision of various services for our benefit. The fees payable under the omnibus agreement to the owner of our general partner are comprised of (i) the reimbursement of the direct operating costs and expenses, such as salaries and benefits of operational personnel performing services on site at our terminals and pipelines, which we refer to as on-site employees, (ii) bonus awards to key personnel who perform services for the Partnership, which are typically paid in the Partnership's units and are subject to the approval by the compensation committee and the conflicts committee of our general partner, and (iii) the administrative fee for the provision of various general and administrative services for the Partnership's benefit such as legal, accounting, treasury, insurance administration and claims processing, information technology, human resources, credit, payroll, taxes, engineering, environmental safety and occupational health (ESOH) and other corporate services, to the extent such services are not outsourced by the Partnership.

In accordance with the Second Amended and Restated Omnibus Agreement and the prior versions thereto, if we acquired or constructed additional facilities, the owner of our general partner may propose a revised administrative fee

covering the provision of services for such additional facilities, subject to the approval by the conflicts committee of our general partner. In connection with our previously discussed Phase II buildout at our Collins terminal, the expansion of our Brownsville terminal and pipeline operations and the December 2017 acquisition of the West Coast terminals, on May 7, 2018, the Partnership, with the concurrence of the conflicts committee of our general partner, agreed to an annual increase in the aggregate fees payable to the owner of the general partner under the omnibus agreement of \$3.6 million beginning May 13, 2018.

To effectuate this \$3.6 million annual increase in the aggregate fees payable to the owner of the general partner, on May 7, 2018 the Partnership, with the concurrence of the conflicts committee of our general partner, entered into the Third Amended and Restated Omnibus Agreement by and among the Partnership, our general partner, TransMontaigne Operating GP L.L.C., TransMontaigne Operating Company L.P., Gulf TLP Holdings, LLC, and TLP Management Services LLC. The effect of the change to the omnibus agreement is to allow the Partnership to assume the costs and expenses of personnel performing engineering and ESOH services for and on behalf of the Partnership and to receive an equal and offsetting decrease in the administrative fee. These costs and expenses are expected to approximate \$8.9 million in 2018. We expect that a significant portion of the assumed engineering costs will be capitalized under generally accepted accounting principles.

Prior to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee was approximately \$13.7 million and included the costs and expenses of the personnel performing engineering and ESOH services. Subsequent to the \$3.6 million annual increase and the effective date of the Third Amended and Restated Omnibus Agreement, the annual administrative fee will be approximately \$8.4 million and the Partnership will bear the approximately \$8.9 million costs and expenses of the personnel performing engineering and ESOH services for and on behalf of the Partnership.

The administrative fee under the Third Amended and Restated Omnibus Agreement is subject to an increase each calendar year tied to an increase in the consumer price index, if any, plus two percent. If we acquire or construct additional facilities, the owner of our general partner may propose a revised administrative fee covering the provision of services for such additional facilities, subject to approval by the conflicts committee of our general partner.

We do not directly employ any of the persons responsible for managing our business. We are managed by our general partner, and all of the officers of our general partner and employees who provide services to the Partnership are employed by TLP Management Services, a wholly owned subsidiary of ArcLight. TLP Management Services provides payroll and maintains all employee benefits programs on behalf of our general partner and the Partnership pursuant to the omnibus agreement. The omnibus agreement will continue in effect until the earlier of (i) ArcLight ceasing to control our general partner or (ii) the election of either us or the owner, following at least 24 months' prior written notice to the other parties.

The foregoing description is qualified in its entirety by reference to the Third Amended and Restated Omnibus Agreement, filed as Exhibit 10.1 to this quarterly report, which is incorporated herein by this reference.

**ITEM 6. EXHIBITS**

The exhibits listed on the accompanying Exhibit Index are filed or incorporated by reference as part of this report, and such Exhibit Index is incorporated herein by reference.

