

SOUTH JERSEY PORT CORPORATION



BOARD OF DIRECTORS MEETING February 25, 2020

THE CHAIRMAN COMMENCES MEETING WITH PLEDGE OF ALLEGIANCE AND ROLL CALL:

- 1. APPROVAL OF MINUTES**
Regular Open Meeting January 28, 2020
Closed Session Meeting January 28, 2020
- 2. APPROVAL OF OPERATING BILLS**
RESOLUTION 2020-02-0013
- 3. APPROVAL OF ADVANCE PAYMENT BILL LIST**
RESOLUTION 2020-02-0014
- 4. APPROVAL OF CREDITS**
RESOLUTION 2020-02-0015
- 5. APPROVAL OF CHANGE ORDERS**
RESOLUTION 2020-02-0016
- 6. APPROVAL OF CONSTRUCTION FUND REQUISITIONS**
RESOLUTION 2020-02-0017
- 7. RECEIPT OF TREASURER'S REPORT**
- 8. RECEIPT OF COUNSEL'S REPORT**
- 9. RECEIPT OF EXECUTIVE DIRECTOR'S REPORT**



10. ADDITIONAL AGENDA ITEMS REQUIRING BOARD ACTION:

- A. RESOLUTION 2020-02-0018: APPROVAL OF BERTH 4 TOP DECK PAVEMENT REPLACEMENT PROJECT AT BALZANO MARINE TERMINAL**
- B. RESOLUTION 2020-02-0019: APPROVAL OF KOCKS CRANE MODERNIZATION PROJECT**
- C. RESOLUTION 2020-02-0020: APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS TO THE LIST FOR MARINE, CIVIL, CONSTRUCTION MANAGEMENT, GEO-TECHNICAL AND CERTIFIED DIVERS**
- D. RESOLUTION 2020-02-0021: APPROVAL OF PHASE II OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT**
- E. RESOLUTION 2020-02-0022: APPROVAL OF BALZANO TERMINAL LED LIGHTING AND EMERGENCY LIGHTING PROJECT**
- F. RESOLUTION 2020-02-0023: APPROVAL OF LEASE RENEWAL WITH TRI-STATE BULK HANDLING**

11. SUPPLEMENTAL BOARD INFORMATION:

- G. PLANNING CONSULTANT**
- H. EMERGENCY ELECTRICAL REPAIRS**
- I. MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT**
- J. PORT SECURITY UPDATE**
- K. PAULSBORO MARINE TERMINAL PROJECT UPDATES**

PUBLIC SESSION FOR QUESTIONS / COMMENTS

12. CLOSED SESSION AND/OR ADJOURNMENT



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
BROADWAY MARINE TERMINAL
CAMDEN, NEW JERSEY
January 28, 2020
12:30 p.m.

Directors Present:	Richard Alaimo	Chairman
	Chad Bruner	Director ☎
	Christopher Chianese	State Treasurer Designee
	Robert DeAngelo	Director
	Jonathan Gershen	Director
	Joseph Maressa	Director ☎
	Eric Martins	Director ☎
	Sheila Roberts	Director ☎
	Carl Styles	Director ☎

Directors Absent:

In Attendance:	Craig Ambrose	Governor's Authorities Unit
	Raymond Zane, Esq.	General Counsel – Zane & Assoc.
	Andrew Saporito	Executive Director & CEO
	Bruno Cellucci	Assistant ED/CFO/Acting Board Sec.
	George Englehardt	Facilities Engineer
	Neil Grossman	GB Associates – FA
	Dan Bontempo	Stantec
	Mario Christina	Gloucester County Imp. Authority
	Chuck O'Leary	Security Manager/FSO
	Victoria D'Amico	Senior Administrative Assistant
	Joseph Antinori	Brown and Connery
	Paul Breeman	Holt Logistics
	John Linden	Conner Strong and Buckelew
	Shai Shukrun	Conner Strong and Buckelew
	Michael Lang	Local 18
	Roy McCormick	Local 18
	Ed Luedtke	Local 1040
	Dennis Culnan, Jr.	Phoenix Strategies
	Trish Clayton	Senior Advisor
	Jonathan Atwood	Employment Candidate
	Edward Ramsay	Salem County

The Acting Board Secretary opened the meeting at 12:30 p.m. with the following statement:

Pursuant to the provisions of the Open Public Meetings Act, Chapter 231, Public laws of 1975, adequate notice of this meeting has been provided. On January 10, 2020, the Secretary of the Corporation sent a legal notice with a schedule of Regular Meetings to be held by the South Jersey Port Corporation’s Board of Directors, during the calendar year 2020, indicating the time and place to the County Clerks within the seven counties of the Port District and the Secretary of State. A legal notice was sent to the following newspapers: Courier-Post, South Jersey Times and the Burlington County Times.

In addition, the meeting schedule was posted at the Port Corporation’s designated Bulletin Board at the main entrance to the Broadway Terminal, its official place for posting and maintaining a schedule of the monthly Board of Director’s Meetings for 2020. The meeting schedule was also placed on the Port Corporation’s website at www.southjerseyport.com.

Roll call was taken and recorded. PLEDGE OF ALLEGIANCE RECITED.

PRESENTATION OF REGULAR MEETING MINUTES – December 10, 2019

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on December 10, 2019 were presented for approval.

A motion was made to approve the December 10, 2019 Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by: R. DeAngelo
Seconded by: C. Chianese

Voting for motion: All
Voting against motion: None
Abstaining: J. Maressa

PRESENTATION OF CLOSED MEETING MINUTES – December 10, 2019

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on December 10, 2019 were presented for approval.

A motion was made to approve the December 10, 2019 Board of Directors Closed Meeting Minutes, as presented, with the condition that any matters contained in the closed session minutes may be withheld and not disclosed to the public until the need for the closed session has passed.

Moved by: R. DeAngelo
Seconded by: C. Chianese

Voting for motion: All
Voting against motion: None
Abstaining: J. Maressa

OPERATING BILLS

The Operating Unpaid Bill list for the period 11/27/2019 – 1/15/2020 were presented for approval.

A motion was made to adopt Resolution 2020-01-0001 for the approval of the Operating Unpaid Bill list for the period 11/27/2019 – 1/15/2020.

Moved by: J. Gershen
Seconded by: R. DeAngelo

Voting for motion: All
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 11/27/2019 – 1/15/2020 was presented for approval. The AMEX statement was reviewed by the Audit Committee and signed by the Chairman.

A motion was made to adopt Resolution 2020-01-0002 for the approval of the Advance Payment Bills for the period 11/27/2019 – 1/15/2020.

Moved by: R. DeAngelo
Seconded by: J. Maressa

Voting for motion: All
Voting against motion: None

CREDIT LIST

The Credit List for the period ending January 28, 2020 was presented. The list provides one (1) credit in the amount of \$383.45.

A motion was made to adopt Resolution 2020-01-0003 for the approval of the Credit List for the period ending January 28, 2020.

Moved by: C. Chianese
Seconded by: R. DeAngelo

Voting for motion: All
Voting against motion: None

CHANGE ORDERS

No change orders were presented.

CONSTRUCTION FUND REQUISITIONS

Staff presented two (2) advance construction fund requisitions in the amount of \$89,914.98 and ten (10) unpaid construction fund requisitions in the amount of \$1,109,859.19.

A motion was made to adopt Resolution 2020-01-0004 for the approval of Construction Fund Requisitions presented for the period ending January 28, 2020 as presented.

Moved by: J. Maressa

Seconded by: J. Gershen

Voting for motion: All

Voting against motion: None

TREASURER’S REPORT

The Assistant Executive Director / CFO presented the Treasurer’s Report for the period ending December 31, 2019. Net income from operations before interest, depreciation and amortization for the month of December 2019 is \$420,321, versus the budget for the same period of \$722,584. Year to date net income from operations before interest, depreciation and amortization compared to the actual budget is higher by \$915,947 compared to our YTD budget figure of \$3,061,005. Income on investments for the month of December 2019 is \$117,678.16 and the YTD Total is \$1,734,096.26. The accounts receivable aging reports, which include tenant and trade customers, are attached for review.

Director Gershen asked about the investment portfolio and the rates we are earning. The CFO advised that he and the financial adviser regularly monitor our investment funds to ensure we are earning the best rates.

COUNSEL’S REPORT

The Counsel’s Report will be discussed in closed session.

EXECUTIVE DIRECTOR’S REPORT

The Executive Director for the South Jersey Port Corporation reports total tonnage for December 2019 as being 12.4% higher as compared to December 2018. Year-to-date tonnage through December 2019 is down 8% compared to the same period during 2018. The positive story to tell is that SJPC’s cargo pace remains above 4 million tons and this is what we plan to build on for 2020. In January 2020, SJPC serviced a lot of ships. February 2020 looks to be slower.

The Executive Director also informed the Board of the following highlights:

- Staff met with Tata Steel to discuss increased rail car service for their cargo;
- Staff met with representatives from FEMA to discuss the Port’s security grant for perimeter fencing. We successfully outlined a project development and delivery plan which was welcomed by FEMA;

- The Port has received two of the nine forklifts purchased through the CMAQ grant. We expect to receive the remaining units by the end of January ;
- The CEO and CFO met with the CEO of the NJ EDA on January 13, 2020 to discuss mutual areas of interest where we could work together including offshore wind. They requested a tour of Paulsboro which we will be scheduling;
- The Board was updated on our recruitment efforts for a COO, Director of Business Development and Chief Engineer;
- The Board was advised that we have wrapped up negotiations with all Unions and that we will be presenting final contracts for approval today.

RESOLUTION 2020-01-0005 LEASE RENEWAL-CAMDEN PLANT HOLDING, LLC

Staff requested authorization for Camden Plant Holding, LLC to renew their existing lease. The term of this lease will duplicate their existing lease for a period of one (1) year. The renewed lease will commence March 1, 2020 and expire on February 28, 2021. The leasehold is comprised of approximately 5,000 square feet of warehousing space at \$2.82 per square foot generating annual revenue of \$14,484.00. A 2.88 % CPI increase was applied.

A motion was made to approve Resolution 2020-01-0005 renewing the lease with Camden Plant Holding, LLC.

Moved by:	R. DeAngelo
Seconded by:	C. Chianese
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2020-01-0006 ANNUAL DESIGNATION OF THE PUBLIC AGENCY COMPLIANCE OFFICER FOR EEO CONTRACT COMPLIANCE

In accordance with N.J.A.C. 17:27-3.3, each Public Agency shall designate an individual to serve as its Public Agency Compliance Officer or P.A.C.O. The P.A.C.O. is the liaison between the Division and the Public Agency and is the Public Agency point of contact for all matters concerning implementation and administration of the statute and regulations. The P.A.C.O. is also responsible for administering contracting procedures pertaining to equal employment opportunity regarding both the Public Agency and vendors with public contracts. Vendors shall include but are not limited to goods, professional services and general services; and construction contractors. As such, the P.A.C.O. must have the authority to recommend changes to effectively support the implementation of the statute and its regulations.

Each year, all Public Agencies are required to submit the name, title, address, telephone number, fax number, and e-mail address of the P.A.C.O. designated by the Public Agency. This information must be submitted to the Division no later than January 10th of each year. In addition, it shall be the responsibility of the Public Agency to update the P.A.C.O. designation at any time during the year if any changes are made concerning the designated P.A.C.O.

Staff proposes to re-designate Bruno Cellucci, Assistant Executive Director & CFO, to serve as the agency's P.A.C.O. for the year 2020.

A motion was made to approve Resolution 2020-01-0006 to approve Bruno Cellucci to serve as the agency's Public Agency Compliance Officer for the year 2020

Moved by:	J. Gershen
Seconded by:	C. Chianese
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2020-01-0007 2020 PENSION LIABILITY

Staff presented the Employer's Liability Annual Pension Contribution Invoice for Public Employee's Retirement System (PERS) for the calendar year 2020. The total amount of \$840,841.00 is due on April 1, 2020. The total amount due includes the Employer's Contribution for 2019 and early retirement costs. The plan is summarized below.

Normal Cost represents the present value of benefits that have accrued on behalf of the members during the valuation year. The employer's contribution covers not only the basic pension allowance it also covers the future cost-of-living adjustment along with the premium for group life insurance.

Normal Contribution	\$67,205.00
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Employer Accrued Liability and/or Pension system unfunded actuarial liability contribution consist of the employer's share of the pension system total unfunded actuarial liability amortized over time (30 to 40 years). The unfunded actuarial liability of a retirement system is the excess of the system's actuarial liability over the value of its assets.

Accrued Liability	\$621,902.00
Non-Contributory Group Life Insurance	\$37,132.00
Long Term Disability	\$6,071.00

Accrued Liability-Early Retirement Incentive-ERI-3. The State of New Jersey Division of Pension and Benefits prepared the Schedule of payments for the Early Retirement Incentive.

Accrued Liability-Early Retirement Incentive-ERI-3	<u>\$108,531.00</u>
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Total Amount Due all Categories	\$840,841.00
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	<u>2019</u>	<u>2020</u>	=	<u>Variance</u>
Normal Contribution	\$100,275.00	\$67,205.00	=	(\$33,070.00)
Accrued Liability	\$665,665.00	\$621,902.00	=	(\$43,763.00)
Non-Contributory Group Life Insurance	\$36,487.00	\$37,132.00	=	\$645.00
Long Term Disability	\$7,707.00	\$6,071.00	=	(\$1,636.00)
Accrued Liability-ERI	\$105,370.00	\$108,531.00	=	\$3,161.00
 Total Amount Due all Categories	 \$915,504.00	 \$840,841.00	 =	 \$74,663.00(decrease)

A motion was made to approve Resolution 2020-01-0007 approving the 2020 Pension Liability in the amount of \$840,841.00.

Moved by: J. Gershen
 Seconded by: C. Chianese

Voting for Motion: All
 Voting Against Motion: None

RESOLUTION 2020-01-0008 APPROVAL OF THE ACQUISITION OF A RAILCAR MOVER

Pursuant to the Board’s authorization, staff released a Request for Proposals for the acquisition of a railcar mover which is very unique and vital to the operation of the Port. The funding for this arrangement will be provided through operations.

We received two proposals. The bid from Eastern Lift Truck did not meet the specifications and was incomplete. The bid from Nordco Mobile Railcar Movers meets specifications and includes all Q documents.

The total net price for the mover is \$527,950.00. The purchase will be financed for a period of 72 months at a cost of \$8,500.00 per month via a loan to purchase agreement. At the end of the term, there is a \$1.00 option to buy the mover and take title to it.

Please note that the railcar mover will replace the one the Port is currently renting. The annual savings that result from removing the rental from the fleet is \$12,000.00. We will also have a warranty on the new equipment. The warranty is for a period of 2 years or 4,000 hours of operation (whichever occurs first). The engine is warranted separately by Cummins for 2 years or 2,000 hours (whichever occurs first).

A motion was made to approve Resolution 2020-01-0008 approving the acquisition of a railcar mover.

Moved by: J. Gershen
Seconded by: R. DeAngelo

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2020-01-0012 APPROVAL OF INSURANCE RENEWALS FOR GENERAL LIABILITY, BUMBERSHOOT LIABILITY, COMMERCIAL AUTO, HULL & MACHINERY, POLLUTION & SPUD BARGE LIABILITY, PUBLIC OFFICIALS EMPLOYMENT PRACTICE LIABILITY

Mr. John Linden, with Conner Strong & Buckelew, SJPC's insurance broker, presented a recommendation to renew the General Liability, Bumbershoot Liability, Commercial Auto, Hull & Machinery, Pollution & Spud Barge Liability and Public Officials Employment Practice Liability Policies. These policies renew on March 1, 2020.

Marine Terminal Operators General Liability / Bumbershoot Liability: Our current Marine Terminal Operators General Liability / Bumbershoot Liability program provides a \$21,000,000 Occurrence / \$21,000,000 General Aggregate Limit through National Union Fire Insurance Company of Pittsburgh, PA (\$1,000,000 Per Occurrence / \$2,000,000 Aggregate Limit), Liberty Mutual Insurance Company (\$10,000,000 part of \$20,000,000 Limit excess of \$1,000,000 Underlying), National Union Fire Insurance Company of Pittsburgh, PA (\$5,000,000 part of \$20,000,000 Limit excess of \$1,000,000 Underlying) and Navigators Insurance Company (\$5,000,000 part of \$20,000,000 Limit excess of \$1,000,000 Underlying). The total expiring premium is \$185,900 (including TRIA and New Jersey surcharges) based on Gross Receipts of \$22,489,430.

