



SOUTH JERSEY PORT CORPORATION 2019 ANNUAL REPORT



KOCKS CRANE &
MARINE COMP.

DANGER
NO TURNING BACK
IF IN CHAIN FALL

A MESSAGE FROM OUR CHAIRMAN



RICHARD A. ALAIMO
Chairman of the Board

To the Governor, Lieutenant Governor, and State Legislature:

As we end the year in celebrating our 50th Anniversary, I reflect on the thousands of people who deserve recognition for the success of the mission of the South Jersey Port Corporation. On behalf of the entire board of directors, I want to express our gratitude to everyone who has contributed over the last 50 years.

The most important of them all is the employees of the South Jersey Port Corporation. These are men and women who deliver 24/7 - in both good and bad weather - the best marine terminal service anywhere in the world. We are extremely grateful for their often-unheralded contributions.

I want to thank the scores of men and women who served on our board over the past 50 years. They have selflessly taken time out of their busy schedules to volunteer and dedicate their talents and expertise to bolstering South Jersey's economy and creating jobs.

None of this could be possible without the vision and commitment of a series of Governors and State Legislatures who recognized the importance of our mission. That commitment started with Governor Hughes in 1968 and continues today with your administration.

I also want to share our heartfelt appreciation and gratitude to our local elected officials in our host communities for their advocacy and partnership with the port in creating job opportunities for the residents of South Jersey.

We thank our tenants and partners for the opportunity to serve their needs. We are committed to exceeding our customers' needs now and into the future. We are only as successful as they are.

Finally, I want to remember Joe Balzano, Sr. for his past years of leadership at the helm of the port. Joe was an unwavering force of will and vision. His tireless devotion made our terminals the success they are today. He is missed by all.

Thank you for your ongoing support as we continue to move forward in partnership with the State of New Jersey's mission for a robust economy.

Respectfully,

A handwritten signature in blue ink that reads "Richard A. Alaimo". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Richard A. Alaimo
Chairman of the Board

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Our Mission

To foster economic development for the benefit of our region and port district, including the cities of Camden, Paulsboro, and Salem, New Jersey.

Our Impact

The SJPC is a pillar of the Delaware River maritime economy and a \$77.6 billion economic engine supporting 191,000 jobs across three states. The SJPC and the 40+ port-related businesses are among Camden's largest employers and taxpayers.



\$14.8 B

Regional Economic Impact



\$14.8 B

Port Capital Investments

Job Creation



Supports 192,000 Jobs

Direct Employment = 124



HISTORY

The South Jersey Port Corporation is the offspring of the Delaware Port Commission established by the New Jersey State Legislature on March 10, 1925. The commission's job was to study the maritime assets in southern New Jersey and recommend how best to harness those assets to energize the region's economy.

HISTORY (continued)

A year later, the State Legislature enacted the commission's recommendations. It created the South Jersey Port Commission with maritime economic development jurisdiction over the South Jersey Port District.

The commission was tasked with "the duties and power, among others, to lease, erect, construct and maintain port facilities" in the newly created South Jersey Port District comprised of the state's seven southern counties: Camden, Gloucester, Salem, Cumberland, Burlington, Cape May and Mercer.

In 1968, responding to the closing of the New York Shipbuilding Corporation in south Camden, the legislature reorganized the South Jersey Port Commission as the South Jersey Port Corporation to convert the shipyard, with its massive ship-ways and buildings, into a deep-water marine terminal. As with its predecessor, the Port Corporation's port development mission and bonds, are supported by the "full faith and credit of the State of New Jersey."

With support of the state, the SJPC has grown from one marine terminal in the City of Camden to four terminals throughout the district: the former shipyard as Broadway Marine Terminal; the former Camden Municipal Marine terminal, now the Balzano Marine Terminal; the Salem Marine Terminal; and our new Paulsboro Marine Terminal.

With the Camden terminals at full capacity, the Port Corporation began the development of the Paulsboro Marine Terminal in 2007. It was the first new general cargo port to be developed along the Delaware River in 50 years and opened for business in March of 2017.