**EXHIBIT INDEX**

<b>Exhibit number</b>	<b>Description of exhibits</b>
10.1	<a href="#"><u>Third Amended and Restated Omnibus Agreement, dated as of May 7, 2018, by and among TransMontaigne GP L.L.C., TransMontaigne Partners L.P., TransMontaigne Operating GP L.L.C., TransMontaigne Operating Company L.P. and TLP Management Services LLC.</u></a>
31.1	<a href="#"><u>Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u></a>
31.2	<a href="#"><u>Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</u></a>
32.1	<a href="#"><u>Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u></a>
32.2	<a href="#"><u>Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</u></a>
101	The following financial information from the Quarterly Report on Form 10-Q of TransMontaigne Partners L.P. and subsidiaries for the quarter ended March 31, 2018, formatted in XBRL (eXtensible Business Reporting Language): (i) consolidated balance sheets, (ii) consolidated statements of operations, (iii) consolidated statements of partners' equity, (iv) consolidated statements of cash flows and (v) notes to consolidated financial statements.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Date: May 9, 2018

**TransMontaigne Partners L.P.**  
(Registrant)

TransMontaigne GP L.L.C., its General Partner

By: /s/ Frederick W. Boutin  
Frederick W. Boutin  
*Chief Executive Officer*

By: /s/ Robert T. Fuller  
Robert T. Fuller  
*Chief Financial Officer*

**THIRD AMENDED AND RESTATED**

**OMNIBUS AGREEMENT**

**among**

**TRANSMONTAIGNE GP L.L.C.**

**TRANSMONTAIGNE PARTNERS L.P.**

**TRANSMONTAIGNE OPERATING GP L.L.C.**

**TRANSMONTAIGNE OPERATING COMPANY L.P.**

**and**

**TLP MANAGEMENT SERVICES LLC**

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### THIRD AMENDED AND RESTATED OMNIBUS AGREEMENT

THIS THIRD AMENDED AND RESTATED OMNIBUS AGREEMENT (“*Restated Agreement*”) dated as of May 7, 2018 (the “*Effective Date*”), is entered into by and among TransMontaigne GP L.L.C., a Delaware limited liability company (the “*General Partner*”), TransMontaigne Partners L.P., a Delaware limited partnership (the “*Partnership*”), TransMontaigne Operating GP L.L.C., a Delaware limited liability company (the “*OLP GP*”), TransMontaigne Operating Company L.P., a Delaware limited partnership (the “*Operating Partnership*”), and TLP Management Services LLC, a Delaware limited liability company (“*TLP Management Services*”). The above-named entities are sometimes referred to in this Restated Agreement each as a “*Party*” and collectively as the “*Parties*.”

#### RECITALS:

A. TransMontaigne LLC, a Delaware limited liability company and formerly known as TransMontaigne Inc., the General Partner, the Partnership, OLP GP and the Operating Partnership (the “*First A&R Omnibus Agreement Parties*”) have previously entered into an Amended and Restated Omnibus Agreement, dated as of December 31, 2007, but effective for all purposes as of January 1, 2008 (the “*First A&R Omnibus Agreement*”).

B. The First A&R Omnibus Agreement Parties (and in the case of the Fourth Amendment and the Second A&R Omnibus Agreement, as defined below, Gulf TLP Holdings, LLC) have previously amended the First A&R Omnibus Agreement by execution of the First Amendment to Amended and Restated Omnibus Agreement dated as of July 16, 2013 (the “*First Amendment*”), the Second Amendment to Amended and Restated Omnibus Agreement dated as of April 14, 2015 (the “*Second Amendment*”), the Third Amendment to Amended and Restated Omnibus Agreement dated as of June 16, 2015 (the “*Third Amendment*”), the Assignment and Amendment No. 4 to Amended and Restated Omnibus Agreement dated as of February 1, 2016 (the “*Fourth Amendment*”), and the Second Amended and Restated Omnibus Agreement dated as of February 22, 2016 but effective for all purposes as of February 1, 2016 (the “*Second A&R Omnibus Agreement*”, the First A&R Omnibus Agreement, as amended by the First Amendment, the Second Amendment, the Third Amendment and the Fourth Amendment and the Second A&R Omnibus Agreement, collectively, the “*Prior Agreement*”).