For the 3/1/2020 – 3/1/2021 policy term, South Jersey Port Corporation provided a Gross Receipts estimate of \$22,939,219, an increase of 2%. Conner Strong & Buckelew negotiated a renewal cost of \$189,613, which represents a flat rate renewal against the adjusted expiring pricing. Conner Strong & Buckelew pursued other insurance carriers on our behalf, and the results of their marketing efforts are discussed further in their proposal. Based on the options provided, and after consultation with staff, Conner Strong & Buckelew recommended that South Jersey Port Corporation renew our Marine Terminal Operators General Liability insurance coverage with National Union Fire Insurance Company of Pittsburgh, PA. Conner Strong & Buckelew also recommended that South Jersey Port Corporation renew their Bumbershoot Liability with Liberty Mutual Insurance Company as the lead carrier providing \$10,000,000 part of \$20,000,000, National Union Fire Insurance Company of Pittsburgh, PA (AIG) providing \$5,000,000 part of \$20,000,000 and Navigators Insurance Company providing \$5,000,000 part of \$20,000,000; all excess of the \$1,000,000 underlying. The coverages, terms, and conditions of

both the incumbent program and the proposed alternative are described in more detail in their proposal.

Commercial Automobile: Our current program with Chubb Insurance Company of New Jersey provides a \$1,000,000 Combined Single Limit. Chubb's renewal quote for the 3/1/2020 – 3/1/2021 policy term is \$108,261 (including NJ surcharges). Conner Strong & Buckelew approached other insurance companies, as detailed in their proposal; however, Chubb continues to provide the most competitive program. Conner Strong & Buckelew recommended that South Jersey Port Corporation renew with Chubb Insurance Company of New Jersey.

Hull & Machinery/Protection and Indemnity (P&I) - 1959 Spud Barge: Our current program with National Union Fire Insurance Company of Pittsburgh, PA (AIG) provides a \$1,000,000 P&I limit and a Hull value of \$200,000. AIG has offered a renewal quote for the 3/1/2020 – 3/1/2021 policy term with the same terms and conditions at the expiring premium of \$4,375 (including NJ surcharges). Please note that this coverage is specifically for our 1959 Spud Barge. Conner Strong & Buckelew recommended that South Jersey Port Corporation renew the coverage with AIG.

Pollution Liability - 1959 Spud Barge: Our current program with Water Quality Insurance Syndicate (WQIS) provides a \$5,000,000 Limit for a discharge of oil or hazardous substances. WQIS' renewal quote for the 3/1/2020 – 3/1/2021 policy term is \$2,395 (including NJ surcharges), the same as the expiring premium. Please note that this coverage is specifically for our 1959 Spud Barge. Conner Strong & Buckelew recommended that South Jersey Port Corporation renew with the Water Quality Insurance Syndicate (WQIS).

Public Officials Liability and Employment Practices Liability Insurance: Our current program with Navigators Insurance Company provides a \$5,000,000 Limit for Public Officials and a \$5,000,000 Limit for Employment Practices Liability claims. The expiring premium is \$50,466 (including NJ surcharges). Navigators' renewal quote for the 3/1/2020 – 3/1/2021 policy term is \$53,095. Conner Strong & Buckelew approached several other insurance companies on behalf of the Port and the results of their marketing effort are discussed in greater detail in our proposal. Conner Strong & Buckelew recommended that South Jersey Port Corporation renew our Public Officials Liability and Employment Practices Liability program with Navigators Insurance Company.

A motion was made to approve Resolution 2020-01-0012 to approve the recommendation from Conner Strong & Buckelew to renew the Port's General Liability, Bumbershoot Liability, Commercial Auto, Hull & Machinery, Pollution & Spud Barge Liability and Public Officials Liability and Employment Practices Liability Insurance Policies at a cost of \$357,738.00.

Moved by:
Seconded by:

J. Gershen
R. DeAngelo

Voting for Motion: All
Voting Against Motion: None

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

The report was received and filed.

PORT SECURITY UPDATE

Mr. Chuck O'Leary presented the security report. The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

Mr. Dan Bontempo, Stantec Services, presented the update on the Paulsboro Marine Terminal project. The wharf construction for phase II shall continue with completion anticipated by December 2021. The construction is proceeding without issue and our insurance claims have been very low thus far.

The report was received and filed.

PUBLIC COMMENTS

The Chairman asked if there were any public comments.

Hearing none, the Acting Chairman asked for a motion to adjourn the regular session meeting and enter closed session.

A motion was made to adjourn the Regular Open Meeting.

Moved by: R. DeAngelo
Seconded by: J. Gershen

Voting for motion: All
Voting against motion: None

At 1:01 p.m. the regular open session was adjourned.

Following closed session, the Regular Session was reopened at 1:45 PM.

RESOLUTION 2020-01-0009 APPROVAL OF THE CWA LOCAL 1040 SUPERVISORY AND NON SUPERVISORY AGREEMENTS

SJPC and the Communications Workers of America (CWA) have been negotiating a renewal to the two collective bargaining unit agreements that expired on June 30, 2019.

A current proposal, vetted through the Governor’s Authorities Unit, SJPC’s labor counsel and the CWA membership was presented in closed session today for the Board’s consideration. The current proposal is for a four year term.

As approved in closed session, staff and labor counsel presented the Resolution for the Board’s adoption.

A motion was made to approve Resolution 2020-01-0009 approving the CWA Local 1040 supervisory and non-supervisory agreements.

Moved by: J. Gershen
Seconded by: C. Chianese

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2020-01-0010 APPROVAL OF THE INTERNATIONAL BROTHERHOOD OF TEAMSTERS LOCAL 169 AGREEMENT

SJPC and the International Brotherhood of Teamsters Local 169 have been negotiating a renewal to the collective bargaining unit agreement that expired on December 31, 2018.

A current proposal, vetted through the Governor’s Authorities Unit, SJPC’s labor counsel and the Local 169 membership was presented in closed session today for the Board’s consideration. The current proposal is for a two year term.

As approved in closed session, staff and labor counsel presented the Resolution for the Board’s adoption.

A motion was made to approve Resolution 2020-01-0010 approving the Local 169 agreement.

Moved by: J. Gershen
Seconded by: C. Chianese

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2020-01-0011 APPROVAL OF THE INTERNATIONAL FEDERATION OF PROFESSIONAL AND TECHNICAL ENGINEERS LOCAL 18 AGREEMENT

SJPC and the International Federation of Professional and Technical Engineers (IFPTE) Local 18 have been negotiating a renewal to the collective bargaining unit agreement that expired on November 30, 2018.

A current proposal, vetted through the Governor’s Authorities Unit, SJPC’s labor counsel and the IFPTE Local 18 membership was presented in closed session today for the Board’s consideration. The current proposal is for a four year term.

As approved in closed session, staff and labor counsel presented the Resolution for the Board’s adoption.

A motion was made to approve Resolution 2020-01-0011 approving the Local 18 agreement.

Moved by:	J. Gershen
Seconded by:	C. Chianese
Voting for Motion:	All
Voting Against Motion:	None

A motion was made to adjourn the Regular Open Meeting at 1:49 PM.

Moved by:	C. Chianese
Seconded by:	R. DeAngelo
Voting for motion:	All
Voting against motion:	None

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation’s Regular Open Session of the Board of Director’s Meeting held Tuesday, January 28, 2020.

Bruno Cellucci
Acting Board Secretary



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS CLOSED MEETING MINUTES
BROADWAY MARINE TERMINAL
CAMDEN, NEW JERSEY
January 28, 2020
1:02 p.m.

Directors Present:	Richard Alaimo	Chairman
	Chad Bruner	Director ☎
	Christopher Chianese	State Treasurer Designee
	Robert DeAngelo	Director
	Jonathan Gershen	Director
	Joseph Maressa	Director ☎
	Eric Martins	Director ☎
	Sheila Roberts	Director ☎
	Carl Styles	Director ☎

Directors Absent:

In Attendance:	Craig Ambrose	Governor's Authorities Unit
	Raymond Zane, Esq.	General Counsel – Zane & Assoc.
	Andrew Saporito	Executive Director & CEO
	Bruno Cellucci	AssistantED/CFO/Acting Board Sec.
	George Englehardt	Facilities Engineer
	Neil Grossman	GB Associates – FA
	Chuck O'Leary	Security Manager/FSO
	Joseph Antinori (portion of meeting)	Brown and Connery
	Jonathan Atwood (portion of meeting)	Employment Candidate

* Individuals listed in attendance may or may not have been in attendance during the entire Closed Session but will be so noted in the text of the minutes.

The following are matters currently under discussion and/or in negotiations and are covered by one or more of the following legal exemptions:

- Matters made confidential by state, federal law or rule by court.
- Disclosure would result in an unwarranted invasion of individual privacy, unless the person affected consents in writing.
- Disclosure would impair the body's right to receive federal or state funds.
- Collective bargaining.
- Lease or acquisition of property, setting of banking rates, investment of public funds if disclosure would harm the public interest.
- Investigations into violations of law.
- Strategies to protect public security.
- Pending, ongoing or anticipated litigation or contract negotiation, including attorney-client privilege. The threat of litigation must be more than theoretical for this exemption to apply.
- Personnel matters affecting employees of the public bodies, unless all parties request or consent to a public hearing. Prior to discussion of personnel, affected employees must be given notice, known as a Rice notice, which gives the employee the right to request a public hearing.
- Proceedings that could result in a suspension, civil penalty, or loss of a license or permit. Details of such negotiations will be made public when closed session is no longer required.

COUNSEL'S REPORT

General Counsel presented his report for the month. The report was accepted as presented.

There was a discussion among the Board about moving forward in the arbitration case over the Broadway Pier 5 lease with Camden Waterfront Development/Holt. The Board decided to pursue Special Counsel. A special meeting will be scheduled to evaluate and select Special Counsel.

All four (4) Collective Bargaining Agreements that have been recently negotiated between the Port and the CWA, Teamsters and the IFTPE were presented for consideration and approval. The CEO, Assistant Executive Director / CFO and Labor Counsel updated the Board on the results of the negotiations and an Executive Summary of the agreements.

The Executive Director and CEO updated the Board on the results of the interviews for the Assistant Executive Director/COO and the Assistant Executive Director/Business Development. There is a final candidate for each position that will be asked to interview with the Board in February.

The Executive Director and CEO presented a candidate, Mr. Jonathan Atwood, that was recommended to fill the position of Chief of Staff. Mr. Atwood has previously met with

Chairman Alaimo. The CEO plans to combine two positions on the Organization Chart into the one position of Chief of Staff because of the candidate's skill set. The CEO invited Jonathan in to the closed session for a discussion and interview with the Board. The Board hired Jonathan Atwood as Chief of Staff at a salary of \$125,000.00 per year.

The CEO recommended adjusting the salary of the Assistant Executive Director/CFO by \$5,000.00 per year in order to align the CFO's salary with the annual salary of the Chief of Staff because of the responsibility level of both positions.

The Chairman asked for a motion to adjourn Closed Session and enter back into Regular Open Session.

A motion was made to adjourn the Closed Session Meeting.

Moved by: C. Chianese
Seconded by: R. DeAngelo

Voting for motion: All
Voting against motion: None

At 1:45 p.m., the Closed Session was adjourned.

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Executive Closed Session of the Board of Director's meeting held Tuesday January 28, 2020.

Bruno Cellucci
Acting Board Secretary

OPERATING BILLS

February 2020



South Jersey Port Corporation

1 of 3

Unpaid Bill List

01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
260203	AUTO & TRUCK PARTS	2,431.37	Parts for Mobile Equipment
260205	AUTO & TRUCK PARTS	1,455.27	Parts for Mobile Equipment
260950	AUTO & TRUCK PARTS	1,043.07	Parts for mobile equipment
260953	AUTO & TRUCK PARTS	1,398.11	Parts for mobile equipment
260969	AUTO & TRUCK PARTS	204.85	Parts for mobile equipment
261162	AUTO & TRUCK PARTS	10.18	Parts for mobile equipment
261206	AUTO & TRUCK PARTS	27.99	Parts for mobile equipment
26127	AUTO & TRUCK PARTS	8.51	Parts for mobile equipment
261412	AUTO & TRUCK PARTS	493.38	Parts for mobile equipment
261859	AUTO & TRUCK PARTS	332.55	Parts for mobile equipment
262083	AUTO & TRUCK PARTS	625.41	Parts for mobile equipment
S2237673.001	AXIS NJ LLC	3,949.06	Parts for Crane
S2237673001	AXIS NJ LLC	60.57	Parts for Crane
18273	B D F INDUSTRIAL FASTENERS INC	206.50	Parts for Mobile Equipment
167150396	B&H	108.46	Office Supplies
246776	BROWN & CONNERY LLP	2,650.21	Invoice Breakdown 246776 1/20/20
246777	BROWN & CONNERY LLP	755.80	Invoice Breakdown 246777 1/20/2020
71862C	CHERRY VALLEY TRACTOR SALES	2,088.15	Parts for Mobile Equipment
9077584015	CINTAS FAS LOCKBOX 636525	159.98	First Aid & Safety Agreement
5015966933	CINTAS FIRST AID & SAFETY	353.29	First Aid Supplies
CHI/086629	CITY ELECTRIC SUPPLY CO.	270.00	Material for Terminal Maintenance
CHI/086740	CITY ELECTRIC SUPPLY CO.	236.00	Material for Terminal Maintenance
CHI/086752	CITY ELECTRIC SUPPLY CO.	347.00	Material for Terminal Maintenance
90136460	CUSTOM BANDAG, INC.	2,413.37	Parts for mobile equipment
90137150	CUSTOM BANDAG, INC.	2,305.02	Parts for mobile equipment
90138366	CUSTOM BANDAG, INC.	2,843.78	Parts for mobile equipment
90138370	CUSTOM BANDAG, INC.	7,926.00	Parts for mobile equipment
90138427	CUSTOM BANDAG, INC.	1,812.40	Parts for mobile equipment
90138483	CUSTOM BANDAG, INC.	1,720.30	Parts for mobile equipment
C74468	EASTERN LIFT TRUCK INC.	107.66	Parts for Mobile Equipment
C84907	EASTERN LIFT TRUCK INC.	5,386.72	Parts for Mobile Equipment
C84914	EASTERN LIFT TRUCK INC.	2,258.98	Parts for Mobile Equipment
C86136	EASTERN LIFT TRUCK INC.	686.80	Parts for Mobile Equipment

South Jersey Port Corporation
Unpaid Bill List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
C87022	EASTERN LIFT TRUCK INC.	9.22	Parts for Mobile Equipment
830157319	GRAINGER IND.EQUIP & SUPPLIES	434.04	Small Hardware & Tools
01082020	GREENTREE COMPUTERS, INC.	1,515.00	Computer Hardware
12359	H. BARRON IRON WORK, INC.	2,585.00	Contracted repairs for terminal maintenance
12362	H. BARRON IRON WORK, INC.	1,491.00	Contracted repairs for terminal maintenance
57264	HADDON LOCKSMITH	329.00	Materials for terminal maintenance
20-0058	INTERSTATE ASPHALT PRODUCTS	260.02	Material for Terminal Maintenance
75609	MORTONS PAINT CENTER	411.40	Materials for Terminal Maintenance
0005829121	MR. JOHN, INC.	132.05	Materials for Terminal Maintenance
0005829122	MR. JOHN, INC.	132.05	Materials for Terminal Maintenance
141881A	PHILADELPHIA SECURITY PRODUCTS	546.05	Security expense
4649	S.T. HUDSON ENGINEERS, INC.	2,316.50	Traffic Control Improvements - Balzano
4650	S.T. HUDSON ENGINEERS, INC.	7,795.00	Engineering Sink Hole Repairs - Peir 1 Broadway Terminal
4652	S.T. HUDSON ENGINEERS, INC.	5,945.00	EPA Stormwater Inspection
4707	S.T. HUDSON ENGINEERS, INC.	2,253.85	GenEng2020 BAL&BWY
4707	S.T. HUDSON ENGINEERS, INC.	2,253.85	GenEng2020 BAL&BWY
4708	S.T. HUDSON ENGINEERS, INC.	1,327.06	Stormwater Permits
4708	S.T. HUDSON ENGINEERS, INC.	1,327.07	Stormwater Permits
4709	S.T. HUDSON ENGINEERS, INC.	6,090.00	Emergency Multibeam Survey - Peir 1
500123	THESING POWER SWEEPING INC	560.00	Terminal Maintenance
172725	TIRE CORRAL OF AMERICA	50.00	Parts for mobile equipment
116426543	ULINE	864.36	Materials for Terminal Maintenance
0738029646	UNI FIRST CORP	481.34	Uniform Rental
0738029650	UNI FIRST CORP	73.81	Uniform Rental
0738032712	UNI FIRST CORP	188.89	Uniform Rental