Did you know?

The Broadway Marine Terminal opened in 1877 as the NY Ship Building Yard and employed 47,000 workers who built ships for WWII.

OUR TEAM - BOARD OF DIRECTORS



Chairman
Richard A. Alaimo
Burlington County



Director
Chad M. Bruner
Gloucester County



Director
Christopher Chianese
Treasurer's Designee



Director
Robert A. DeAngelo, Sr.
City of Paulsboro



Director
Jonathon S. Gershen
Mercer County



Director
Joseph A. Maressa, Jr.
Camden County



Director
Eric E. Martins
Mercer County



Director
Sheila F. Roberts
City of Camden



Director
Elizabeth Maher Muoio
NJ State Treasurer



Director
Rev. Carl E. Styles
Cumberland County

The Board of the South Jersey Port Corporation includes members from the Camden/ Gloucester subdistrict; the Burlington/ Mercer subdistrict; the Cape May/ Cumberland/ Salem subdistrict; the Borough of Paulsboro; the City of Camden; and the Treasurer or designee of the State of New Jersey as a permanent ex-officio member.

OUR TEAM - EMPLOYEES



OUR PEOPLE POWER OUR PORT TO SUCCESS



Our Customer-Focused Team is what makes South Jersey Ports stand out. It's the team on the docks, in the warehouses, in the offices and in transit sheds who deliver 24/7, 365 days a year– in all sorts of weather extremes– on our commitment to our customers, tenants and partners.

It's our security force that maintains the safety and integrity of our marine terminals and it's our skilled crew who keep our fleet of forklifts, cargo-handlers, cranes, vehicles and generators humming and cargo safely flowing. They are always customer-focused.



It's our accounting, financial and clerical staff who process paperwork crucial to our customers' needs. They realize that nothing moves without the proper documentation and approvals. They are focused on accuracy, compliance and are always timely in their transactions.

All of the employees at the port play a critical role in the everyday operations and our success. They are the stewards that drive customer satisfaction.

2019 EMPLOYEES



Andy Saporito
Executive Director & CEO



Bruno N. Cellucci, CPA, Assistant
Executive Director/CFO



George Englehardt
Facilities Engineer

Daniel F. Aaron
David Acevedo
Robert Albanese
Michael Anderson
Stephen Anderson
Kevin Armstrong
Jonathan Atwood
Rasheem Bailey
Robert Bak
Eddie W. Bell
Steven A. Bell
Robert F. Bessing
Michael Bosco
Anthony Boyzigies
John Bowyer
Patrick R. Boyle
Robert Britland
David Buffetta
Joseph Burleigh
Carl Burt
Manuel R. Cachu
Nicholas Capaldi
Albert Celeste
Anthony R. Colavita
Urban Cooper
Kenneth E. Cosby
Kevin Costello
Douglas Crowe
Lukasz Czajka
Wieslaw Czajka
Vincent D'Alessio Jr.

Timothy J. D'Amico
Victoria D' Amico
Ronald Daniels
John David
Michael Deliberis
Joseph P. Deluca
William R. Deluca III
Jeffrey Dick
Christopher DiFabio
Louis Ditomaso
Athina Efelis
Stephen Endres
Christopher Engel
Jeffrey Exavier
Donell Farrish
Earl Farrish
Paul Flanigan
Darius Flewellen
Christopher Forjohn
Raymond Gallagher
John Gentile
Alvin Gindhart
Oanh Glanz
Kevin Greenjack
Robert Guff
Chevy Hague
Patrick J. Haley
Jesse Hamrick
Karol R. Hoffman
Rose Hope

Timothy Ingram
Angela Jack
Robert J. Jack
Thomas Johnson
Pawel Kasprzak
Joseph Knecht
William Kelley
Leonard Korte
George A. Kuesel III
Herbert Lambert
Michael E. Lang
Walter Laurer
David Lenhart
Edward Loatman
Edward Luedtke
Panteleimon Mastalos
Rosemarie McBride
Christopher McCormick
Roy McCormick IV
David McGoldrick
Sylvester McKenzie
William H. Means
Douglas L. Miller
David Mitchell
Shaun Mojica
Shaun Monk
Clifton Moragne
George (Greg) Mortimer
Francesco Nestore
Frank Nestore