C. Pursuant to the Prior Agreement, TLP Management Services and its affiliates agreed to provide certain management, legal, accounting, tax, corporate staff and other support services to the Partnership from and after the effective date of the Prior Agreement, as well as provide personnel to operate certain assets.

D. The parties intend that, pursuant to this Restated Agreement, effective from and after the Effective Date, the Partnership Group (defined herein) will assume direct financial responsibility for the services that are provided by the TLP Management Services Engineering and the ESOH personnel pursuant to which TLP Management Services shall be directly reimbursed for the associated costs and expenses and the revised Administrative Fee, as set forth herein, reflects such designation, effective from and after the Effective Date.

E. The Parties desire to hereby amend and restate the Prior Agreement in its entirety.

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## ARTICLE I Definitions

### 1.1 *Definitions.*

As used in this Restated Agreement, the following terms shall have the respective meanings set forth below:

“*Administrative Fee*” is defined in Section 2.1(a).

“*Affiliate*” is defined in the Partnership Agreement.

“*Applicable Period*” is defined in Section 2.1(a).

“*Assets*” means (a) all assets owned by the Partnership Group prior to or on the Purchase Agreement Closing Date and (b) all assets acquired or constructed by the Partnership Group during the Applicable Period from and after such time as the General Partner, on behalf of the Partnership Group and TLP Management Services and with the concurrence of the Conflicts Committee, establish a revised Administrative Fee in accordance with Section 2.1(a) hereof and, if applicable, a revised Insurance Reimbursement in accordance with Section 2.1(c) hereof.

“*Cause*” is defined in the Partnership Agreement.

“*Common Units*” is defined in the Partnership Agreement.

“*Conflicts Committee*” is defined in the Partnership Agreement.

“*control*” means the possession, directly or indirectly, of the power to direct or cause the direction of the management and policies of a Person, whether through ownership of voting securities, by contract, or otherwise.

“*Effective Date*” is defined in introductory paragraph of this Restated Agreement.

“*Exchange Act*” means the Securities Exchange Act of 1934, as amended.

“*First A&R Omnibus Agreement*” is defined in Recital A.

“*First A&R Omnibus Agreement Parties*” is defined in Recital A.

“*First Amendment*” is defined in Recital B.

“*Fourth Amendment*” is defined in Recital B.

“*General Partner*” is defined in the introductory paragraph of this Restated Agreement.

“*Insurance Reimbursement*” is defined in Section 2.1(c).

“*Limited Partner*” is defined in the Partnership Agreement.



“*OLP GP*” is defined in the introductory paragraph of this Restated Agreement.

“*On-Site Employees*” is defined in Section 3.1(a).

“*Operating Partnership*” is defined in the introductory paragraph of this Restated Agreement.

“*Partnership*” is defined in the introductory paragraph of this Restated Agreement.

“*Partnership Agreement*” means the First Amended and Restated Agreement of Limited Partnership of TransMontaigne Partners L.P., dated as of May 27, 2005, as amended by the First Amendment thereto dated as of January 23, 2006, the Second Amendment thereto dated as of April 7, 2008 and the Third Amendment thereto dated as of May 5, 2015, and as may be further amended from time to time, to which reference is hereby made for all purposes of this Restated Agreement.

“*Partnership Entities*” means the General Partner and each member of the Partnership Group; and “*Partnership Entity*” means any of the Partnership Entities.

“*Partnership Group*” means the Partnership, OLP GP, the Operating Partnership and any of their respective Subsidiaries, treated as a single consolidated entity; and

“*Partnership Group Member*” means any member of the Partnership Group.

“*Party*” and “*Parties*” are defined in the introductory paragraph of this Restated Agreement.

“*Person*” means an individual or a corporation, limited liability company, partnership, joint venture, trust, unincorporated organization, association, government agency or political subdivision thereof or other entity.

“*Plan*” is defined in Section 2.1(b).