South Jersey Port Corporation

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Unpaid Bill List

01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
0738032716	UNI FIRST CORP	73.81	Uniform Rental
0738035778	UNI FIRST CORP	504.62	Uniform Rental
0738035782	UNI FIRST CORP	81.63	Uniform Rental
0738038803	UNI FIRST CORP	192.96	Uniform Rental
0738038807	UNI FIRST CORP	73.81	Uniform Rental
0738041876	UNI FIRST CORP	443.36	Uniform Rental
0738041880	UNI FIRST CORP	73.81	Uniform Rental
0738044965	UNI FIRST CORP	193.46	Uniform Rental
0738044969	UNI FIRST CORP	73.81	Uniform Rental
0738048069	UNI FIRST CORP	451.87	Uniform Rental
0738048073	UNI FIRST CORP	77.19	Uniform Rental
207042948	W.B. MASON CO. INC.	48.97	office supplies
207139572	W.B. MASON CO. INC.	155.96	Office supplies
207279551	W.B. MASON CO. INC.	71.96	office supplies
207281793	W.B. MASON CO. INC.	565.78	Office supplies
207282081	W.B. MASON CO. INC.	450.83	Office Supplies
9433646-00	YORK INTERNATIONAL CORP	165.80	Materials for Terminal Maintenance
0157330-IN	Y-PERS INC.	686.00	Materials for Terminal Maintenance
Profservices	ZANE & LAFFERTY	12,342.00	Services Rendered thru December 2019
Profservices	ZANE & LAFFERTY	19,683.00	Services Rendered thru January 2020
Total Unpaid Bills		133,573.13	

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE OPERATING BILLS FOR THE PERIOD ENDING FEBRUARY 11, 2020; #2020-02-0013

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Operating Bills for the period ending February 11, 2020, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary

ADVANCED PAYMENT BILLS



South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
W162828	A&A GLASS, INC.	350.00	Parts for mobile equipment
3498123	ADT COMMERCIAL LLC	9350.00	Fire Safety
3498124	ADT COMMERCIAL LLC	18150.00	Fire Safety
376080	AFLAC NEW YORK	157.45	Supplemental Insurance 1/20
0946858931US	AIG MARINE CLAIMS	1457.38	Deductible - balance owed on TATA claim
11020	ALPHA AUTOMATION, LLC	8680.00	Provided Technical Support to Kocks Crane W/Siemens Controls
112019	ALPHA AUTOMATION, LLC	10320.00	Provided Technical Support to Kocks Crane W/Siemens Controls
XXXXXXXXXX171001	AMERICAN EXPRESS	3805.41	PORT PROMOTION 2/20
000842	AMERICAN INSTITUTE FOR INT'L.	500.00	Promotion/ Advertising
X01282020	AT&T	97.44	Telephone Services - 1/20
012820	AULETTO CATERERS	380.00	Board Meeting 1/28/20
1/21/2020	CAMDEN CORPORATION WATCH	60.00	Membership Dues 2020
WBB8094	CDW GOVERNMENT, INC.	6350.00	Computer Equipment & Software
2/3/2020	CHAMBER OF COMMERCE SOUTHERN	70.00	Promotion/ Advertising
34788002	CIT	1937.13	Lease payment 1/26/20
849905156103365	COMCAST	294.57	High Speed Internet Connection 1/14/2020
94773278	COMCAST BUSINESS	1526.98	Ethernet Dedicated Internet
1/28/2020	COMMUNICATION WORKERS OF	1535.05	CWA Dues 1/20
147545	COMPLETE PAYROLL RESOURCES INC	172.14	Payroll & Processing 1/16/20
147874	COMPLETE PAYROLL RESOURCES INC	158.07	Payroll & Processing 1/23/20
148135	COMPLETE PAYROLL RESOURCES INC	161.10	Payroll & Processing 1/30/20
148374	COMPLETE PAYROLL RESOURCES INC	645.00	Payroll & Processing 1/31/20
148937	COMPLETE PAYROLL RESOURCES INC	263.05	Payroll & Processing 2/6/20
149211	COMPLETE PAYROLL RESOURCES INC	158.05	Payroll & Processing 2/13/20
507399	CONNER STRONG COMPANIES, INC.	1250.00	Professional Services Fee - Installment 12 of 12

South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
91340165	CONSOLIDATED RAIL CORPORATION	4345.01	Annual Rental Pymt. (Year 5)
11099241984588	CONSTELLATION NEWENERGY, INC.	0.01	Electrical Service 2/20
992366	COUNTRYWIDE ENTERPRISES INC	16.70	Legal Services 1/20
1/22/2020	DEARBORN NATIONAL	1264.40	Life Insurance Policy Febuary 2020
20685	DELAWARE RIVER HARBOR PILOTS	710.00	Shifting Vessel Lines 1/31/20 M/V PRT Ace
6510004544	DELAWARE RIVER STEVEDORES	60082.24	Clerking & Checking 1/15/20
6510004584	DELAWARE RIVER STEVEDORES	449.52	Clerking & Checking 12/29/19
6510004585	DELAWARE RIVER STEVEDORES	2247.60	Clerking & Checking 12/22/19
6510004586	DELAWARE RIVER STEVEDORES	2247.60	Clerking & Checking 12/15/19
6510004587	DELAWARE RIVER STEVEDORES	1798.08	Clerking & Checking 12/08/19
6510004594	DELAWARE RIVER STEVEDORES	10757.88	Clerking & Checking 12/3/19
6510004695	DELAWARE RIVER STEVEDORES	29708.63	Clerking & Checking 1/16/20
6510004709	DELAWARE RIVER STEVEDORES	61626.37	Clerking & Checking 1/31/20
SJPC0001	DENNIS LOMBARDI	1500.00	Senior Staff Interviews
20-0071	DOCKING PILOTS ASSOCIATION LLC	724.00	Docking Pilot Hired to Shift M/V Lake Pearl
20-0098	DOCKING PILOTS ASSOCIATION LLC	676.00	Docking Pilot - Pax
45134	DOSSIER SYSTEMS, INC.	1518.00	Quarterly Billing- Dossier On-Demand
R73440	EASTERN LIFT TRUCK INC.	4510.00	Equipment Rental
R73777	EASTERN LIFT TRUCK INC.	4510.00	Equipment Rental
R75462	EASTERN LIFT TRUCK INC.	4510.00	Equipment Rental
R76598	EASTERN LIFT TRUCK INC.	4510.00	Equipment Rental
R76738	EASTERN LIFT TRUCK INC.	4510.00	Equipment Rental
0003997819	GANNETT SATELLITE INFORMATION	58.16	Advertisements
0004014329	GANNETT SATELLITE INFORMATION	59.36	Advertisements

South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
0003292744	GOLD METAL ENVIROMENTAL OF NJ	9455.00	Trash Removal 12/31/19
0003292745	GOLD METAL ENVIROMENTAL OF NJ	1860.00	Trash Removal 12/31/19
103	GRIGGS WATERFRONT INC.	700.00	Line Tending 1/21/20 M/V Pax
104	GRIGGS WATERFRONT INC.	700.00	Line Tending 1/21/20 M/V Pax
RSA028014-11	GROFF TRACTOR	5500.00	Equipment Rental
RSA028014-13	GROFF TRACTOR	5500.00	Equipment Rental
H0929-125524	HOME DEPOT 0937	42.83	Materials for Terminal Maintenance
WA76944676	HOME DEPOT 0937	73.49	Materials for Terminal Maintenance
1/28/2020	I.F.P.T.E.	1675.00	Union Dues 1/20
24541	IDENTITY GEAR	2522.50	SJPC 50th Anniversary T-Shirts
2690	J.W.KRATZ & ASSOCIATES	8482.50	Service/ Installation 1/1-31
2/10/2020	JONATHAN S. ATWOOD	125.25	Transportation Workers Identification Credential
SJP 12-2019	LEE BAXTER ENTERPRISES, INC.	2700.00	AOD Website Service
13756070	LINE SYSTEMS, INC.	153.64	Telephone Service 1/1/20
13756784	LINE SYSTEMS, INC.	880.11	Telephone Service 1/1/20
13762427	LINE SYSTEMS, INC.	162.67	Telephone Service 2/1/20
13763134	LINE SYSTEMS, INC.	889.68	Telephone Service 2/1/20
11627	MAJESTIC OIL CO. INC.	1021.27	Fuel for Mobile Equipment
11999	MAJESTIC OIL CO. INC.	1807.20	Fuel for Mobile Equipment
12043	MAJESTIC OIL CO. INC.	1427.04	Fuel for Mobile Equipment
12439	MAJESTIC OIL CO. INC.	1362.16	Fuel for Mobile Equipment
12489	MAJESTIC OIL CO. INC.	983.26	Fuel for Mobile Equipment
12713	MAJESTIC OIL CO. INC.	1373.40	Fuel for Mobile Equipment
42337	MAJESTIC OIL CO. INC.	2840.49	Fuel for Mobile Equipment
42378	MAJESTIC OIL CO. INC.	1939.86	Fuel for Mobile Equipment
42399	MAJESTIC OIL CO. INC.	579.12	Fuel for Mobile Equipment
42410	MAJESTIC OIL CO. INC.	615.68	Fuel for Mobile Equipment
42443	MAJESTIC OIL CO. INC.	1668.16	Fuel for Mobile Equipment
42454	MAJESTIC OIL CO. INC.	2089.08	Fuel for Mobile Equipment
42625	MAJESTIC OIL CO. INC.	1167.39	Fuel for Mobile Equipment
42650	MAJESTIC OIL CO. INC.	2047.54	Fuel for Mobile Equipment
42687	MAJESTIC OIL CO. INC.	1354.55	Fuel for Mobile Equipment
42688	MAJESTIC OIL CO. INC.	1655.56	Fuel for Mobile Equipment
42715	MAJESTIC OIL CO. INC.	6195.69	Fuel for Mobile Equipment
44909	MAJESTIC OIL CO. INC.	3126.70	Fuel for Mobile Equipment
46860	MAJESTIC OIL CO. INC.	1573.62	Fuel for Mobile Equipment
8919	MUNICIPAL MAINTENANCE CO.	371.60	Emergency Service Call & Repair

South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
632159	NETCARRIER TELECOM, INC.	705.19	Webpage 2/20
5145680828	NEW JERSEY BUSINESS	2576.35	Advertisement 2/20
32645	NEW JERSEY BUSINESS SYSTEMS	8113.10	Contracted repairs for terminal maintenance
140	NEWCOMB WELDING & FABRICATION	4200.00	Welding Repairs
W40121-6	NJ CASUALTY INSURANCE CO.	44135.00	Premium Installment 2/4/20
02/04/2020	NORTH ATLANTIC PORTS ASSOC.	300.00	2020 Membership Dues
97391	ONEVOICE COMMUNICATIONS, INC.	1106.01	Telephone Service 1/15/20
522901	OPEN SYSTEMS INC.	423.50	Monthly Traverse Cloud Hosting
522902	OPEN SYSTEMS INC.	825.00	Monthly Traverse Cloud Hosting
1010386	PENNONI ASSOCIATES INC.	2065.79	Services Rendered thru 1/12/20
2020-65448	PICS Inc.	5520.00	IT Services Rendered 2/20
19534	PNC BANK, N.A.	1464.00	Additional Security Deposit
132506573	PROTECTION ONE / ADT	8.00	Security Expense
132506574	PROTECTION ONE / ADT	72.00	Security Expense
4200215101	PUBLIC SERVICE ELECTRIC & GAS	10600.56	Electrical Services 2/20
4200554607	PUBLIC SERVICE ELECTRIC & GAS	5208.51	Electrical Services 2/20
6507153303	PUBLIC SERVICE ELECTRIC & GAS	1145.96	Electrical & Gas Services 2/20
6542274707	PUBLIC SERVICE ELECTRIC & GAS	1864.02	Electrical Services 2/20
6552588208	PUBLIC SERVICE ELECTRIC & GAS	2133.16	Electrical Services 2/20
6552588909	PUBLIC SERVICE ELECTRIC & GAS	6.31	Electrical Services 2/20
6583792508	PUBLIC SERVICE ELECTRIC & GAS	3212.19	Electrical Services 2/20
6599068804	PUBLIC SERVICE ELECTRIC & GAS	1924.80	Electrical Services 2/20
6622096201	PUBLIC SERVICE ELECTRIC & GAS	16.20	Gas Services 2/20
6622344418	PUBLIC SERVICE ELECTRIC & GAS	644.90	Gas Services 2/20

South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
6643369207	PUBLIC SERVICE ELECTRIC & GAS	675.10	Gas Services 2/20
6649992305	PUBLIC SERVICE ELECTRIC & GAS	16.99	Electrical Services 2/20
6680107318	PUBLIC SERVICE ELECTRIC & GAS	4.77	Electrical Services 2/20
6687069705	PUBLIC SERVICE ELECTRIC & GAS	574.23	Gas Services 2/20
7018102308	PUBLIC SERVICE ELECTRIC & GAS	16.20	Gas Services 1/20
7042705904	PUBLIC SERVICE ELECTRIC & GAS	5.16	Electrical Services 2/20
7082775806	PUBLIC SERVICE ELECTRIC & GAS	581.63	Electrical Services 2/20
7138782004	PUBLIC SERVICE ELECTRIC & GAS	161.17	Electrical Services 2/20
5336	RED DOG DESIGNS	1124.25	Advertisement
1/27/2020	SEAMEN'S INSTITUTE	1000.00	Promotion/ Advertising
063220	SHUTTLEWAGON INC.	9500.00	Equipment Rental
0009461788	SOUTH JERSEY NEWSPAPERS	60.52	Advertisements
0009477147	SOUTH JERSEY NEWSPAPERS	62.68	Advertisements
0009486616	SOUTH JERSEY NEWSPAPERS	87.60	Advertisements
01523703	SOUTH JERSEY WELDING SUPPLY CO	88.35	Contracted Welding for Terminal Maintenance
1523719	SOUTH JERSEY WELDING SUPPLY CO	139.46	Contracted Welding for Terminal Maintenance
49884	STOKES CREATIVE GROUP, INC.	4500.00	Website Maintainance/ Coding for 2020
501278	SUBURBAN PROPANE	193.46	Fuel for Mobile Equipment
501279	SUBURBAN PROPANE	201.79	Fuel for Mobile Equipment
510580	SUBURBAN PROPANE	150.92	Fuel for Mobile Equipment
510749	SUBURBAN PROPANE	167.00	Fuel for Mobile Equipment
510750	SUBURBAN PROPANE	74.66	Fuel for Mobile Equipment
510751	SUBURBAN PROPANE	192.36	Fuel for Mobile Equipment
510864	SUBURBAN PROPANE	80.04	Fuel for Mobile Equipment
510979	SUBURBAN PROPANE	80.04	Fuel for Mobile Equipment
2PS46146	TAYLOR NORTHEAST INC.	2600.00	Equipment Rental
2PS46482	TAYLOR NORTHEAST INC.	7500.00	Equipment Rental
2PS46762	TAYLOR NORTHEAST INC.	2600.00	Equipment Rental
1/28/2020	TEAMSTERS LOCAL #169	639.00	Guards Union Dues 1/20

South Jersey Port Corporation
Advanced Payment List
01/16/2020 - 02/11/2020

Invoice Number	Vendor Name	Amount	Invoice Description
12947	TOWN COMMUNICATIONS	2555.00	Motorola EVX-261 - S/N: 2B0C085529, 2B0C085528, 2B0C085531, 2B0C085532, 2B0C085533, 2B0C085534, 2B0C085539
13045	TOWN COMMUNICATIONS	85.00	XPR-6100 - SPARE BATTERY
13071	TOWN COMMUNICATIONS	374.00	Radio Maintenance 2/1/20 - 2/29/20
50910	TRIAD ASSOCIATES	1872.50	SJPC- PSGP Implementaton Installation of Sec. Fencing 2019
50917	TRIAD ASSOCIATES	626.25	SJPC-General Services 2019
5623773	U.S. BANK	4500.00	Series 2009 P1, P2, P3
E23356040	UNITED PARCEL SERVICE	40.74	Mail Charges 1/25/20
169527641-010	UNITED RENTALS	1718.44	Equipment Rental
169527641-011	UNITED RENTALS	1718.44	Equipment Rental
176014427-002	UNITED RENTALS	1718.44	Equipment Rental
176014427-003	UNITED RENTALS	1718.44	Equipment Rental
9846223666	VERIZON WIRELESS	2607.70	Telephone Service 1/2020
9846223666	VERIZON WIRELESS	1297.42	Telephone Service 1/2020
9846223666	VERIZON WIRELESS	-2607.70	VOID- Reverse Entry to Correct Account
9846559452	VERIZON WIRELESS	39.26	Telephone Service 1/2020
9846924339	VERIZON WIRELESS	425.21	Telephone Service 1/20
19120113185	WELLS FARGO BANKS	371.45	Depository Account Fee
5008853029	WELLS FARGO EQUIPMENT FINANCE	24639.17	Lease to Purchase Equipment
5008853030	WELLS FARGO EQUIPMENT FINANCE	4273.91	Lease to Purchase Equipment
00137	WILSON AND SONS WELDING	1520.00	Contracted Welding for Terminal Maintenance
00141	WILSON AND SONS WELDING	7120.00	Contracted Welding for Terminal Maintenance
00142	WILSON AND SONS WELDING	665.00	Contracted Welding for Terminal Maintenance
9398895-00	YORK INTERNATIONAL CORP	414.10	Materials for Terminal Maintenance
Total Advanced Payments:		535,831.12	

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE ADVANCE PAYMENT BILL LIST FOR THE PERIOD ENDING FEBRUARY 11, 2020; #2020-02-0014

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Advance Payment Bill List for the period ending February 11, 2020, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

 Bruno Cellucci
 Acting Board Secretary

CREDIT LIST



RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE CREDIT LIST FOR THE PERIOD ENDING FEBRUARY 25, 2020; #2020-02-0015

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Credit List for the period ending February 25, 2020, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

 Bruno Cellucci
 Acting Board Secretary

CHANGE ORDERS



CHANGE ORDER

ABJ SPRINKLER- SHED 2 ROOF EAVE SPRINKLER PIPE REPLACEMENT

Change order#1

Pursuant to the Board's approval for the ongoing Balzano Marine Terminal sprinkler system repairs, staff is requesting approval to submit a Change Order to an existing and open contract to repair a DCA violation within the eaves of Shed 2. The value of the open contract is approximately \$250,000.00 and the cost of the change order is \$29,000.00. Funding for this project is available in the 2016S Proceeds account. This has been vetted with the financial advisor.