Jesse Newcomb
Shawn Norman
Lien Nguyen
Joseph O'Leary
Juan A. Pena
Antonio Pimpinella
Joseph Puglia
Robert W. Purcell
Kevin Redd
David Rivera
Luis Rivera
Thomas Robinson
Thomas Rogers
Kenneth Rossi
Ricky Santiago
Gary Schreyer
Stephen Scott
Richard Sewekow
Carl Siegfried
Edward Smith
Russel Sockwell
Mark Stang
John R. Striewski
Harry Trump
Robert Van Fossen
Michael L. Vindick
Brett Walker
Brian Wiegand
Robert A. Weyand Jr.
Andrew Wojcik
Noe Yax-Santos

JOSEPH A. BALZANO MARINE TERMINAL



Joseph A. Balzano Terminal is a one-stop, full-service breakbulk facility that handles steel, project cargo, wood products, cocoa beans, recycled materials, and other bulk cargoes. The facility features excellent highway and rail connections via CSX, NS, and Conrail and meets the needs of customers in an efficient, expert, and cost-effective manner.

LOCATION:	CAMDEN, NEW JERSEY
CARGO HANDLING CAPABILITIES:	ALL TYPES OF BULK, BREAKBULK, CONTAINER, AND RORO.
AREA:	122 ACRES (49 HA)
BERTHS:	4: 2,655 LF (701 M)
DEPTH AT MLW:	35 FT (10.7 M) TO 40 FT (12.2 M)
STORAGE CAPACITY:	1,168,441 SF (108,591 SQ/M)
HEAVY LIFT CRANES:	ONE MULTI-PURPOSE KOCKS BULK/CONTAINER CRANE, 95 T (86 MT); ONE GENERAL-PURPOSE PAGECO CARGO/CONTAINER CRANE, 35 T (31 MT)
DIRECT TRANSFER:	DIRECT TO AND FROM TRUCK/RAIL/VESSEL
TRUCK GATES:	BALZANO BOULEVARD MAIN GATE; 6 STORAGE AREA GATES
HIGHWAY ACCESS:	DIRECT ACCESS TO I-676, I-76, US RT.130, AND I-295
RAIL CONNECTIONS:	CSX, NS, AND CONRAIL RAIL SYSTEMS WITH INTEGRATED ON-DOCK RAIL INFRASTRUCTURE
OTHER FEATURES:	FOOD GRADE WAREHOUSING; ALL WAREHOUSES AND SHEDS SERVED BY RAIL; INNOVATIVE DIRECT DISCHARGE FOR BULK CARGOES; CUSTOM CARGO CARRIERS FOR DIRECT DISCHARGE TO STORAGE; ALL-WEATHER LOADING



BROADWAY TERMINAL

While ably handling all types of breakbulk and bulk cargoes, the Broadway Marine Terminal is also a bustling industrial park with multiple maritime business-related tenants making Camden their home. Trucking companies, stevedores, tug companies, manufacturers, ship handlers, and a host of other businesses make the facility an efficient and successful place to do business and to ship cargo.

LOCATION:	CAMDEN, NEW JERSEY
CARGO HANDLING CAPABILITIES:	ALL TYPES OF BULK, BREAKBULK, CONTAINER, AND RORO.
AREA:	140 ACRES (57 HA) (BROADWAY & PIER 5)
BERTHS:	PIER 1 — 900 LF (274 M) PIER 1A — 850 LF (259 M)
DEPTH AT MLW:	PIER 1 — 32 FT (9.7M) PIER 1A — 40 FT (12.2M)
STORAGE:	1 MILLION SQ/FT (104,794 SQ/M)
CRANES:	MULTI-PURPOSE KOCKS CONTAINER STYLE ELECTRIC — 95 T (86 MT)
HIGHWAY ACCESS:	DIRECT TO I-676, I-76, US RT.130 AND I-295
RAIL:	CSX, NS AND CONRAIL SYSTEMS
OTHER FEATURES:	FULL-SERVICE FACILITY FOR BREAKBULK, BULK AND CONTAINERIZED CARGOES
TARIFF:	GOVERNED BY PORT OF PHILADELPHIA MARINE TERMINAL ASSOCIATION TARIFF OR THE SOUTH JERSEY PORT CORPORATION TARIFF
OPERATOR:	SOUTH JERSEY PORT CORPORATION MANAGES TERMINAL, SHIP LABOR IS THROUGH PMTA STEVEDORES.