“*PPH Entities*” means PPH Management Holdings, LLC, and any Person controlled, directly or indirectly, by PPH Management Holdings, LLC other than the Partnership Entities; and “*PPH Entity*” means any of the PPH Entities.

“*Prior Agreement*” is defined in Recital B.

“*Purchase Agreement Closing Date*” means February 1, 2016.

“*Restated Agreement*” is defined in the introductory paragraph hereof.

“*Second Amendment*” is defined in Recital B.

“*Second A&R Omnibus Agreement*” is defined in Recital B.

“*Services*” is defined in Section 2.1(a).

“*Subsidiary*” means, with respect to any Person, (a) a corporation of which more than 50% of the voting power of shares entitled (without regard to the occurrence of any contingency) to vote in the election of directors or other governing body of such corporation is owned, directly or indirectly, at the date of determination, by such Person, by one or more Subsidiaries of such Person or a combination thereof, (b) a partnership (whether general or limited) in which such Person or a Subsidiary of such Person is, at the date of determination, a general or limited partner of such partnership, but only if more than 50% of the partnership interests of such partnership (considering all of the partnership interests of the partnership as a single class) is owned, directly or indirectly, at the date of determination, by such Person, by one or more Subsidiaries of such Person, or a combination thereof, or (c) any other Person (other than a corporation or a partnership) in which such Person, one or more Subsidiaries of such Person, or a combination thereof, directly or indirectly, at the date of determination, has (i) at least a majority ownership interest or (ii) the power to elect or direct the election of a majority of the directors or other governing body of such Person.

“*Third Amendment*” is defined in Recital B.

“*TLP Management Services*” is defined in the introductory paragraph of this Restated Agreement.

“*Units*” is defined in the Partnership Agreement.

## **ARTICLE II**

### **Services**

#### **2.1 General.**

(a) During the period commencing on the Effective Date and terminating on the earlier to occur of the PPH Entities ceasing to control the General Partner or, at the election of either the Partnership or TLP Management Services following prior written notice to the other Parties at least two (2) years prior to the effective date of such termination (the “Applicable Period”), the Partnership shall pay TLP Management Services an administrative fee (the “Administrative Fee”) of \$8,384,440 per year, payable in arrears in equal monthly installments on the third business day of each month, beginning in May 2018, for the provision by TLP Management Services for the Partnership Group’s benefit of certain management, legal, accounting, tax, corporate staff and other support services during the Applicable Period (the “Services”). The Services will be substantially identical in nature and quality to the services of such type previously provided pursuant to the Prior Agreement. During the Applicable Period, the Partnership Group will satisfy all of its needs for such Services through TLP Management Services. TLP Management Services may increase the Administrative Fee each calendar year effective commencing on January 1, 2019 by an amount up to the product of the then-current Administrative Fee multiplied by an amount equal to (x) the percentage increase, if any, from the immediately preceding year in the Consumer Price Index - All Urban Consumers, U.S. City Average, Not Seasonally Adjusted, plus (y) two (2) percent. If the Partnership or any other Partnership Group Member acquires or constructs additional assets during the Applicable Period, then TLP Management Services may propose a revised Administrative Fee. If the General Partner, on behalf of the Partnership Group and with the concurrence of the Conflicts

Committee, agrees to such revised Administrative Fee, then TLP Management Services shall provide Services for the additional assets pursuant to the terms set forth herein. Notwithstanding the foregoing, the Services shall not include any services that are outsourced by TLP Management Services to third parties.

(b) During the Applicable Period, the Compensation Committee and Conflicts Committee of the General Partner shall approve the annual awards granted under the TLP Management Services LLC Savings and Retention Plan or any similar successor plan (the “*Plan*”) to employees performing Services to or for the benefit of the Partnership Group. The aggregate amount of such awards shall be no less than \$1.5 million per year. As awards are payable in accordance with the vesting and payment schedule provided in the Plan, the Partnership shall have the option of paying the awards either in cash or in the Common Units. Payments in cash or in the Common Units may be made to TLP Management Services LLC, as the Plan administrator, for the benefit of the plan participants or, alternatively, directly to the plan participants.