ABJ Sprinkler Co., Inc.
100 South Delsea Drive, Suite 300
P.O. Box 663
Glassboro, NJ 08028

(856) 881-8068
(856) 881-1605 FAX

South Jersey Port Corporation
101 Joseph A. Balzano Boulevard
Camden, NJ 08103
PROJECT: FPSSR17

February 11, 2020

ATTN: George Englehardt

RE: Change Order Request - Shed 2 Roof Eave Sprinkler Pipe Replacement at Balzano Marine Terminal

SCOPE OF WORK:

The existing dry sprinkler system piping under the eaves of the building has been disconnected by others. ABJ Sprinkler proposes to demolish the decommissioned piping and replace with new. ABJ Sprinkler to use new schedule 10 black steel piping, grooved couplings and fittings, threaded fittings, and upright sprinkler heads. Sprinkler head spacing to remain the same to match existing.

**SHED 2 EAVE SPRINKLER PIPE REPLACEMENT AMOUNT:
TWENTY-NINE THOUSAND DOLLARS (\$29,000.00)**

Pricing is based on normal working hours, and prevailing wage rates.
The above deficiencies reflect work needed as noticed. This proposal does not guarantee that additional work may be needed on the existing systems.
The existing design criteria shall not be modified, new piping will be installed the same as existing conditions for replacement of system piping.

EXCLUSIONS & PAYMENT TERMS: Same as original contract

Sincerely,
Av Sebastiani

Andrea Sebastiani, President

Accepted by..... Date.....

Printed name..... Title.....

AS/AJS
CC: FILE

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE CHANGE ORDER #1 – ABJ SPRINKLER-SHED 2 ROOF EAVES SPRINKLER PIPE REPLACEMENT AT BALZANO MARINE TERMINAL; #2020-02-0016

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Change Order # 1- ABJ Sprinkler shed 2 roof eaves sprinkler pipe replacement at Balzano Marine Terminal, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

 Bruno Cellucci
 Acting Board Secretary

CONSTRUCTION FUND REQUISITIONS





SOUTH JERSEY PORT CORPORATION
 ADVANCED PAYMENT LISTING -- CONSTRUCTION FUND
 FOR THE PERIOD ENDING February 25, 2020

INVOICE NUMBER	REQ #	VENDOR/DESCRIPTION	AMOUNT	FUNDING SOURCE
1	16358	JOTTAN, INC. Wind Loss Roofing Claim Payment of Deductible	121,066.00	INS. PROCEEDS

TOTAL \$ 121,066.00

Proof:	-	
	121,066.00	HOLTEC
	-	INS. PROCEEDS
	-	TIGER III
	-	SERIES O-1
	-	SERIES P-1
	-	2017B CPPF
	-	2016S CPPF

TOTAL \$ 121,066.00



SOUTH JERSEY PORT CORPORATION
UNPAID BILL LIST -- CONSTRUCTION FUND
FOR THE PERIOD ENDING February 25, 2020

INVOICE NUMBER	REQ #	VENDOR/DESCRIPTION	AMOUNT	FUNDING SOURCE
1	16357	PENNONI BWY SPRINKLER REPLACEMENT Constructon Management - Progress Billing	3,334.68	2016S CPPF

TOTAL \$ 3,334.68

Proof: - 2017A CPPF
- RPE ACCT
3,334.68 2016S CPPF
- HOLTEC
- SERIES P-1
- SERIES P- 3
- 2017A&B COI
- 2017B CPPF

TOTAL \$ 3,334.68

SOUTH JERSEY PORT CORPORATION
 CONSTRUCTION FUND 2016S CPPF
 TO BE APPROVED ON HAND AS OF 02/25/2020

ITEM NO	REQ NO	VENDOR/DESCRIPTION	AMOUNT
1	16357	PENNONI	\$ 3,334.68

FOR: CONSTRUCTION MANAGEMENT PROGRESS BILLING
 BROADWAY TERMINAL SPRINKLER REPLACEMENT

ORIGINAL CONTRACT	CHANGE ORDER	TOTAL CONTRACT	PERVIOUSLY BILLED	SUB-TOTAL BALANCE	REQUESTED PAYMENTS	BALANCE FUNDS
\$ 291,840.00	\$ -	\$ 291,840.00	\$ 231,909.03	\$ 57,121.15	\$ 3,334.68	\$ 53,786.47

1
16357

Construction Fund Request



DATE: 2/3/2020 INVOICE #: 1010385 AMOUNT: \$3,334.68

PAYEE: PENNONI

PROJECT NAME: Buy SPRINKLER REPL.

SCOPE OF SERVICES: - CONSTRUCTION MGT. PROGRESS BILLING.

FUNDING SOURCE: 2016S CAF

REQUESTED BY: GEORGE / ANDY / BRIND.

CHECK DISTRIBUTION: (check one)

HAND DELIVER TO:

MAIL TO: VENDOR.

SPECIAL INSTRUCTIONS:

EXECUTIVE DIRECTOR APPROVAL: A Sports

DATE: 2/3/2020.

For Finance Department Use Only

Board Date _____

Requisition # _____



INVOICE

Remit Payment To:
Pennoni Associates Inc.
P.O. Box 827328
Philadelphia, PA 19182-7328

George Englehardt
South Jersey Port Authority
2nd and Beckett Streets
Camden, NJ 08101

Invoice No : 1010385
Invoice Date : 01/28/2020
Project : PCSJ1502
Project Name : Broadway Term FP
Sprinkler Replace

For Services Rendered Through 01/12/2020

Phase Code / Name	Contract Amount	Previously Billed	% Complete	Complete To Date	Amount This Invoice
01 -- Review Project Site	\$21,760.00	\$21,760.00	100.00%	\$21,760.00	\$0.00
02 -- Bid Document & Bid/Award Services	\$106,440.00	\$106,440.00	100.00%	\$106,440.00	\$0.00
03 -- Construction Management	\$115,000.00	\$68,146.84	62.00%	\$71,481.52	\$3,334.68
04 -- Add Services - Bldgs A4, C, & N	\$48,640.00	\$35,562.19	73.00%	\$35,562.19	\$0.00
Total :	\$291,840.00	\$231,909.03		\$235,243.71	\$3,334.68

Amount Due This Invoice

\$3,334.68

JE
2-3-2020

L. Spomer
2-3-20

SOUTH JERSEY PORT CORPORATION
 CONSTRUCTION FUND INS. PROCEEDS
 TO BE APPROVED ON HAND AS OF "ADVANCED"

ITEM NO	REQ NO	VENDOR/DESCRIPTION	
1	16358	JOTTAN, INC.	\$ 121,066.00

FOR: WIND LOSS ROOFING CLAIM
 PAYMENT OF BALANCE

ORIGINAL CONTRACT	ADDITIONS	TOTAL CONTRACT	PREVIOUSLY BILLED	SUB-TOTAL BALANCE	REQUESTED PAYMENTS	BALANCE FUNDS
\$ 221,066.00		\$ 221,066.00	\$ 100,000.00	\$ 121,066.00	\$ 121,066.00	\$ -
\$ 221,066.00	\$ -	\$ 221,066.00	\$ 100,000.00	\$ 121,066.00	\$ 121,066.00	\$ -

16358

Construction Fund Request



DATE: 2/11/2020 INVOICE #: 119035-001 AMOUNT: \$121,066.00

PAYEE: TOTTAN, INC.

PROJECT NAME: BWY / BL 2 WIND DAMAGE 7/19

SCOPE OF SERVICES: BALANCE OWED (INS. PROCEEDS REC'D)

FUNDING SOURCE: INS. PROCEEDS Acct. (25760/2058)

REQUESTED BY: Tony Bruno (Andy)

CHECK DISTRIBUTION: (check one)
 HAND DELIVER TO: BRUNO
 MAIL TO: _____
 SPECIAL INSTRUCTIONS: _____

EXECUTIVE DIRECTOR APPROVAL: A Jopure DATE: 2/11/20

For Finance Department Use Only
Board Date _____
Requisition # _____

TO BE PROCESSED
AS AN ADVANCE
A Jopure 2/11/20

JOTTAN, INC.

Roofing Contractors/Consultants

PO Box 166
Florence, NJ 08518
(609) 447-6200 Fax (609) 447-6206

INVOICE

To South Jersey Port Corp
Attn: Tony Colavita
PO Box 129
Camden, NJ 08101

PROJECT :Various Repairs
Broadway and Balzano
Terminals

INVOICE DATE	P.O. NUMBER	INVOICE NUMBER	SERVICE DATE	CONTACT	TERMS
12/31/2019	30922	119035-001	December	Mary Pellechio	N 30

Broadway Bldg C: \$ 22,617.00
Broadway Bldg A-1: \$ 28,243.00
Balzano Bldg C: \$ 116,879.00
Skylights: \$ 53,327.00
Total Billed: \$ 221,066.00
Amount Paid: \$ 100,000.00
Balance Due: \$ 121,066.00

TOTAL DUE THIS PROJECT: \$ 121,066.00

Balances subject to 2% Finance Charge per month.

Make all checks payable to: Jottan, Inc., PO BOX 166, Florence, NJ 08518
If you have any questions concerning this invoice call: 609-447-6200

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE CONSTRUCTION FUND REQUISITIONS FOR THE PERIOD ENDING FEBRUARY 25, 2020; #2020-02-0017

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Construction Fund Requisitions for the period ending February 25, 2020, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

 Bruno Cellucci
 Acting Board Secretary

TREASURER'S REPORT



South Jersey Port - Operating
INCOME STATEMENT WITH BUDGET VARIANCE
WITH OUT PASS-THRU'S
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			PRIOR YEAR			YEAR-TO-DATE			
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR
OPERATING REVENUE	2,300,042	1,868,251.58	431,790	2,083,010	2,300,042	431,790	2,300,042	1,868,251.58	431,790	2,083,010
LESS: PASS THRU	0	0.00	0	0	0	0.00	0	0.00	0	0
OPS REVENUE	2,300,042	1,868,251.58	431,790	2,083,010	2,300,042	431,790	2,300,042	1,868,251.58	431,790	2,083,010
OPERATING EXPENSES	1,384,699	1,115,078.33	269,621	1,429,131	1,384,699	269,621	1,384,699	1,115,078.33	269,621	1,429,131
LESS: PASS THRU	0	0.00	0	0	0	0.00	0	0.00	0	0
OPS EXPENSE	1,384,699	1,115,078.33	269,621	1,429,131	1,384,699	269,621	1,384,699	1,115,078.33	269,621	1,429,131
GROSS PROFIT FROM OPS	915,343	753,173.25	162,170	653,878	915,343	162,170	915,343	753,173.25	162,170	653,878
GENERAL & ADMINISTRATIVE	443,322	602,531.18	(159,209)	410,988	443,322	(159,209)	443,322	602,531.18	(159,209)	410,988
NET INCOME FROM OPERATIONS	472,020	150,642.07	321,378	242,890	472,020	321,378	472,020	150,642.07	321,378	242,890
OTHER INCOME	12,881	25,824.55	(12,943)	19,283	12,881	(12,943)	12,881	25,824.55	(12,943)	19,283
LESS: CAPITALIZED INTEREST	0	0.00	0	0	0	0.00	0	0.00	0	0
NET OTHER INCOME	12,881	25,824.55	(12,943)	19,283	12,881	(12,943)	12,881	25,824.55	(12,943)	19,283
NET INCOME BEFORE NON-OPERATING INTEREST EXPENSES AND DEPRECIATION AND AMORTIZATION	484,902	176,466.62	308,435	262,174	484,902	308,435	484,902	176,466.62	308,435	262,174

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			YEAR-TO-DATE				
	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR
OPERATING INCOME SCHEDULE 1	2,300,042	1,868,251.58	431,790	2,083,010	2,300,042	1,868,251.58	431,790	2,083,010
OPERATING EXPENSES								
PORT OPERATIONS SCHED. 2	1,275,830	1,012,962.10	262,868	1,334,870	1,275,830	1,012,962.10	262,868	1,334,870
REPAIRS & MAINT. SCHED. 3	108,869	102,116.23	6,753	94,261	108,869	102,116.23	6,753	94,261
TOTAL OPERATING EXPENSES	1,384,699	1,115,078.33	269,621	1,429,131	1,384,699	1,115,078.33	269,621	1,429,131
GROSS PROFIT FROM OPERATIONS	915,343	753,173.25	162,170	653,878	915,343	753,173.25	162,170	653,878
GENL AND ADMIN SCHED. 4	443,322	602,531.18	(159,209)	410,988	443,322	602,531.18	(159,209)	410,988
NET INCOME FROM OPERATIONS	472,020	150,642.07	321,378	242,890	472,020	150,642.07	321,378	242,890
OTHER INCOME SCHED. 1	12,881	25,824.55	(12,943)	19,283	12,881	25,824.55	(12,943)	19,283
LESS: CAPITALIZED INTEREST	0	0.00	0	0	0	0.00	0	0
NET OTHER INCOME	12,881	25,824.55	(12,943)	19,283	12,881	25,824.55	(12,943)	19,283
NET INCOME BEFORE								
NON-OPERATING INTEREST EXPENSES AND								
DEPRECIATION AND AMORTIZATION	484,902	176,466.62	308,435	262,174	484,902	176,466.62	308,435	262,174

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			PRIOR YEAR			YEAR-TO-DATE		
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION
SCHEDULE 1 - PORT OPERATIONS									
MARINE DIRECT									
LEASES - MARINE DIRECT	472,447	541,426.84	(68,980)	459,923	541,426.84	(68,980)	472,447	541,426.84	(68,980)
HOLCIM TONNAGE SHORTFALL	0	0.00	0	0	0.00	0	0	0.00	0
CRANE RENTAL	183,691	91,007.17	92,684	123,001	91,007.17	92,684	183,691	91,007.17	92,684
DOCKAGE	294,977	189,971.14	105,006	208,560	189,971.14	105,006	294,977	189,971.14	105,006
HANDLING	469,398	434,595.29	34,803	458,083	434,595.29	34,803	469,398	434,595.29	34,803
STORAGE	186,236	156,271.03	29,965	230,104	156,271.03	29,965	186,236	156,271.03	29,965
WHARFAGE	407,204	293,825.87	113,379	339,671	293,825.87	113,379	407,204	293,825.87	113,379
STEVEDORING	0	0.00	0	0	0.00	0	0	0.00	0
DEMURRAGE	0	473.65	(474)	0	473.65	(474)	0	473.65	(474)
TOTAL MARINE DIRECT	2,013,953	1,707,570.99	306,382	1,819,341	1,707,570.99	306,382	2,013,953	1,707,570.99	306,382

MARINE RELATED									
LEASES - INDUSTRIAL	60,334	48,373.74	11,960	63,593	48,373.74	11,960	60,334	48,373.74	11,960
UTILITIES	69,814	61,113.10	8,701	74,416	61,113.10	8,701	69,814	61,113.10	8,701
MISCELLANEOUS REVENUES	78,289	39,826.07	38,463	69,640	39,826.07	38,463	78,289	39,826.07	38,463
TOTAL MARINE RELATED	208,437	149,312.91	59,125	207,649	149,312.91	59,125	208,437	149,312.91	59,125
PORT OF SALEM REVENUES	30,707	11,367.68	19,340	8,924	11,367.68	19,340	30,707	11,367.68	19,340
PORT OF PAULSBORO REVENUES	54,167	0.00	54,167	54,167	0.00	54,167	54,167	0.00	54,167
TOTAL OPERATING INCOME	2,307,265	1,868,251.58	439,013	2,090,081	1,868,251.58	439,013	2,307,265	1,868,251.58	439,013
OTHER INCOME									
INCOME ON INVESTMENTS	10,608	12,177.36	(1,569)	12,894	12,177.36	(1,569)	10,608	12,177.36	(1,569)
MISCELLANEOUS INCOME	2,273	13,647.19	(11,374)	6,389	13,647.19	(11,374)	2,273	13,647.19	(11,374)
CAPITALIZED INTEREST	0	0.00	0	0	0.00	0	0	0.00	0
TOTAL	2,319,146	1,893,076.13	421,633	2,110,364	1,893,076.13	421,633	2,319,146	1,893,076.13	421,633