BROADWAY PIER 5

Broadway Pier 5 is leased by Camden Waterfront, LLC and operated by Southport Distribution. Both companies are part of the Holt Logistics family of companies.

LOCATION:	CAMDEN, NEW JERSEY
OWNER:	SOUTH JERSEY PORT CORPORATION
LESSEE:	CAMDEN WATERFRONT, LLC
CARGO HANDLING CAPABILITIES:	ALL TYPES OF BULK, BREAKBULK, CONTAINER, AND RORO
BERTHS:	1 BERTH: 1,135 LF (345 M)
DEPTH AT MLW:	35 FT (10.7 M)
REEFER PLUGS:	100
STORAGE CAPACITY:	(207,000 FT ²)
HIGHWAY ACCESS:	DIRECT TO I-676, I-76, US RT. 130 & I-295
RAIL CONNECTIONS:	CSX, NS AND CONRAIL SYSTEMS
OTHER FEATURES:	PIER 5 OFFERS A LARGE 1,135-FOOT BERTH AND OVER 200,000 SQUARE FEET OF FOOD-GRADE REFRIGERATED SPACE ON THE NEW JERSEY SIDE OF THE DELAWARE RIVER. THIS FACILITY SPECIALIZES IN STEVEDORING BREAK-BULK FOOD CONTAINERS AND OTHER FOOD SERVICES INCLUDING THE BAGGING, PACKAGING, AND RESTYLING OF FRUIT.



PAULSBORO MARINE TERMINAL



The Paulsboro Marine Terminal takes the efficiency of handling bulk steel cargoes to an unprecedented level. Currently handling around one million tons of steel product each year, the terminal is located directly across from Philadelphia International Airport and has direct access to Interstate 295 and three Class I Freight Railroads.

LOCATION:	PAULSBORO, NEW JERSEY
CARGO HANDLING CAPABILITIES:	ALL TYPES OF BULK, BREAKBULK, CONTAINER, AND RORO
AREA:	190 ACRES (77 HA)
BERTHS:	3 BERTHS (3,200 FT 975 M)
DEPTH AT MLW:	45 FT (13.7 M)
HIGHWAY ACCESS:	DIRECT ONE-MILE, LIMITED-ACCESS ROADWAY TO I-295
RAIL:	21,000 FT OF RAIL TRACK ON PREMISE CSX AND NS VIA CONRAIL
OPERATOR:	HOLT LOGISTICS, LLC
OTHER FEATURES:	ONGOING INVESTMENT AND EXPANSION

SALEM MARINE TERMINAL



A port of entry since 1682, this SJPC terminal in Salem, New Jersey, is one of the oldest ports on the East Coast. The port handles sand and gravel and various dry bulks.

LOCATION:	SALEM, NEW JERSEY
CARGO HANDLING CAPABILITIES:	ALL TYPES OF BULK, BREAKBULK, CONTAINER, AND RORO
AREA:	28 ACRES
BERTHS:	1:350 LF (106.68 M) 130 FT. (39.62 M) SHEATHED
DEPTH AT MLW:	16.5 (5 M)
STORAGE CAPACITY:	60,000 SQ/FT (5,574 SQ/M) OF SHED AND WAREHOUSE SPACE
HIGHWAY ACCESS:	DIRECT ACCESS TO RT. 49, RT. 45 WITH ACCESS TO US 130, I-295 AND NJ TURNPIKE
RAIL CONNECTIONS:	CSX, NS, AND CONRAIL RAIL SYSTEMS WITH INTEGRATED ON-DOCK RAIL INFRASTRUCTURE
TERMINAL OPERATOR:	EASTERN CONCRETE. LABOR IS MANAGED THROUGH THE CITY OF SALEM MUNICIPAL PORT AUTHORITY
SPECIAL FEATURES:	THE PORT OF SALEM IS DESIGNATED AS FOREIGN TRADE ZONE NO. 142 IN COMBINATION WITH NEARBY MILLVILLE EXECUTIVE AIRPORT