(c) During the Applicable Period, if TLP Management Services procures insurance with respect to the Partnership Group, the Assets or operations thereof, then the Partnership shall pay TLP Management Services or any applicable Affiliate of TLP Management Services an insurance reimbursement (the “*Insurance Reimbursement*”) equal to the amount of any premiums and fees payable under the applicable insurance policies. If at any time TLP Management Services proposes to renew or replace any insurance policy with respect to which a Partnership Entity currently has procured insurance, then TLP Management Services shall propose the procurement of such insurance policy to the General Partner, and such insurance policy shall be procured by TLP Management Services or an Affiliate thereof, subject to the reasonable approval of the General Partner, on behalf of the Partnership Group and with the concurrence of the Conflicts Committee. TLP Management Services may increase the Insurance Reimbursement at any time in accordance with increases in the premiums or fees payable under the applicable insurance policies. Notwithstanding the foregoing, at any time during the Applicable Period, the Partnership may procure insurance, and pay the amount of any premiums and fees payable in connection therewith, directly for and on behalf of itself, the Partnership Entities and the Assets or operations thereof.

(i) If, during any calendar year, any Partnership Entity proposes to increase the insurance coverage of any Partnership Entity or the Assets thereof such that the increase, together with any other increases in such calendar year, would result in the aggregate premiums and fees of the Partnership Group (on an annualized basis) being greater than the amount presented to the Board with respect to such calendar year in the annual budget for the procurement of insurance by at least 10%, such Partnership Entity shall, 15 days prior to the procurement of such insurance, propose to TLP Management Services in writing either (1) a plan to procure an insurance policy, in which case TLP Management Services may accept or reject such plan or propose to procure such insurance coverage or (2) that a PPH Entity procure such insurance coverage. If a PPH Entity procures insurance coverage, then such coverage shall be subject to the approval of the General Partner, on behalf of the Partnership Group and with the concurrence of the Conflicts Committee and, upon approval by the General Partner, the Insurance

Reimbursement shall be increased by the amount of any premiums and fees under such insurance policy.

(d) On each anniversary of the Effective Date during the Applicable Period, the Partnership will have the right to submit to TLP Management Services a proposal to reduce the amount of the Administrative Fee for that year if the Partnership believes, in good faith, that the Services performed by TLP Management Services for the year in question do not justify payment of the full Administrative Fee for that year. If the Partnership submits such a proposal to TLP Management Services, then TLP Management Services agrees that it will negotiate in good faith with the Partnership to determine if the Administrative Fee for that year should be reduced and, if so, by how much.

(e) At any time during the Applicable Period and following the approval of the Conflicts Committee and the General Partner's board of directors, the Partnership Group may elect to assume direct financial responsibility for each of the employees within a particular business unit who perform certain identified management, professional, administrative or support Services on behalf of the Partnership Group, including all costs and expenses, salary, bonus, benefits, taxes and assessments associated with all personnel dedicated to the Service. Following such election, the personnel performing such Services for the Partnership Group will be deemed for all purposes hereof to be "*On-Site Employees*" (as defined in Section 2.1(h)(i)) for the remainder of the Applicable Period and TLP Management Services shall be directly reimbursed for the associated costs and expenses for the personnel performing such Services in accordance with Section 3.1(b) hereof and the Administrative Fee will be reduced by an equal amount. The parties hereby acknowledge and agree that from and after the Effective Date, the Partnership Group will assume direct financial responsibility for that portion of the Services that are provided by the Engineering and the ESOH personnel (which personnel are hereby designated as On-Site Employees). Pursuant thereto, TLP Management Services shall be directly reimbursed for the associated costs and expenses for the Engineering and the ESOH personnel in accordance with Section 3.1(b) hereof and the Parties hereby agree that the Administrative Fee set forth in Section 2.1(a) above reflects such designation.

(f) Following the expiration of the Applicable Period, the General Partner will determine the amount of Services expenses and insurance premium expenses that are properly allocable to the Partnership Group, if any, in accordance with the terms of the Partnership Agreement.