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD		YEAR-TO-DATE	
	ACTUAL	DEVIATION	BUDGET	DEVIATION
TOTAL OTHER INCOME	12,881	(12,943)	25,824.55	(12,943)
			19,283	19,283
			25,824.55	(12,943)
				19,283

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			YEAR-TO-DATE			
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR
SCHEDULE 2 - PORT OPERATIONS							
LABOR EXPENSES							
LABOR - CRANE OP	28,318	24,613.44	3,705	17,817	24,613.44	3,705	17,817
LABOR - HANDLING	130,201	138,223.56	(8,023)	167,860	138,223.56	(8,023)	167,860
LABOR - REPAIRS & MAINTENANCE	49,681	91,197.38	(41,516)	69,802	91,197.38	(41,516)	69,802
LABOR - SECURITY	65,110	63,124.54	1,985	69,621	63,124.54	1,985	69,621
LABOR - SUPERVISORS	42,024	51,824.67	(9,801)	49,682	51,824.67	(9,801)	49,682
TOTAL LABOR EXPENSE	315,334	368,983.59	(53,650)	374,781	368,983.59	(53,650)	374,781
PAYROLL TAXES	37,835	40,961.51	(3,127)	46,111	40,961.51	(3,127)	46,111
WORKER COMPENSATION INSURANCE	49,500	38,836.40	10,664	49,500	38,836.40	10,664	49,500
EMPLOYEE BENEFITS							
HOSPITALIZATION	114,230	165,563.19	(51,333)	120,379	165,563.19	(51,333)	120,379
VACATION-HOLIDAY-SICK	155,703	41,403.06	114,300	148,561	41,403.06	114,300	148,561
MISC EMPLOYEE EXPENSES	11,727	3,396.13	8,331	13,234	3,396.13	8,331	13,234
TOTAL EMPLOYEE BENEFITS	368,995	290,160.29	78,835	377,835	290,160.29	78,835	377,835
CRANES - GAS & OIL	19,266	8,453.17	10,813	23,645	8,453.17	10,813	23,645
HANDLING							
GAS & OIL	0	20,455.48	(20,455)	1,639	20,455.48	(20,455)	1,639
MISCELLANEOUS	6,895	6,475.10	420	7,374	6,475.10	420	7,374
STEVEDORING	0	0.00	0	0	0.00	0	0
TRUCKING EXPENSES	0	4,801.62	(4,802)	0	4,801.62	(4,802)	0
TRANSPORTATION	0	0.00	0	0	0.00	0	0
CLERKING & CHECKING	363,918	160,820.70	203,097	339,461	160,820.70	203,097	339,461
TOTAL HANDLING	370,813	192,552.90	178,260	348,474	192,552.90	178,260	348,474
RENTAL OF EQUIPMENT	15,000	1,452.84	13,547	9,500	1,452.84	13,547	9,500

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			YEAR-TO-DATE			
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR
SCHEDULE 3 - REPAIRS & MAINT							
BUILDINGS & GROUNDS							
CONTRACTED	8,171	23,678.21	(15,507)	8,171	23,678.21	(15,507)	50,905
MATERIALS	8,402	28,316.22	(19,914)	8,402	28,316.22	(19,914)	9,475
FEES & PERMITS	292	1,887.29	(1,595)	292	1,887.29	(1,595)	285
TOTAL BUILDING & GROUNDS	16,865	53,881.72	(37,017)	16,865	53,881.72	(37,017)	60,666
CRANES							
CONTRACTED	8,680	9,877.12	(1,197)	8,680	9,877.12	(1,197)	6,929
MATERIALS	686	11,031.53	(10,346)	686	11,031.53	(10,346)	354
TOTAL CRANES	9,366	20,908.65	(11,543)	9,366	20,908.65	(11,543)	7,283
MOBILE MACHINERY & EQUIPMENT							
CONTRACTED	0	3,468.61	(3,469)	0	3,468.61	(3,469)	2,185
EQUIPMENT	22,088	2,925.26	19,163	22,088	2,925.26	19,163	0
MATERIALS	58,377	19,122.47	39,255	58,377	19,122.47	39,255	29,137
TOTAL MOBILE MACHINERY &	80,465	25,516.34	54,949	80,465	25,516.34	54,949	31,322
SMALL TOOLS & EQUIPMENT	2,173	1,809.52	363	2,173	1,809.52	363	(5,010)
TOTAL REPAIRS & MAINTENANCE	108,869	102,116.23	6,753	108,869	102,116.23	6,753	94,261

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			YEAR-TO-DATE			
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	PRIOR YEAR
SCHEDULE 4 - GENERAL & ADMIN							
LABOR EXPENSE							
OFFICE CLERICAL & RELATED	58,180	76,688.58	(18,509)	71,159	76,688.58	(18,509)	71,159
ADMINISTRATIVE	27,411	84,470.94	(57,060)	18,596	84,470.94	(57,060)	18,596
TOTAL LABOR EXPENSE	85,590	161,159.52	(75,569)	89,756	161,159.52	(75,569)	89,756
PAYROLL TAXES	10,866	16,178.15	(5,312)	10,789	16,178.15	(5,312)	10,789
WORKER COMPENSATION INSURANCE	500	389.71	110	450	389.71	110	450
EMPLOYEE BENEFITS							
HOSPITALIZATION	63,587	74,383.48	(10,797)	66,448	74,383.48	(10,797)	66,448
PENSION	59,560	57,762.93	1,797	64,848	57,762.93	1,797	64,848
TOTAL EMPLOYEE BENEFITS	134,512	148,714.27	(14,202)	142,535	148,714.27	(14,202)	142,535
INSURANCE	83,294	146,087.59	(62,794)	83,294	146,087.59	(62,794)	83,294
PROFESSIONAL FEES							
ACCOUNTING	3,250	3,874.10	(624)	3,250	3,874.10	(624)	3,250
ENGINEERING	42,488	6,900.53	35,588	9,292	6,900.53	35,588	9,292
FINANCIAL	0	4,621.28	(4,621)	0	4,621.28	(4,621)	0
LEGAL	36,612	14,611.03	22,001	707	14,611.03	22,001	707
MARKETING	10,137	26,981.39	(16,844)	11,293	26,981.39	(16,844)	11,293
TRUSTEE	4,500	1,991.41	2,509	4,500	1,991.41	2,509	4,500
OTHER	0	4,887.36	(4,887)	0	4,887.36	(4,887)	0
TOTAL PROFESSIONAL FEES	96,987	63,867.10	33,120	29,042	63,867.10	33,120	29,042
MISCELLANEOUS EXPENSES							
ADVERTISING - LEGAL	0	0.00	0	0	0.00	0	0
COMPUTER EQUIPMENT/SOFTWARE	1,515	17,355.87	(15,841)	1,062	17,355.87	(15,841)	1,062
COMPUTER SUPPORT	7,144	22,090.04	(14,947)	25,366	22,090.04	(14,947)	25,366
OFFICE EQUIPMENT	1,937	9,478.22	(7,541)	3,498	9,478.22	(7,541)	3,498

INCOME STATEMENT WITH BUDGET VARIANCE
FOR THE PERIOD ENDING JAN 31, 2020

DESCRIPTION	CURRENT PERIOD			PRIOR YEAR			YEAR-TO-DATE		
	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION	ACTUAL	BUDGET	DEVIATION
OFFICE EQUIPMENT - R&M	0	403.24	(403)	0	0	0	0	403.24	(403)
DONATIONS	0	0.00	0	0	0	0	0	0.00	0
DUES & SUBSCRIPTIONS	0	391.36	(391)	3,255	3,255	(391)	0	391.36	(391)
OFFICE SUPPLIES	1,484	2,657.97	(1,174)	1,575	1,484	(1,174)	1,484	2,657.97	(1,174)
PORT PROMOTION	108	910.43	(802)	0	108	(802)	108	910.43	(802)
POSTAGE & DELIVERY	0	796.17	(796)	118	0	(796)	0	796.17	(796)
SERVICE BUREAUS	2,002	3,045.77	(1,044)	3,608	2,002	(1,044)	2,002	3,045.77	(1,044)
TELEPHONE	6,095	4,289.05	1,805	6,376	6,095	1,805	6,095	4,289.05	1,805
UTILITIES - G&A	2,500	2,760.18	(260)	2,500	2,500	(260)	2,500	2,760.18	(260)
INTEREST EXPENSE	10,511	9,078.09	1,432	11,444	10,511	1,432	10,511	9,078.09	1,432
BAD DEBT EXPENSE	3,000	5,306.04	(2,306)	3,000	3,000	(2,306)	3,000	5,306.04	(2,306)
OTHER	6,644	4,140.27	2,504	4,560	6,644	2,504	6,644	4,140.27	2,504
TOTAL MISCELLANEOUS	42,938	82,702.70	(39,764)	66,362	42,938	(39,764)	42,938	82,702.70	(39,764)
TOTAL GENERAL & ADMINISTRATIVE	443,322	602,531.18	(159,209)	410,988	443,322	(159,209)	443,322	602,531.18	(159,209)

ANALYSIS OF INVESTMENTS



South Jersey Port Corporation
Analysis of Investments
P/E January 2020

Fund	Investment	Amount	Maturity Date	Interest Rate	Monthly Interest Income	Year to Date Interest Income
Operating						
Checking	1001.01 9001.01 TD Bank	1,290,532	Demand	0.00%	- \$	-
Operating Fund	1040.01 9001.01 Investors Bank	2,328,413	Demand	1.51%	1,670.38	\$ 1,670.38
Reserve Fund	1310.01 9003.01 Investors Bank	5,159,253	Demand	1.51%	6,424.69	\$ 6,424.69
SJPC Revenue Fund	1050.01 9002.01 Investors Bank	69,772	Demand	1.51%	2,513.31	\$ 2,513.31
Wells Fargo Depository Account	1060.01 9004.01 Wells Fargo	83,589	Demand	0.00%	-	\$ -
Sub-total Operating		8,931,559			10,608.38	\$ 10,608.38
Debt Service Reserve						
Debt Service Reserve	1170.05 9001.05 Treas Debt Oblig FD	4,334,582	Maturity	2.25%	6,791.50	\$ 6,791.50
Debt Service Reserve	1170.05 9001.05 Investors Bank	829,721	Demand	1.51%	795.92	\$ 795.92
Sub-total Debt Service Reserve		5,164,303			7,587.42	\$ 7,587.42
Debt Service Fund						
Debt Service Fund	1157.03 9001.03 Investors Bank	-	Demand	0.00%	-	\$ -
Sub-total Debt Service Fund		-			-	\$ -
Maintenance Reserve Fund						
Maintenance Reserve Fund	1160.04 9001.04 Investors Bank	16,235	Demand	1.51%	20.61	\$ 20.61
Sub-total Debt Service Fund		16,235			20.61	\$ 20.61
Property Tax Account						
Property Tax Account	1196.06 9002.06 Investors Bank	5,124	Demand	1.51%	6.51	\$ 6.51
Sub-total Debt Service Fund		5,124			6.51	\$ 6.51
Construction Funds						
2009 Series "P-1" PMT Taxable Acct	1101.02 9001.02 Investors Bank	4,617,486	Demand	1.51%	5,862.69	5,862.69
2009 Series "P-2" PMT Pvt Act Acct	1102.02 9002.02 Investors Bank	-	Demand	0.00%	-	-
2009 Series "P-3" PMT Gov't Acct	1103.02 9003.02 Investors Bank	18	Demand	1.34%	0.02	0.02
2009 Series "P-2" Debt Service Fund	1105.02 9001.02 Investors Bank	-	Demand	0.00%	-	-
2009 Series "P-2" PMT DSR	1108.02 9008.02 Investors Bank	-	Demand	0.00%	-	-
2009 Series "P-3" PMT DSR	1109.02 9009.02 Investors Bank	-	Demand	0.00%	-	-
Bond Series N Debt Service	1129.02 9030.02 Investors Bank	-	Demand	0.00%	-	-
Insurance Proceeds	1130.02 9070.02 Investors Bank	95,313	Demand	1.51%	121.02	121.02
2007N Paulsboro Project Fund	1132.02 9032.02 Investors Bank	-	Demand	0.00%	-	-
2009 "O-1" Paulsboro/Add'l Projects	1137.02 9037.02 Investors Bank	1,868,308	Demand	1.51%	2,372.14	2,372.14
2009 "O-2" Terrace Project Fund	1138.02 9038.02 Investors Bank	55	Demand	1.52%	0.07	0.07
2009 "O-3" AMT Skylight Fund	1139.02 9039.02 Investors Bank	271,306	Demand	1.51%	344.47	344.47
Bond Series O Debt Service	1145.02 9045.02 Investors Bank	-	Demand	0.00%	-	-
Salem Set-a-Side	1146.02 9027.02 N.J. Cash Mngt	400,616	Demand	0.19%	579.89	579.89
2016S Cap Plan Proj Fund	1150.02 9080.02 Investors Bank	2,493,059	Demand	1.51%	3,190.28	3,190.28
Series 2017 Investments	1151.02 0000.00 Investors Bank	-	Maturity	0.00%	-	-
2016S Cost of Issuance Fund	1154.02 9080.02 Investors Bank	14,063	Demand	1.51%	17.86	17.86
2017A Cap Plan Proj Fund	1160.02 9092.02 Investors Bank	18,994,647	Demand	1.51%	24,117.10	24,117.10
2017A&B Cost of Issuance Fund	1161.02 9092.02 Investors Bank	11,557	Demand	1.51%	14.67	14.67
2016S Debt Service Reserve	1163.02 9080.02 Investors Bank	-	Demand	0.00%	-	-
2017A&B Debt Service Reserve	1164.02 9092.02 Investors Bank	0	Demand	1.51%	0.01	0.01
2017B Debt Reserve Fund	1173.02 9092.02 Investors Bank	2,176,373	Demand	1.51%	3,000.08	3,000.08
2017B Cap Plan Proj Fund	1174.02 9092.02 Investors Bank	36,497,245	Demand	1.51%	46,344.87	46,344.87
Pier Rehab	1182.02 9097.02 Investors Bank	27,093	Demand	1.51%	34.40	34.40
Repowered Equipment Account	1183.02 9098.02 Investors Bank	108,484	Demand	1.51%	137.74	137.74
EDA Loan-New Sheds-Bck	1184.02 9099.02 Investors Bank	4,118	Demand	1.51%	5.23	5.23
Tiger III Grant Account	1186.02 9001.02 Investors Bank	4,920	Demand	1.51%	6.25	6.25
Holcim USA Inc. Settlement Proceeds	1187.02 9087.02 Investors Bank	521	Demand	1.51%	0.66	0.66
Rebate Fund	1190.02 9094.02 Investors Bank	23,381	Demand	1.51%	29.69	29.69
Grant Account	1191.02 9091.02 Investors Bank	610,107	Demand	1.51%	774.64	774.64
Holtec Rental Account	1193.02 9093.02 Investors Bank	5	Demand	1.51%	4.73	4.73
Consolidated Project Account	1195.02 9095.02 Investors Bank	163,274	Demand	1.51%	207.30	207.30
Sub-total Construction		68,381,949			87,165.81	87,165.81
Total		82,499,170			105,388.73	\$ 105,388.73

AGED RECEIVABLES



Accounts Receivable Aging Comparison

2019	Total	Current	31-60 Days	61-90 Days	Over 90 Days
January	2,034,652.92	1,843,361.23	162,663.40	17,362.73	11,265.56
		90.6%	8.0%	0.9%	0.6%
February	2,527,402.65	2,338,446.69	140,670.54	19,042.27	29,243.15
		92.5%	5.6%	0.8%	1.2%
March	2,738,571.71	2,640,656.22	65,264.92	3,371.46	29,279.11
		96.4%	2.4%	0.1%	1.1%
April	2,174,798.81	2,098,051.66	42,756.88	665.34	33,324.93
		96.5%	2.0%	0.0%	1.5%
May	2,174,798.81	2,098,051.66	42,756.88	665.34	33,324.93
		96.5%	2.0%	0.0%	1.5%
June	2,670,782.23	2,501,256.41	138,793.51	131.81	30,600.50
		93.7%	5.2%	0.0%	1.1%
July	2,886,810.80	2,508,030.89	278,075.78	83,314.43	17,389.70
		86.9%	9.6%	2.9%	0.6%
August	1,867,635.62	1,492,231.14	321,039.65	36,930.83	17,434.00
		79.9%	17.2%	2.0%	0.9%
September	2,506,227.25	2,167,286.09	312,225.93	3,412.78	23,302.45
		86.5%	12.5%	0.1%	0.9%
October	1,998,297.04	1,886,182.71	70,154.89	8,959.76	32,999.68
		94.4%	3.5%	0.4%	1.7%
November	1,445,692.89	1,433,874.69	4,552.33	-	7,265.87
		99.2%	0.3%	0.0%	0.5%
December	1,831,365.91	1,803,305.28	-	-	28,060.63
		98.5%	0.0%	0.0%	1.5%