2019 TENANTS

The SJPC offers one of the most viable, cost-effective options in the southern New Jersey and Delaware River Valley regions for businesses that trade, ship, process or distribute maritime-dependent cargoes and products. Tenants of the South Jersey Port Corporation make the Port of Camden a vital and vibrant center of diverse commerce, manufacturing, trade and transport.

APL-60

AP Construction

Belinda Downer-Davis

Camden Plant Holdings

Camden County Dept. of Corrections

Camden International Commodities Terminal

Camden Iron & Metal

Camden Yards Steel

Central Metals

Commerce Construction

D & M Transportation Services

Delaware River Stevedores

Delaware Ship Supply Co., Inc.

Camden Waterfront Development

Federal Warehousing & Distribution, Inc.

Fullline Trailer –Champion

Harry Wilson Welding

Esroc – Italcementi Group

Industrial Commercial

Joseph Oat Corporation

Mid-Atlantic Salt

Mid-Atlantic Shipping (Salem)

National Docks (Salem)

Nutsco

Seamen’s Church Institute

State Metals

Tri-State Bulk Handling, Inc.

United Promise

2019 HIGHLIGHTS



Dredging Project Restores Depth at Camden Terminals

Maintenance dredging was completed for berths at Balzano and Broadway Terminals, both in Camden. Carried out by Weeks Marine, the dredging made all berths navigable to their certified depths of between 30 and 40 feet.

Port Kicks Off Environmental Planning

Port officials kicked off an environmental management planning process in 2019 for all port terminals. The plan will outline current activities to comply with environmental rules and regulations and additional sustainability practices. The goal is to provide employees with a guide to follow as part of their normal routines and includes measures such as dust control to prevent material from blowing into adjacent neighborhoods, stormwater management, pollution reductions, and increased housekeeping and maintenance at all of our properties. We are also planning to place spill response trailers at both the Balzano and Broadway Terminals stocked with necessary supplies to stop and immediately clean-up any spills that occur on our property. We will continue to update our board as we implement these and other environmental measures over the next several years.