(g) Employees of TLP Management Services performing Services to or for the benefit of the Partnership Group during the Applicable Period shall work solely under the direction, supervision, management and control of the Partnership with respect to the time spent in providing such Services; however, at all times such employees shall remain employees of TLP Management Services. For the avoidance of doubt, during the Applicable Period in which employees of the TLP Management Services are performing Services to or for the benefit of the Partnership Group, the Partnership Group shall be ultimately and fully responsible for the daily work assignments of such employees, including supervision of their day-to-day work activities, training schedules and performance consistent with the purposes stated in Section 2.1(a).

(h) The Administrative Fee shall not include and the Partnership Group shall reimburse TLP Management Services for:

(i) wages and salaries of employees of TLP Management Services, to the extent, but only to the extent, such employees perform Services for the Partnership Group on-site at any Asset (the “*On-Site Employees*”);

(ii) the cost of employee benefits relating to On-Site Employees, such as 401(k), pension, and health insurance benefits, to the extent;

(iii) out-of-pocket costs and expenses incurred by TLP Management Services on behalf of the Partnership Group, including the incremental general and administrative expenses of the Partnership’s status as a public company, such as K-1 preparation, external audit, internal audit, transfer agent and registrar, legal, printing, unitholder reports, and other costs and expenses;

(iv) all sales, use, excise, value added or similar taxes, other than taxes measured by income, if any, that may be applicable from time to time in respect of the Services; and

(v) any services (including with respect to the forgoing clauses (i)-(iv)) that are outsourced by TLP Management Services to third parties with the concurrence of the Conflicts Committee.

### ARTICLE III

#### 3.1 **Operational Services.** During the Applicable Period:

(a) TLP Management Services, acting on behalf of the Partnership, shall make available such employees as may reasonably be required for the conduct by the Partnership Group of its operations, including the employees described in Section 2.1(h)(i) and 2.1(h)(ii) with respect to Services for the Partnership Group performed on-site at any Asset.

(b) With respect to the On-Site Employees, TLP Management Services shall be reimbursed on a biweekly basis for (a) all direct and indirect expenses incurred, or payments made, on behalf of the Partnership Group (including salary, bonus, incentive compensation and all other amounts paid to any persons who assist in the conduct of the Partnership Group operations) and (b) all other necessary or appropriate expenses allocable to the Partnership Group (including expenses allocated to TLP Management Services by any of their respective Affiliates). TLP Management Services shall determine the expenses that are allocable to the Partnership Group in any reasonable manner determined by TLP Management Services in its sole discretion.

(c) On-Site Employees performing services described in Section 3.1(a) to or for the benefit of the Partnership Group during the Applicable Period shall work solely under the direction, supervision, management and control of the Partnership with respect to the time spent in providing such services; however, at all times such On-Site Employees shall remain employees of TLP Management Services. For the avoidance of doubt, during the Applicable

Period in which On-Site Employees of TLP Management Services are performing services to or for the benefit of the Partnership Group, the Partnership Group shall be ultimately and fully responsible for the daily work assignments of such On-Site Employees, including supervision of their day-to-day work activities, training schedules and performance consistent with the purposes stated in Section 3.1(a).

#### **ARTICLE IV**

##### **Miscellaneous**

#### **4.1 *Choice of Law; Jurisdiction.***

(a) This Restated Agreement shall be governed by and construed in accordance with the law of the State of Delaware, without regard to the conflicts of law rules of such state.

(b) The Parties hereto agree that any suit, action or proceeding seeking to enforce any provision of, or based on any matter arising out of or in connection with, this Restated Agreement or the transactions contemplated hereby shall be brought and determined exclusively in in the Delaware Court of Chancery and any state appellate court therefrom within the State of Delaware (or, if the Delaware Court of Chancery declines to accept jurisdiction over a particular matter, any state or federal court within the State of Delaware), and that any cause of action arising out of this Restated Agreement shall be deemed to have arisen from a transaction of business in the State of Delaware, and each of the Parties hereby irrevocably consents to the jurisdiction of such courts (and of the appropriate appellate courts therefrom) in any such suit, action or proceeding and irrevocably waives, to the fullest extent permitted by law, any objection that it may now or hereafter have to the laying of the venue of any such suit, action or proceeding in any such court or that any such suit, action or proceeding brought in any such court has been brought in an inconvenient forum. Process in any such suit, action or proceeding may be served on any party anywhere in the world, whether within or without the jurisdiction of any such court. Without limiting the foregoing, each Party agrees that service of process on such Party as provided in Section 4.2 shall be deemed effective service of process on such Party.