2020	Total	Current	31-60 Days	61-90 Days	Over 90 Days
January	2,228,137.60	2,218,148.11	7,788.80	7.56	2,193.05
		99.6%	0.3%	0.0%	0.1%
February					
March					
April					
May					
June					
July					
August					
September					
October					
November					
December					

South Jersey Port - Operating

Transaction Cutoff Date 1/31/2020
 Payment Cutoff Date 1/31/2020
 Aging Date 1/31/2020

Aged Trial Balance

Aged By Due Date

Sorted By Customer ID

Report Filter Customer Name > '60' And Customer Name > '90' And Customer Name > '120' And Customer Name < 'Unapplied'

Invoice Distribution Code From	01	Thru	Current	31 - 60	61 - 90	91 - 120	Over 120	Unapplied
Zero Balance Customers	No	Current Customers	Yes	1/1/2020	12/2/2019	11/2/2019	10/3/2019	
Include Balance Forward Customers	No	Print Invoice Source	Sales					
Print Invoice Type	Regular, Pro Forma							
Amount	Current							
061610, AVIGNON STEEL - Total	14,906.00	0.00	14,906.00	0.00	0.00	0.00	0.00	0.00
127670, TATA STEEL INTL. - Total	16,532.27	0.00	0.00	0.00	0.00	0.00	16,532.27	0.00
127701, BRAID LOGISTICS (N.A.) INC. - Total	674.59	674.59	0.00	0.00	0.00	0.00	0.00	0.00
129447, BUSHWICK STEEL - Total	3,124.42	3,124.42	0.00	0.00	0.00	0.00	0.00	0.00
135602, CAMDEN COUNTY CORRECTIONAL - Total	2,407.72	2,407.72	0.00	0.00	0.00	0.00	0.00	0.00
135815, CAMDEN YARDS STEEL - Total	2,100.00	2,100.00	0.00	0.00	0.00	0.00	0.00	0.00
136409, EMR/CAMDEN IRON & METAL, INC. - Total	220,074.02	219,383.42	990.60	0.00	0.00	0.00	0.00	-300.00
141776, CANUSA WOOD PRODS. - Total	1,287.92	1,287.92	0.00	0.00	0.00	0.00	0.00	0.00
165655, CENTRAL METALS - Total	370.00	370.00	0.00	0.00	0.00	0.00	0.00	0.00
197681, CONCEPTUM LOGISTICS (USA) - Total	569.20	569.20	0.00	0.00	0.00	0.00	0.00	0.00
210250, D & M TRANS.SERV.INC. - Total	1,666.60	1,666.60	0.00	0.00	0.00	0.00	0.00	0.00
210501, DARTRANS INC. - Total	10,057.27	9,775.32	338.09	0.00	0.00	0.00	0.00	-56.14
212490, DORSTENER DRAHTWERKE H. W. - Total	4,957.47	4,957.47	0.00	0.00	0.00	0.00	0.00	0.00
227474, DELAWARE RIVER STEVEDORING INC - Total	9,896.48	9,896.48	0.00	0.00	0.00	0.00	0.00	0.00
227482, DELAWARE STEEL CO. OF PA - Total	20.45	20.45	0.00	0.00	0.00	0.00	0.00	0.00
248647, DONGBU USA, INC. - Total	242.64	242.64	0.00	0.00	0.00	0.00	0.00	0.00
266101, LEHIGH HANSON, INC. - Total	239,344.44	238,669.16	0.00	0.00	675.28	0.00	0.00	0.00
269155, EVERLAST ROOFING, INC. - Total	658.98	658.98	0.00	0.00	0.00	0.00	0.00	0.00
281616, FAR EAST AMERICAN INC. - Total	136,779.09	136,779.09	0.00	0.00	0.00	0.00	0.00	0.00
286780, FEDERAL WAREHOUSE & DIST. LLC - Total	-384.00	-384.00	0.00	0.00	0.00	0.00	0.00	0.00
309876, ARCELOR INT'L AMERICA LLC - Total	24,794.25	24,860.22	0.00	0.00	-65.97	0.00	0.00	0.00
322444, G. M RICHARDS ENTERPRISES, INC - Total	75.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00
362050, HARRY WILSON WELDING - Total	95.00	95.00	0.00	0.00	0.00	0.00	0.00	0.00
385130, TATA STEEL JMUUDEN BV - Total	99,333.87	76,300.09	15,861.77	0.00	0.00	0.00	0.00	0.00
385132, TATA STEEL INTL. AMERICAS INC. - Total	51,487.43	51,501.43	0.00	0.00	0.00	0.00	0.00	-14.00
404736, C/O INCHCAPE AS AGENTS - Total	52,726.46	52,726.46	0.00	0.00	0.00	0.00	0.00	0.00
415986, IHLO SALES & IMPORT - Total	47,904.96	47,904.96	0.00	0.00	0.00	0.00	0.00	0.00
431699, JFE SHOJI TRADE AMERICA INC. - Total	5,600.17	5,600.17	0.00	0.00	0.00	0.00	0.00	0.00
434001, JOHNSON'S DISTRIBUTION - Total	169.26	17,715.82	0.00	0.00	0.00	0.00	0.00	-17,546.56

South Jersey Port - Operating

Transaction Cutoff Date	1/31/2020	1/31/2020	1/31/2020	31 - 60 1/1/2020	61 - 90 12/2/2019	91 - 120 11/2/2019	Over 120 10/3/2019	Unapplied
Payment Cutoff Date	Aged Trial Balance							
Aging Date	Aged By Due Date							
	Sorted By Customer ID							
	Amount	Current						
436111, JORDAN INT'L. - Total	1,912.36	1,912.36		0.00	0.00	0.00	0.00	0.00
461895, OUTOKUMPU STAINLESS USA, LLC - Total	190.55	190.55		0.00	0.00	0.00	0.00	0.00
479938, LIBERTY WOODS INTERNATIONAL, I - Total	6,446.07	6,448.37		0.00	0.00	0.00	0.00	-2.30
486573, LIVINGSTON INTERNATIONAL - Total	444.08	0.00		0.00	0.00	0.00	444.08	0.00
491356, ASCOMETAL NORTH AMERICA INC. - Total	186.32	186.32		0.00	0.00	0.00	0.00	0.00
523711, MASTER PIPE DISTRIBUTION CO. - Total	1,020.72	1,020.72		0.00	0.00	0.00	0.00	0.00
534105, MEEVER USA, INC. - Total	23.52	8.40		0.00	7.56	7.56	0.00	0.00
535501, MERFISH PIPE & SUPPLY - Total	494.80	494.80		0.00	0.00	0.00	0.00	0.00
537801, METALLIA DIVISION/HARTREE PART - Total	1,716.10	1,716.10		0.00	0.00	0.00	0.00	0.00
543650, MID-ATLANTIC SHIPPING & STEVED - Total	1,906.00	1,906.00		0.00	0.00	0.00	0.00	0.00
544200, MID-ATLANTIC SALT, L.L.C., - Total	226.28	226.28		0.00	0.00	0.00	0.00	0.00
605999, JOSEPH OAT CORPORATION - Total	45,084.25	45,084.25		0.00	0.00	0.00	0.00	0.00
654135, BENTELER STEEL & TUBE CORP. - Total	2,158.04	2,158.04		0.00	0.00	0.00	0.00	0.00
680287, MALLORY ALEXANDER INT'L. LOGIS - Total	10,920.07	10,920.07		0.00	0.00	0.00	0.00	0.00
680290, SEAH STEEL AMERICA, INC. - Total	16,188.18	16,188.18		0.00	0.00	0.00	0.00	0.00
748585, SKYLINE STEEL CORP. - Total	25,409.55	25,409.55		0.00	0.00	0.00	0.00	0.00
755601, SMARTPLAY EUROPE, DAC - Total	19.50	19.50		0.00	0.00	0.00	0.00	0.00
761417, SUMMIT GLOBAL TRADING - Total	14,009.21	14,009.21		0.00	0.00	0.00	0.00	0.00
763092, SPECIALTY PIPE & TUBE COMPANY - Total	843.11	843.11		0.00	0.00	0.00	0.00	0.00
764610, R. L. SWEARER CO., INC. - Total	6,473.76	6,473.76		0.00	0.00	0.00	0.00	0.00
767399, STAMFORD STEEL CORPORATION - Total	284.86	284.86		0.00	0.00	0.00	0.00	0.00
767410, STATE METAL INDUSTRIES - Total	19,203.00	19,203.00		0.00	0.00	0.00	0.00	0.00
782103, NORTON LILLY INTERNATIONAL - Total	78,470.84	78,470.84		0.00	0.00	0.00	0.00	0.00
802730, TERMINAL SHIPPING CO. INC. - Total	110,582.26	110,582.26		0.00	0.00	0.00	0.00	0.00
806977, THYSSEN STEEL SERVICES - Total	12.15	12.15		0.00	0.00	0.00	0.00	0.00
806999, THYSSENKRUPP STEEL, NA - Total	31,203.87	31,203.87		0.00	0.00	0.00	0.00	0.00
818120, TRI-STATE BULK HANDLING INC - Total	65,963.68	65,963.68		0.00	0.00	0.00	0.00	0.00
849110, CLIPPER STEEL SERVICESBV - Total	89,933.22	89,933.22		0.00	0.00	0.00	0.00	0.00
867575, METALS USA PHILADELPHIA - Total	3,135.70	0.00		0.00	0.00	0.00	3,135.70	0.00
T20022, CAMDEN INTL. COMMODITIES TERM - Total	154,474.00	154,474.00		0.00	0.00	0.00	0.00	0.00
T20023, EMR/CAMDEN IRON & METAL, INC. - Total	1,607.92	1,607.92		0.00	0.00	0.00	0.00	0.00
T20024, CAMDEN WATERFRONT DEVELOPMENT - Total	159,503.73	159,503.73		0.00	0.00	0.00	0.00	0.00
T20027, LEHIGH HANSON, INC. - Total	304,971.84	304,971.84		0.00	0.00	0.00	0.00	0.00
T20029, TRI-STATE BULK HANDLING INC. - Total	4,656.28	4,656.28		0.00	0.00	0.00	0.00	0.00
T20030, DELAWARE RIVER STEVEDORES, INC - Total	385.88	385.88		0.00	0.00	0.00	0.00	0.00

South Jersey Port - Operating

Transaction Cutoff Date 1/31/2020
 Payment Cutoff Date 1/31/2020
 Aging Date 1/31/2020

Aged Trial Balance
 Aged By Due Date
 Sorted By Customer ID

Amount	Current	31 - 60 1/1/2020	61 - 90 12/2/2019	91 - 120 11/2/2019	Over 120 10/3/2019	Unapplied
52,267.75	52,267.75	0.00	0.00	0.00	0.00	0.00
7,284.60	7,284.60	0.00	0.00	0.00	0.00	0.00
3,762.00	3,762.00	0.00	0.00	0.00	0.00	0.00
1,779.92	1,779.92	0.00	0.00	0.00	0.00	0.00
1,343.00	1,343.00	0.00	0.00	0.00	0.00	0.00
54,166.67	54,166.67	0.00	0.00	0.00	0.00	0.00
T20031, CAMDEN YARDS STEEL - Total						
T20033, CHAMPION SERVICE INC. - Total						
T20034, NUTSCO INC. - Total						
T20036, MID - ATLANTIC SALT, L.L.C., - Total						
t20043, INDUSTRIAL COMM. CLEANING GROU - Total						
T20058, P W D, LLC. - Total						

South Jersey Port - Operating

Transaction Cutoff Date	1/31/2020				
Aged Trial Balance					
Payment Cutoff Date	1/31/2020				
Aging Date	1/31/2020				
		2,228,137.60	2,186,051.65	32,096.46	7,788.88
Grand Total					20,112.05
					-17,919.00

*** End of Report ***

EXECUTIVE DIRECTORS REPORT



SOUTH JERSEY PORT CORPORATION
BOARD OF DIRECTORS MEETING
NOTES SUPPLEMENTARY TO THE AGENDA

OFFICER'S REPORT

February 25, 2020

EXECUTIVE DIRECTOR AND CHIEF EXECUTIVE OFFICER'S REPORT

RE: MONTHLY TONNAGE REPORT FOR 1/2020

	2020		2019		PERCENTAGE	
	SHIP	SHIP DAYS	SHIP	SHIP DAYS	SHIP	SHIP DAYS
BMT	9	33	8	25	+13%	+32%
BWY 1 & 2	7	19	4	19	+75%	0%
BWY 5 & 6	0	0	0	0	--	--
TOTALS:	16	52	12	44	+33%	+18%

	2020 TONNAGE		2019 TONNAGE		PERCENTAGE	
	BMT	137,354		151,971		-10%
BWY 1 & 2	149,650		97,453		+54%	
BWY 5 & 6	0		0		--	
TOTALS:	287,004		249,425		+15%	

	YEAR TO DATE			PERCENTAGE
	2020 TONNAGE	2019 TONNAGE		
BMT	137,354	151,971		-10%
BWY 1 & 2	149,650	97,453		+54%
BWY 5 & 6	0	0		--
TOTALS:	287,004	249,425		+15%

BROADWAY 1 & 2	1/2020	12/2019	2020 YTD	2019 YTD
PLYWOOD	19,693	128754	19,693	0
STEEL	100,549	121,708	100,549	67,502
MISC.	29,409	53,946	29,409	29,952
TOTALS:	149,650	304,408	149,650	97,453

BROADWAY 5 & 6				
PLYWOOD	0	0	0	0
STEEL	25,356	0	0	0
MISC.	0	0	0	0
TOTALS:	25,356	0	0	0

BALZANO TERMINAL

COMMODITY	1/2020	12/2019	2020 YTD	2019 YTD
SCRAP	73,740	55,572	73,740	19,919
STEEL	34,123	23,276	34,123	77,449
GYP SUM		54,564		54,602
COCOA BEANS	24,023		24,023	
WOOD PRODUCTS	5,402		5,402	
GENERAL	66		66	
TOTALS:	137,354	133,412	137,354	151,971

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Balzano

BERTHS: ALL

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	9	8	+1	+13%
Year To Date	9	8	+1	+13%
SHIP DAYS				
WORKING	30	24	+6	+25%
IDLE	3	1	+2	+200%
LAY-UP	0	0	0	---
TOTAL	33	25	+8	+32%
Year To Date	33	25	+8	+32%
IMPORT TONNAGE				
BULK	0	54,602	-54602	-99%
GENERAL				
Wood Products	5,402	0	+5402	---
Steel	34,123	77,449	-43326	-55%
Miscellaneous	24,090	0	+24090	---
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	63,615	132,051	-68436	-51%
Year To Date	63,614	132,052	-68438	-51%
EXPORT TONNAGE				
BULK				
Miscellaneous	0	0	0	---
Scrap	73,740	19,919	+53821	+270%
GENERAL				
TOTAL EXPORT TONNAGE	73,740	19,919	+53821	+270%
Year To Date	73,740	19,919	+53821	+270%
IMPORT	63,615	132,051	-68436	-51%
EXPORT	73,740	19,919	+53821	+270%
TOTAL TONNAGE	137,355	151,970	-14615	-9%
Year To Date	137,354	151,971	-14617	-9%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Broadway

BERTHS: 1

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	1	3	-2	-66%
Year To Date	1	3	-2	-66%
SHIP DAYS				
WORKING	4	5	-1	-19%
IDLE	0	1	-1	-99%
LAY-UP	0	5	-5	-99%
TOTAL	4	11	-7	-63%
Year To Date	4	11	-7	-63%
IMPORT TONNAGE				
BULK	0	29,952	-29952	-99%
GENERAL				
Wood Products	19,693	0	+19693	---
Steel	792	10,046	-9254	-91%
Miscellaneous	0	0	0	---
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	20,485	39,998	-19513	-48%
Year To Date	20,485	39,998	-19513	-48%
EXPORT TONNAGE				
BULK				
Miscellaneous	0	0	0	---
Scrap	0	0	0	---
GENERAL				
TOTAL EXPORT TONNAGE	0	0	0	---
Year To Date	0	0	0	---
IMPORT	20,485	39,998	-19513	-48%
EXPORT	0	0	0	---
TOTAL TONNAGE	20,485	39,998	-19513	-48%
Year To Date	20,485	39,998	-19513	-48%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Broadway