Tree planting along SJPC Property in Camden City

SJPC Celebrated 50th Anniversary with Customer and Employee Appreciation Event



2019 BY THE NUMBERS



4 TERMINALS

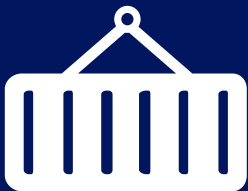
3 MUNICIPALITIES

40+ TENANTS



246

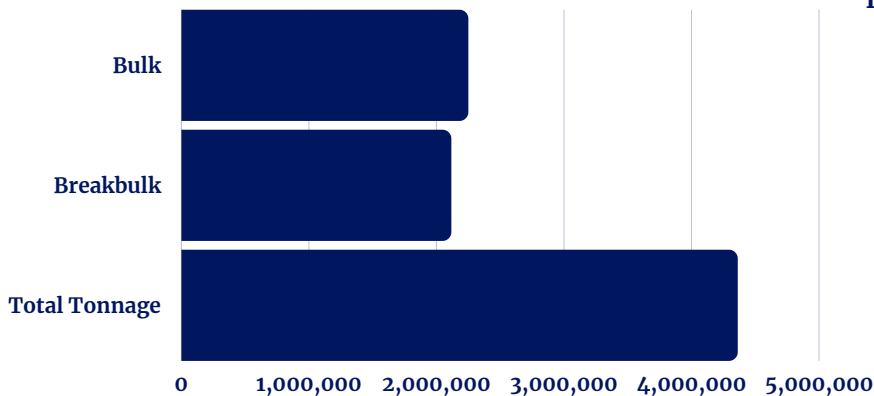
Ship Calls in 2019



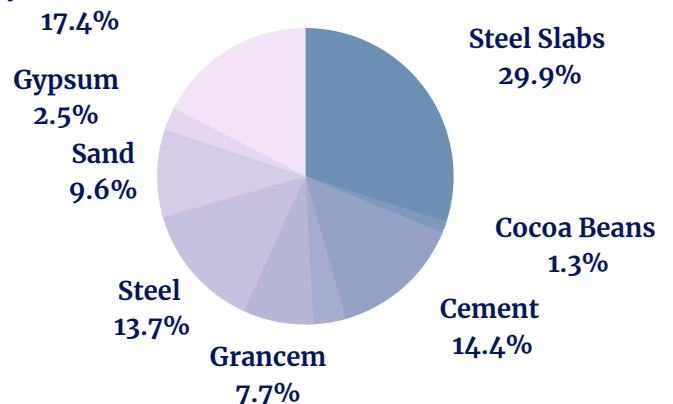
4 M

Tons of Cargo passed through SJPC in 2019

Cargo Tonnage



Recycled Products



A MESSAGE FROM OUR CEO



A half-century of success is in the SJPC's rearview mirror and is a launching pad for our next half-century and beyond. I am grateful to have the opportunity to lead the South Jersey Port Corporation and its dedicated employees into the next 50 years. As I embark on this new challenge, I am committed to continuing to build and support the already excellent team at the South Jersey Port Corporation.

The State of New Jersey created the South Jersey Port Corporation to spur economic development and create and sustain jobs by developing the deep-water port assets of southern New Jersey into today's international seaports and job creation and economic investment will remain our focus in 2020 and beyond.

I will work with our team to build on our past successes and create brand-new successes with input from our customers, tenants, stakeholders, and employees. I am committed to developing a new vision over the next several months to increase port business, investments, and new jobs for our future.

Our strategies and plans must be customer-focused and adapt to the always-changing ebbs and flows of the international trade markets. We will continually strive to adapt and update our facilities, equipment, our workforce, and business model to meet and exceed market demands. We cannot base our future on any one customer or business sector. Much like a prudent financial portfolio, we have to plan to develop a diverse mix of customers, partners, and business opportunities.

Lastly, our new Paulsboro Marine Terminal is now a portal of increased opportunity. Paulsboro, along with our other terminals, will soon be New Jersey's epicenter to supply materials for the construction industry and support massive wind energy farms off the Atlantic seaboard. That opens the door for a host of exciting opportunities for alternative energy, environmental benefits, and jobs.

Andrew Saporito

ANDREW SAPORITO
Executive Director & CEO



**Governor
Phil Murphy**



**Lieutenant Governor
Sheila Y. Oliver**

**EXECUTIVE ORDER #37 (2006)
Certification of Annual Audit for Year Ending 2019**

WE ARE PLEASED TO PRESENT this report containing a record of the significant actions taken by the Port Corporation in 2019; these actions detail the success the Port Corporation has achieved in growing its business on behalf of the State of New Jersey and its citizens during the year 2019. In addition, in accordance with Executive Order #37 (2006), we certify that, to the best of our knowledge, the information provided to the auditor in connection with this annual audit and contained in the attached report is accurate, and to the best of our knowledge, fairly represents the financial condition of the South Jersey Port Corporation for the year ending December 31, 2019.

The following senior staff members hereby certify that during the preceding year the Corporation has, to the best of our knowledge, followed all of the Corporation's standards, procedures and internal controls. Approval of this audit report has been made by the Board of Directors and an electronic version has been posted on the Corporation's website, www.SouthJerseyPort.com.

A handwritten signature in cursive script that reads "Andrew Saporito".

Andrew Saporito, Executive Director & CEO

A handwritten signature in cursive script that reads "Bruno N. Cellucci".

Bruno N. Cellucci, CPA, Assistant Executive Director/CFO

South Jersey Port Corporation

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