**4.2 *Notice.*** All notices or requests or consents provided for by, or permitted to be given pursuant to, this Restated Agreement must be in writing and must be given by depositing same in the United States mail, addressed to the Person to be notified, postpaid, and registered or certified with return receipt requested or by delivering such notice in person or by telecopier or telegram to such Party. Notice given by personal delivery or mail shall be effective upon actual receipt. Notice given by telegram or telecopier shall be effective upon actual receipt if received during the recipient's normal business hours or at the beginning of the recipient's next business day after receipt if not received during the recipient's normal business hours. All notices to be sent to a Party pursuant to this Restated Agreement shall be sent to or made at the address set forth below such Party's signature to this Restated Agreement or at such other address as such Party may stipulate to the other Parties in the manner provided in this Section 4.2.

if to the Partnership Entities:

TransMontaigne Partners L.P.

c/o TransMontaigne GP L.L.C.  
1670 Broadway  
Suite 3100  
Denver, Colorado 80202  
Attention: Chief Executive Officer  
Fax: 303-626-8228

if to TLP Management Services:

TLP Management Services LLC  
c/o ArcLight Capital Partners, LLC  
200 Clarendon Street, 55th Floor  
Attention: General Counsel  
Fax: 617-867-4698  
E-mail: tburke@arclightcapital.com

**4.3     *Entire Agreement.*** This Restated Agreement constitutes the entire agreement of the Parties relating to the matters contained herein, superseding all prior contracts or agreements, whether oral or written, relating to the matters contained herein.

**4.4     *Termination.*** Notwithstanding any other provision of this Restated Agreement, if the General Partner is removed as general partner of the Partnership under circumstances where Cause does not exist and Units held by the General Partner and its Affiliates are not voted in favor of such removal, then this Restated Agreement may immediately thereupon be terminated by Gulf.

**4.5     *Amendment or Modification.*** This Restated Agreement may be amended or modified from time to time only by the written agreement of all the Parties hereto; provided, however, that the Partnership may not, without the prior approval of the Conflicts Committee, agree to any amendment or modification of this Restated Agreement that the General Partner determines will adversely affect the holders of Common Units. Each such instrument shall be reduced to writing and shall be designated on its face an "Amendment" or an "Addendum" to this Restated Agreement.

**4.6     *Assignment.*** No Party shall have the right to assign any of its rights or obligations under this Restated Agreement without the consent of the other Parties hereto.

**4.7     *Counterparts.*** This Restated Agreement may be executed in any number of counterparts with the same effect as if all signatory parties had signed the same document. All counterparts shall be construed together and shall constitute one and the same instrument.

**4.8     *Severability.*** If any provision of this Restated Agreement shall be held invalid or unenforceable by a court or regulatory body of competent jurisdiction, then the remainder of this Restated Agreement shall remain in full force and effect.

**4.9     *Further Assurances.*** In connection with this Restated Agreement and all transactions contemplated by this Restated Agreement, each signatory party hereto agrees to execute and deliver such additional documents and instruments and to perform such additional

acts as may be necessary or appropriate to effectuate, carry out and perform all of the terms, provisions and conditions of this Restated Agreement and all such transactions.

**4.10 Representations and Warranties.** Each Party represents and warrants that this Restated Agreement has been duly authorized, executed and delivered by it and that this Restated Agreement constitutes its legal, valid, binding and enforceable obligation, enforceable against it in accordance with its terms, except to the extent such enforceability may be limited by the effect of any applicable bankruptcy, insolvency, reorganization, moratorium or similar laws affecting creditors' rights generally and by general principles of equity.