BERTHS: 3

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	7	5	+2	+40%
Year To Date	7	5	+2	+40%
SHIP DAYS				
WORKING	15	14	+1	+7%
IDLE	0	0	0	---
LAY-UP	0	0	0	---
TOTAL	15	14	+1	+7%
Year To Date	15	14	+1	+7%
IMPORT TONNAGE				
BULK	67,372	0	+67372	---
GENERAL				
Wood Products	0	0	0	---
Steel	0	0	0	---
Miscellaneous	0	0	0	---
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	67,372	0	+67372	---
Year To Date	67,372	0	+67372	---
EXPORT TONNAGE				
BULK				
Miscellaneous	31,017	25,356	+5661	+22%
Scrap	0	0	0	---
GENERAL	0	0	0	---
TOTAL EXPORT TONNAGE	31,017	25,356	+5661	+22%
Year To Date	31,017	25,356	+5661	+22%
IMPORT	67,372	0	+67372	---
EXPORT	31,017	25,356	+5661	+22%
TOTAL TONNAGE	98,389	25,356	+73033	+288%
Year To Date	98,389	25,356	+73033	+288%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Broadway

BERTHS: ALL

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	8	8	0	0%
Year To Date	8	8	0	0%
SHIP DAYS				
WORKING	19	19	0	0%
IDLE	0	.1	-1	-99%
LAY-UP	0	5	-5	-99%
TOTAL	19	25	-6	-23%
Year To Date	19	25	-6	-23%
IMPORT TONNAGE				
BULK	67,372	29,952	+37420	+125%
GENERAL				
Wood Products	19,693	0	+19693	---
Steel	792	10,046	-9254	-91%
Miscellaneous	0	0	0	---
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	87,857	39,998	+47859	+120%
Year To Date	87,857	39,998	+47859	+120%
EXPORT TONNAGE				
BULK				
Miscellaneous	31,017	25,356	+5661	+22%
Scrap	0	0	0	---
GENERAL				
TOTAL EXPORT TONNAGE	31,017	25,356	+5661	+22%
Year To Date	31,017	25,356	+5661	+22%
IMPORT	87,857	39,998	+47859	+120%
EXPORT	31,017	25,356	+5661	+22%
TOTAL TONNAGE	118,874	65,354	+53520	+82%
Year To Date	118,874	65,354	+53520	+82%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: ALL

BERTHS: ALL

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	23	17	+6	+35%
Year To Date	23	17	+6	+35%
SHIP DAYS				
WORKING	64	51	+13	+25%
IDLE	3	2	+1	+50%
LAY-UP	0	5	-5	-99%
TOTAL	67	58	+9	+16%
Year To Date	67	58	+9	+16%
IMPORT TONNAGE				
BULK	96,781	84,554	+12227	+14%
GENERAL				
Wood Products	25,094	0	+25094	---
Steel	34,915	87,496	-52581	-59%
Miscellaneous	123,847	57,455	+66392	+116%
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	280,637	229,505	+51132	+22%
Year To Date	280,637	229,505	+51132	+22%
EXPORT TONNAGE				
BULK				
Miscellaneous	31,017	25,356	+5661	+22%
Scrap	73,740	19,919	+53821	+270%
GENERAL				
	0	0	0	---
TOTAL EXPORT TONNAGE	104,757	45,275	+59482	+131%
Year To Date	104,756	45,276	+59480	+131%
IMPORT	280,637	229,505	+51132	+22%
EXPORT	104,757	45,275	+59482	+131%
TOTAL TONNAGE	385,394	274,780	+110614	+40%
Year To Date	385,393	274,781	+110612	+40%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Paulsboro

BERTHS: ALL

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	2	1	+1	+100%
Year To Date	2	1	+1	+100%
SHIP DAYS				
WORKING	11	8	+3	+38%
IDLE	0	0	0	---
LAY-UP	0	0	0	---
TOTAL	11	8	+3	+38%
Year To Date	11	8	+3	+38%
IMPORT TONNAGE				
BULK	0	0	0	---
GENERAL				
Wood Products	0	0	0	---
Steel	0	0	0	---
Miscellaneous	99,757	57,455	+42302	+74%
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	99,757	57,455	+42302	+74%
Year To Date	99,757	57,455	+42302	+74%
EXPORT TONNAGE				
BULK				
Miscellaneous	0	0	0	---
Scrap	0	0	0	---
GENERAL	0	0	0	---
TOTAL EXPORT TONNAGE	0	0	0	---
Year To Date	0	0	0	---
IMPORT	99,757	57,455	+42302	+74%
EXPORT	0	0	0	---
TOTAL TONNAGE	99,757	57,455	+42302	+74%
Year To Date	99,757	57,455	+42302	+74%

COMPARATIVE WATER-BORNE TONNAGE STATEMENT

TERMINAL: Salem

BERTHS: ALL

MONTH: 1/2020

	2020	2019	NET DIFFERENCE	PERCENTAGE DIFFERENCE
SHIPS	4	0	+4	---
Year To Date	4	0	+4	---
SHIP DAYS				
WORKING	4	0	+4	---
IDLE	0	0	0	---
LAY-UP	0	0	0	---
TOTAL	4	0	+4	---
Year To Date	4	0	+4	---
IMPORT TONNAGE				
BULK	29,409	0	+29409	---
GENERAL				
Wood Products	0	0	0	---
Steel	0	0	0	---
Miscellaneous	0	0	0	---
LUMBER	0	0	0	---
TOTAL IMPORT TONNAGE	29,409	0	+29409	---
Year To Date	29,409	0	+29409	---
EXPORT TONNAGE				
BULK				
Miscellaneous	0	0	0	---
Scrap	0	0	0	---
GENERAL	0	0	0	---
TOTAL EXPORT TONNAGE	0	0	0	---
Year To Date	0	0	0	---
IMPORT	29,409	0	+29409	---
EXPORT	0	0	0	---
TOTAL TONNAGE	29,409	0	+29409	---
Year To Date	29,409	0	+29409	---

COMPARATIVE COMMODITY SUMMARY

Terminal: Balzano

Berths: ALL

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 SCRAP	73,739.80	73,739.80	19,919.42	19,919.42
2 STEEL	34,122.53	34,122.53	77,449.31	77,449.31
3 COCOA BEANS	24,023.46	24,023.46		
4 WOOD PRODUCTS	5,401.56	5,401.56		
5 GENERAL	66.45	66.45		
6 GYPSUM			54,602.43	54,602.43
TOTAL:	137,353.80	137,353.80	151,971.16	151,971.16

COMPARATIVE COMMODITY SUMMARY

Terminal: Broadway

Berths: 1

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 WOOD PRODUCTS	19,692.70	19,692.70		
2 STEEL	792.04	792.04	10,046.36	10,046.36
3 SALT			29,951.91	29,951.91
4 NONE				
TOTAL:	20,484.74	20,484.74	39,998.27	39,998.27

COMPARATIVE COMMODITY SUMMARY

Terminal: Broadway

Berths: 3

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 CEMENT	67,372.23	67,372.23		
2 GRANCEM	31,016.53	31,016.53	25,356.19	25,356.19
TOTAL:	98,388.76	98,388.76	25,356.19	25,356.19

COMPARATIVE COMMODITY SUMMARY

Terminal: Broadway

Berths: ALL

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 CEMENT	67,372.23	67,372.23		
2 GRANCEM	31,016.53	31,016.53	25,356.19	25,356.19
3 WOOD PRODUCTS	19,692.70	19,692.70		
4 STEEL	792.04	792.04	10,046.36	10,046.36
5 SALT			29,951.91	29,951.91
6 NONE				
TOTAL:	118,873.50	118,873.50	65,354.46	65,354.46

COMPARATIVE COMMODITY SUMMARY

Terminal: Paulsboro

Berths: ALL

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 STEEL SLABS	99,757.04	99,757.04	57,455.18	57,455.18
TOTAL:	99,757.04	99,757.04	57,455.18	57,455.18

COMPARATIVE COMMODITY SUMMARY

Terminal: Salem

Berths: ALL

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 SAND	29,408.50	29,408.50		
TOTAL:	29,408.50	29,408.50		

COMPARATIVE COMMODITY SUMMARY

Terminal: ALL

Berths: ALL

Month: 1/2020

Commodity	1/2020	2020 YTD	1/2019	2019 YTD
1 STEEL SLABS	99,757.04	99,757.04	57,455.18	57,455.18
2 SCRAP	73,739.80	73,739.80	19,919.42	19,919.42
3 CEMENT	67,372.23	67,372.23		
4 STEEL	34,914.57	34,914.57	87,495.67	87,495.67
5 GRANCEM	31,016.53	31,016.53	25,356.19	25,356.19
6 SAND	29,408.50	29,408.50		
7 WOOD PRODUCTS	25,094.26	25,094.26		
8 COCOA BEANS	24,023.46	24,023.46		
9 GENERAL	66.45	66.45		
10 GYPSUM			54,602.43	54,602.43
11 SALT			29,951.91	29,951.91
12 NONE				
TOTAL:	385,392.84	385,392.84	274,780.80	274,780.80

SHIP-DAYS AND TONNAGE

2017.....CUMULATIVE 2018.....CUMULATIVE 2019.....CUMULATIVE 2020.....CUMULATIVE

SD	TONS	SD	TONS	SD	TONS	SD	TONS
BALZANO							
J 22	125193	J 47	181527	J 25	151971	J 33	137353
F 62	265622	F 36	131829	F 23	128697	F --	0
M 57	187366	M 36	151416	M 31	177163	M --	0
A 34	90355	A 27	155273	A 30	116222	A --	0
M 34	149586	M 22	114486	M 17	80515	M --	0
J 16	58761	J 20	107519	J 30	158596	J --	0
J 26	111974	J 22	103626	J 16	89889	J --	0
A 34	161895	A 19	116618	A 12	94510	A --	0
S 21	116855	S 24	104710	S 31	147743	S --	0
O 16	94792	O 16	122955	O 12	87085	O --	0
N 15	129806	N 20	89734	N 10	71354	N --	0
D 23	120099	D 25	88649	D 24	133411	D --	0

BROADWAY/SALEM							
J 20	101167	J 23	121364	J 33	122809	J 34	248039
F 16	48397	F 35	175653	F 41	249540	F --	0
M 26	153415	M 45	373514	M 45	254013	M --	0
A 49	429377	A 53	377912	A 49	230071	A --	0
M 25	261083	M 37	172100	M 38	330191	M --	0
J 38	331223	J 37	118747	J 35	279088	J --	0
J 42	249617	J 48	383224	J 41	224205	J --	0
A 31	299935	A 37	245270	A 21	137832	A --	0
S 18	174538	S 54	303820	S 33	238068	S --	0
O 42	248890	O 21	190100	O 28	204474	O --	0
N 25	112652	N 37	262344	N 16	147870	N --	0
D 39	299351	D 26	166141	D 37	212508	D --	0

COMBINED							
J 42	226361	J 70	302892	J 58	274780	J 67	385392
F 72	314020	F 71	307482	F 64	378237	F --	0
M 83	340782	M 81	524930	M 76	431176	M --	0
A 83	519732	A 80	533186	A 79	346294	A --	0
M 59	410670	M 59	286587	M 55	410712	M --	0
J 54	389985	J 57	226267	J 65	437685	J --	0
J 68	361592	J 70	486851	J 57	314095	J --	0
A 65	461831	A 56	361889	A 33	232343	A --	0
S 39	291393	S 78	408531	S 64	385812	S --	0
O 58	343683	O 37	313055	O 40	291559	O --	0
N 40	242458	N 57	352078	N 26	219225	N --	0
D 62	419451	D 51	254790	D 61	345919	D --	0

Vessels at Balzano, 01/01/2020 through 01/31/2020
Berths: ALL -- ALL

No.	Date	Vessel	Commodities	Berth	Deep		Tons		Length
					Draft	In	Out		
20651	01/06/20	ELECTRA 111	COCOA BEANS	#3	23'7"	12,458	0	590'	
20653	01/13/20	ALAM MUTA 7107	WOOD PRODUCTS	#3	23'0"	5,402	0	656'	
20654	01/13/20	LAKE PEARL	SCRAP	#4	34'2"	0	41,935	607'	
20655	01/16/20	MSJ105_BARGE	SCRAP	#3		0	2,948	260'	
20656	01/17/20	PAX 112	COCOA BEANS	#3	25'7"	11,566	0	576'	
20657	01/22/20	CHIPOLBROK MOON_80	GENERAL,STEEL	#3	27'6"	7,074	0	656'	
20658	01/22/20	ABUAL ABYAD	SCRAP	#4	31'6"	0	25,969	623'	
20659	01/24/20	PRT_ACE_028	STEEL	#3	26'9"	27,114	0	650'	
20661	01/25/20	MSJ105_BARGE	SCRAP	#3		0	2,887	260'	

Vessels at Broadway, 01/01/2020 through 01/31/2020
Berths: 1 -- 1

No.	Date	Vessel	Commodities	Berth	Deep	Draft	Tons In	Tons Out	Length
20652	01/03/20	AFRICAN_OWL_002	WOOD_PRODUCTS,STEEL	#1	28'9"	20,485	0	0	591'

Vessels at Broadway, 01/01/2020 through 01/31/2020
Berths: 3 -- 3

No.	Date	Vessel	Commodities	Berth	Deep		Tons		Length
					Draft	In	Out		
20220	01/02/20	CT 5300	GRANCEM	#3		0	4,620	299'	
20221	01/09/20	CT_6500	GRANCEM	#3		0	5,464	290'	
20222	01/16/20	CT_6500	GRANCEM	#3		0	5,492	290'	
20223	01/22/20	CT_6500	GRANCEM	#3		0	4,762	290'	
20224	01/24/20	EMI_1152	GRANCEM	#3		0	5,121	350'	
20225	01/28/20	CT_7700	GRANCEM	#3		0	5,558	340'	
20660	01/24/20	ANGLO_BARINTHUS	CEMENT	#3	40'4"	67,372	0	751'	

Vessels at Broadway, 01/01/2020 through 01/31/2020
Berths: 5 -- 5

No.	Date	Vessel	Commodities	Berth	Deep Draft	Tons In	Tons Out	Length
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Vessels at Broadway, 01/01/2020 through 01/31/2020
Berths: ALL -- ALL

No.	Date	Vessel	Commodities	Berth	Deep		Tons		Length
					Draft	In	Out		
20220	01/02/20	CT_5300	GRANCEM	#3		0	4,620	299'	
20221	01/09/20	CT_6500	GRANCEM	#3		0	5,464	290'	
20222	01/16/20	CT_6500	GRANCEM	#3		0	5,492	290'	
20223	01/22/20	CT_6500	GRANCEM	#3		0	4,762	290'	
20224	01/24/20	EMI_1152	GRANCEM	#3		0	5,121	350'	
20225	01/28/20	CT_7700	GRANCEM	#3		0	5,558	340'	
20652	01/03/20	AFRICAN OWL_002	WOOD PRODUCTS, STEEL	#1	28'9"	20,485	0	591'	
20660	01/24/20	ANGLO_BARINTHUS	CEMENT	#3	40'4"	67,372	0	751'	

SJPC
SOUTH JERSEY PORT CORPORATION

Vessels at Paulsboro, 01/01/2020 through 01/31/2020
Berths: ALL -- ALL

No.	Date	Vessel	Commodities	Berth	Deep Draft	Tons In	Tons Out	Length
00201	01/09/20	QING HUA SHAN	STEEL SLABS	#1		48,174	0	700'
00202	01/15/20	ABU AL ABYAD	STEEL SLABS	#1		51,583	0	700'

SJPC
SOUTH JERSEY PORT CORPORATION

Vessels at Salem, 01/01/2020 through 01/31/2020
Berths: All -- All

No.	Date	Vessel	Commodities	Berth	Deep		Tons In	Tons Out	Length
					Draft				
20444	01/02/20	CMT_YNOT_2	SAND	#1			4,102	0	250'
20445	01/09/20	CMT_YNOT_2	SAND	#1			8,168	0	250'
20446	01/18/20	CMT_YNOT_2	SAND	#1			8,517	0	250'
20447	01/22/20	CMT_YNOT_2	SAND	#1			8,622	0	250'

COMMODITY SUMMARY

Balzano , berths: ALL, 01/01/2020 to 01/31/2020

Import Tons		Export Tons	
1. STEEL	34,122.53	1. SCRAP	73,739.80
2. COCOA_BEANS	24,023.46		
3. WOOD_PRODUCTS	5,401.56	TOTAL	73,739.80
4. GENERAL	66.45		
TOTAL	63,614.00		

Summary

1. SCRAP	73,739.80
2. STEEL	34,122.53
3. COCOA_BEANS	24,023.46
4. WOOD_PRODUCTS	5,401.56
5. GENERAL	66.45
TOTAL	137,353.80

COMMODITY SUMMARY

Broadway , berths: 1, 01/01/2020 to 01/31/2020

	Import Tons	Export Tons
1. WOOD_PRODUCTS	19,692.70	TOTAL
2. STEEL	792.04	
TOTAL	20,484.74	

Summary

1. WOOD_PRODUCTS	19,692.70
2. STEEL	792.04
TOTAL	20,484.74

COMMODITY SUMMARY

Broadway , berths: 3, 01/01/2020 to 01/31/2020

	Import Tons		Export Tons
1. CEMENT	67,372.23	1. GRANCEM	31,016.53
TOTAL	67,372.23	TOTAL	31,016.53

Summary

1. CEMENT	67,372.23
2. GRANCEM	31,016.53
TOTAL	98,388.76

COMMODITY SUMMARY

Paulsboro , berths: ALL, 01/01/2020 to 01/31/2020

	Import Tons	Export Tons
1. STEEL_SLABS	99,757.04	TOTAL
TOTAL	99,757.04	

Summary

1. STEEL_SLABS	99,757.04
TOTAL	99,757.04

COMMODITY SUMMARY

Salem , berths: ALL, 01/01/2020 to 01/31/2020

	Import Tons	Export Tons
1. SAND	29,408.50	TOTAL
TOTAL	29,408.50	

Summary

1. SAND	29,408.50
TOTAL	29,408.50

COMMODITY SUMMARY

ALL , berths: ALL, 01/01/2020 to 01/31/2020

Import Tons		Export Tons			
1.	STEEL_SLABS	99,757.04	1.	SCRAP	73,739.80
2.	CEMENT	67,372.23	2.	GRANCEM	31,016.53
3.	STEEL	34,914.57			
4.	SAND	29,408.50		TOTAL	104,756.33
5.	WOOD_PRODUCTS	25,094.26			
6.	COCOA_BEANS	24,023.46			
7.	GENERAL	66.45			
	TOTAL	280,636.51			

Summary

1.	STEEL_SLABS	99,757.04
2.	SCRAP	73,739.80
3.	CEMENT	67,372.23
4.	STEEL	34,914.57
5.	GRANCEM	31,016.53
6.	SAND	29,408.50
7.	WOOD_PRODUCTS	25,094.26
8.	COCOA_BEANS	24,023.46
9.	GENERAL	66.45
	TOTAL	385,392.84

SOUTH JERSEY PORT CORPORATION

Feb 6 2020 14:34

Balzano SCRAP Vessels from 01/01/2019 through 01/31/2019 Total: 19,919
(Total for 01/01/2020 through 01/31/2020: 73,739)

Date Started	Ship Number	Name of Vessel	Short Tons
01/02/19	19001	LUZON	16,809
01/15/19	19007	SJ2620_BARGE	3,109

GOODS IN STORAGE: SUMMARY BY COMMODITY

B.D

	Balzano		Broadway		Combined	
	Quant	S/T	Quant	S/T	Quant	S/T
CALCIUM CHLORIDE: BAGS	0	0.00	94	113.14	94	113.14
PLYWOOD: CRATES	3,864	5,710.50	27,470	38,099.16	31,334	43,809.66
STEEL PILING: BDLs.	2	1.51	0	0.00	2	1.51
STEEL PIPE: LIFTS	0	0.00	3	3.09	3	3.09
STEEL PLATES: BUNDLES	0	0.00	0	0.00	0	0.00
STEEL PROFILES: PCS	10	1.68	0	0.00	10	1.68
STEEL SHEETS: BUNDLES	1	2.54	0	0.00	1	2.54
Steel: Coils	297	3,171.46	0	0.00	297	3,171.46
Steel coils: Pallets	492	4,417.02	0	0.00	492	4,417.02
	-----		-----		-----	
TOTAL	13,304.71		38,215.39		51,520.10	



ACTION ITEM:

A. RESOLUTION 2020-02-0018 : APPROVAL OF BERTH 4 TOP DECK PAVEMENT REPLACEMENT PROJECT AT BALZANO MARINE TERMINAL

Staff requested proposals from their Pre-Qualified Marine Engineering Community to perform an evaluation of the Berth #4 top-deck pavement replacement project at the Balzano Marine Terminal and to provide for remedial recommendations.

A variety of unknown fill materials was used to construct the in-shore area of the berth and, as a result, the load-bearing integrity is severely degraded and not well understood. Therefore, an investigation of the options for improving the stability for a lasting pavement surface repair is necessary. Funding for this project is available in the 2017A Capital Projects account. This has been vetted with the financial advisor.

Eight (8) Proposals were received and criteria accepted with the following fee submissions:

Urban Engineers	\$ 86,490.00
Advanced Geo-Services	\$ 32,500.00
W.J. Castle & Associates	\$ 55,000.00
WBCM	\$ 67,115.00
Mid-Atlantic Engineers	\$ 44,150.00
Jacobs	\$ 69,455.00
Hudson Engineers	\$ 29,500.00
Aecom	\$ 113,128.00

RECOMMENDATION:

Staff is requesting that the Board award this project to Hudson Engineers in the Lump Sum amount of \$29,500.00.

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF BERTH 4 TOP DECK PAVEMENT REPLACEMENT PROJECT AT BALZANO MARINE TERMINAL; #2020-02-0018

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Berth 4 Top Deck Pavement Replacement Project at Balzano Marine Terminal, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary



ACTION ITEM:

**B. RESOLUTION 2020-02-0019 : APPROVAL OF KOCKS
CRANE MODERNIZATION PROJECT**

Per the Board's authorization to request lump-sum quotations for the complete modernization of the Kocks crane's control systems, staff prepared a request for proposal. The RFP resulted in three (3) firms attending the mandatory pre-bid meeting on January 7th, 2020. Those firms were Reading Crane & Engineering Company, Reading, PA, ALATAS Americas, Chesapeake, VA, and the JPC Group from Philadelphia, PA.

Due to the complexity of the project, it was anticipated that few in attendance would respond with a viable bid. Subsequently, Reading Crane & Engineering Company was the only respondent with an acceptable bid, within budget, of \$1,434,795.00. Legal Counsel has since reviewed and approved the bid submission. Funding for this project is available in the 2017A Capital Projects account. This has been vetted with the financial advisor.

RECOMMENDATION:

Staff is requesting that the Board award this project to Reading Crane & Engineering Company, as submitted.

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF KOCKS CRANE MODERNIZATION PROJECT; #2020-02-0019

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Kocks Crane Modernization Project, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary



ACTION ITEM:

C. RESOLUTION 2020-02-0020 : APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS TO THE LIST FOR MARINE, CIVIL, CONSTRUCTION MANAGEMENT, GEO-TECHNICAL AND CERTIFIED DIVERS

Per the Board's annual re-authorization, staff released a Request for Qualifications (RFQ) for Engineering Services for each of the categories of *Civil Engineer; Certified Diver; Construction Management; Geo-technical Engineering Services; and Marine Engineer*.

The RFQ seeks qualification proposals from specialized and discipline specific engineering firms in accordance with the terms, conditions, and specifications contained in the RFQ, and to be reviewed and considered pre-qualified for this initial full three (3) year offering to submit cost proposals for future projects.

For this new three (3) year commencement period, a total of 27 engineering firms submitted discipline specific proposals, with three (3) new firms submitting qualifications for review and consideration by the five (5) member review committee:

For the Construction Management category the recommendation is to add the firms of Stantec from Philadelphia, Pa, and TRC from Mt. Laurel, NJ. For the Civil Engineering category, the recommendation is to add the firms of TRC from Mt. Laurel, NJ, and Avakian Engineers from Neptune, NJ. For the Geo-Tech category, the recommendation is to add the Firm of TRC from Mt. Laurel, NJ.

The Board Review Committee evaluated the three new proposals and thus presented the following recommendation to add the three new firms to the total pre-qualified candidates listings through February, 28th, 2023.

RECOMMENDATION:

Staff recommends Board approval to add the three new firms to the pre-qualified engineers list.

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS TO THE LIST FOR MARINE, CIVIL, CONSTRUCTION MANAGEMENT, GEO-TECH AND CERTIFIED DIVERS; #2020-02-0020

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve adding the three new forms to the Pre-Qualified Engineers list, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

 Bruno Cellucci
 Acting Board Secretary



ACTION ITEM:

D. RESOLUTION 2020-02-0021 : APPROVAL OF PHASE II OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT

As previously authorized by the Board, Phase II of the Broadway Terminal Dry-Pipe Fire Protection Sprinkler Systems replacement project was designed, vetted and advertised for buildings A-4, C and N with bid specifications distributed at the mandatory pre-bid conference and site walk on December 12, 2019. Seven (7) contractors were in attendance and each paid \$75.00 for a complete set of plans and specifications with Proposals due on January 14, 2020 at 3:30 PM.

One (1) bid was received. The bid was from the previously hired Contractor, Haring Fire Protection Services Company, which was approved by staff, the design engineer, and SJPC Legal Counsel. The bid is within the anticipated and budgeted costs. Funding for this project is available in the 2016S Proceeds account. This has been vetted with the financial advisor.

RECOMMENDATION:

Staff is therefore recommending Board approval to award Haring Fire Protection Services Company Phase II of the Broadway fire sprinkler replacement project for buildings A-4, C and N in the amount of \$926,852.00. Staff also recommends Board consideration and awareness of a potential variance submission in the amount of \$185,000.00 for demolition reduction in the bid if approved as in Phase I by the NJ DCA.

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF PHASE II OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT ; #2020-02-0021

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve Phase II of the Broadway Terminal Dry-Pipe Fire Protection Sprinkler Systems Replacement Project, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary



ACTION ITEM:

**E. RESOLUTION 2020-0-0022 : APPROVAL OF THE
BALZANO TERMINAL LED LIGHTING AND
EMERGENCY LIGHTING PROJECT**

On December 12th, 2019, twelve (12) contractors attended a mandatory Pre-Bid Meeting for the re-bid of the Balzano Terminal LED Lighting retrofit, and for the installation of new LED Emergency Lighting throughout the existing 10 warehouse buildings at the Balzano Terminal. The project consists of the demolition of the few remaining incandescent, fluorescent, and HID lighting fixtures for the complete retrofit installation of LED Warehouse Lighting, install LED Emergency Lighting in all ten warehouses.

The entire project and new fixture installation required a comprehensive component review and photometric evaluation for DCA Code compliance and permit acceptance. An appreciable enhancement is that the new components will also qualify for available energy incentives, further reducing the Port's initial financial outlay. This is in conjunction with reduced energy consumption and will significantly lower overall maintenance costs.

Sealed Proposals were due on January 14th, 2020, with six (6) contractor submissions received. The two lowest proposals were all reviewed by the design engineer, legal counsel, and staff for bid compliance and bid acceptance, and ranged in price from a high of \$748,460.00, to a low of \$565,999.00. Funding for this project is available in the 2017A Capital Projects account. This has been vetted with the financial advisor.

Recommendation:

Staff is recommending that Chammings Electric, Inc. of Vineland, NJ, be awarded the LED Warehouse Lighting Retrofit and new Emergency Lighting Installation bid in the lump sum amount of \$565,999.00."

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF BALZANO TERMINAL LED LIGHTING AND EMERGENCY LIGHTING PROJECT; #2020-02-0022

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Balzano Marine Terminal LED Lighting and Emergency Lighting Project, in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

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IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary



ACTION ITEM:

F. RESOLUTION 2020-02-0023 : APPROVAL OF LEASE
RENEWAL WITH TRI-STATE BULK HANDLING

Tri-State Bulk Handling, Inc. has requested the Port's consideration for granting a new Lease; a Two (2) year renewal offering was presented to the Tenant for consideration to renew their five (5) parcel Leasehold.

As presented, the annual revenue income will increase \$10,038.00 to \$52,038.00 which includes the annual CPI pricing adjustment, and due on each successive renewal anniversary date.

RECOMMENDATION:

Staff recommends Board approval of the Lease Renewal with Tri-State Bulk Handling

RESOLUTION OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS APPROVAL OF THE LEASE RENEWAL WITH TRI-STATE BULK HANDLING; #2020-02-0023

WHEREAS, the Members of the South Jersey Port Corporation Board of Directors have been presented and considered a Request for Action to approve the Lease Renewal with Tri-State Bulk Handling in the form of the agenda and minutes; and

WHEREAS, the Request for Action requested the Members to adopt a resolution authorizing certain actions by the South Jersey Port Corporation, as outlined and explained in said Request for Action.

NOW, THEREFORE, ON THIS 25th DAY of FEBRUARY, 2020 BE IT RESOLVED BY THE MEMBERS OF THE SOUTH JERSEY PORT CORPORATION BOARD OF DIRECTORS AS FOLLOWS:

Section 1. The actions set forth in the Action Requested section of the Request for Action, attached hereto as Exhibit A, are hereby approved, subject to any conditions set forth as such in said Request for Action.

Section 2. The Request for Action, attached hereto as Exhibit A, is hereby incorporated and made part of this resolution as though set forth at length herein.

Section 3. This resolution shall take effect immediately upon expiration of the ten (10) business day period following the delivery of a true copy of this resolution accompanied by a summary of the action taken at the meeting by the Board to the Governor or immediately upon approval of the minutes by the Governor within the said ten (10) day period.

Board Member	Aye	Nay	Abstained	Recusal	Not Present
Richard Alaimo, Chair					
Chad Bruner					
Christopher Chianese					
Robert DeAngelo					
Jonathan Gershen					
Joseph Maressa, Jr.					
Eric Martins					
Sheila Roberts					
Carl Styles					

CERTIFICATE

I, Bruno Cellucci, Acting Board Secretary of the South Jersey Port Corporation, do hereby certify that the foregoing is a true and correct copy of the resolution duly adopted and approved by the Members of the Port Corporation at a meeting duly called and held on the 25th of February 2020 and that not less than six Members of the Agency were present and voted in favor of said resolution.

IN WITNESS WHEREOF, I have hereunto set my hand and impressed the seal of the Port Corporation this 25th day of February 2020.

Bruno Cellucci
Acting Board Secretary



INFORMATION ITEM:

G. PLANNING CONSULTANT

A successful modern port facility plans for the long-term, anticipates future capacity and growth, and efficiently brings together complex technologies, diverse operations, and multiagency coordination for future market opportunities.

South Jersey Port Corporation (SJPC) envisions the role of Planning Consultant to provide strategic planning guidance and assistance and to act as program manager on port requested multi-functional studies. This role is critical to integrating services that support port infrastructure and encompasses all facets of strategic planning and development—including land-use planning and design, economic impact, construction services, and multi-project management to achieve optimal port planning and development success. The Consultant should also have experience performing market analysis based on cargo type and industry trends.

It is Staff's intent to issue an RFP to hire a Planning Consultant.



INFORMATION ITEM:

H. EMERGENCY ELECTRICAL REPAIRS

On February 6th, 2020, during an inspection procedure, it was discovered that one (1) of the two (2) High Voltage Electric Circuit Breakers supplying 26KV to the Broadway Terminal was found to be emitting a “tracking” noise along with the odor detection of Ozone. PSE&G was called to investigate and found the breaker to be in a serious pre-fault condition, and prudently isolated the affected incoming high voltage circuit for further inspection.

The substation is owned by SJPC, so the decision was made to contact the breaker manufacturer, Schneider Electric, for removal and further investigation. The breaker was subsequently removed and transported by Schneider Electric to East Haven, CT, where it was determined that it could be refurbished, but this style of HV Circuit Breaker is specific to the sub-station equipment design, and no longer available.

Due to the age and suspected condition of this equipment, and to avoid potential catastrophic consequences, it was recommended and decided to refurbish the other breaker when the original and refurbished breaker is re-installed with a combined Schneider & PSE&G anticipated and total budget cost not to exceed \$100K.



INFORMATION ITEM:

I. MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

PHOENIX STRATEGIES/ARTLIP COMMUNICATIONS REPORT ATTACHED.



INFORMATION ITEM:

J. SECURITY UPDATE:



INFORMATION ITEM:

K. PAULSBORO MARINE TERMINAL PROJECT UPDATES

The Paulsboro Marine Terminal Project updates are provided by the Gloucester County Improvement Authority.



MATTERS INVOLVING LITIGATION, PERSONNEL MATTERS & SPECIAL MATTERS

The subject matter is covered by one or more of the following legal exemptions:

- Matters made confidential by state, federal law or rule by court.
- Disclosure would result in an unwarranted invasion of individual privacy, unless the person affected consents in writing.
- Disclosure would impair the body's right to receive federal or state funds.
- Collective bargaining.
- Lease or acquisition of property, setting of banking rates, investment of public funds if disclosure would harm the public interest.
- Investigations into violations of law.
- Strategies to protect public security.
- Pending, ongoing or anticipated litigation or contract negotiation, including attorney-client privilege. The threat of litigation must be more than theoretical for this exemption to apply.
- Personnel matters affecting employees of the public bodies, unless all parties request or consent to a public hearing. Prior to discussion of personnel, affected employees must be given notice, known as a Rice notice, which gives the employee the right to request a public hearing.
- Proceedings that could result in a suspension, civil penalty, or loss of a license or permit.

1. COUNSEL'S REPORT