**4.11 Rights of Limited Partners.** The provisions of this Restated Agreement are enforceable solely by the Parties to this Restated Agreement, and no Limited Partner of the Partnership shall have the right, separate and apart from the Partnership, to enforce any provision of this Restated Agreement or to compel any Party to this Restated Agreement to comply with the terms of this Restated Agreement.

**4.12 Waiver of Jury Trial.** Each Party hereby waives, to the fullest extent permitted by applicable law, any right it may have to a trial by jury in respect of any proceedings relating to this Restated Agreement.



IN WITNESS WHEREOF, the Parties have executed this Restated Agreement effective as of the date first written above.

**TRANSMONTAIGNE GP L.L.C.**

By: \_\_\_\_\_  
Name: Frederick W. Boutin  
Title: Chief Executive Officer

**TRANSMONTAIGNE PARTNERS L.P.**

**By TransMontaigne GP L.L.C., its General Partner**

By: /s/ Frederick W. Boutin \_\_\_\_\_  
Name: Frederick W. Boutin  
Title: Chief Executive Officer

**TRANSMONTAIGNE OPERATING GP L.L.C.**

By: /s/ Frederick W. Boutin \_\_\_\_\_  
Name: Frederick W. Boutin  
Title: Chief Executive Officer

**TRANSMONTAIGNE OPERATING COMPANY  
L.P.**

**By TransMontaigne Operating GP L.L.C., its  
General Partner**

By: /s/ Frederick W. Boutin \_\_\_\_\_  
Name: Frederick W. Boutin  
Title: Chief Executive Officer

**TLP MANAGEMENT SERVICES LLC**

By: \_\_\_\_\_  
Name:  
Title:

*Third Amended and Restated Omnibus Agreement*

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**Certification Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Frederick W. Boutin, Chief Executive Officer of TransMontaigne GP L.L.C., a Delaware limited liability company and general partner of TransMontaigne Partners L.P. (the "Company"), certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of TransMontaigne Partners L.P. for the fiscal quarter ended March 31, 2018;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 9, 2018

/s/ Frederick W. Boutin

Frederick W. Boutin  
Chief Executive Officer

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**Certification Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Robert T. Fuller, Chief Financial Officer of TransMontaigne GP L.L.C., a Delaware limited liability company and general partner of TransMontaigne Partners L.P. (the "Company"), certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of TransMontaigne Partners L.P. for the fiscal quarter ended March 31, 2018;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 9, 2018

/s/ Robert T. Fuller  
Robert T. Fuller  
Chief Financial Officer

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**Certification of Chief Executive Officer  
Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to  
Section 906 of the Sarbanes-Oxley Act of 2002  
(18 U.S.C. Section 1350)**

The undersigned, the Chief Executive Officer of TransMontaigne GP L.L.C., a Delaware limited liability company and general partner of TransMontaigne Partners L.P. (the “Company”), hereby certifies that, to his knowledge on the date hereof:

- (a) the Quarterly Report on Form 10-Q of the Company for the fiscal quarter ended March 31, 2018, filed on the date hereof with the Securities and Exchange Commission (the “Report”) fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (b) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Frederick W. Boutin

Frederick W. Boutin  
*Chief Executive Officer*  
May 9, 2018

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**Certification of Chief Financial Officer**  
**Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to**  
**Section 906 of the Sarbanes-Oxley Act of 2002**  
**(18 U.S.C. Section 1350)**

The undersigned, the Chief Financial Officer of TransMontaigne GP L.L.C., a Delaware limited liability company and general partner of TransMontaigne Partners L.P. (the "Company"), hereby certifies that, to his knowledge on the date hereof:

- (a) the Quarterly Report on Form 10-Q of the Company for the fiscal quarter ended March 31, 2018, filed on the date hereof with the Securities and Exchange Commission (the "Report") fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (b) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Robert T. Fuller

Robert T. Fuller  
*Chief Financial Officer*  
May 9, 2018

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