

# SOUTH JERSEY PORT CORPORATION



## BOARD OF DIRECTORS MEETING JULY 30, 2024

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

**1. APPROVAL OF MINUTES**

Regular Open Meeting June 11, 2024

Closed Session Meeting June 11, 2024

**2. APPROVAL OF OPERATING BILLS**

**RESOLUTION 2024-07-0076**

**3. APPROVAL OF ADVANCED PAYMENT BILL LIST**

**RESOLUTION 2024-07-0077**

**4. APPROVAL OF CREDITS**

**RESOLUTION 2024-07-0078**

**5. APPROVAL OF CHANGE ORDERS (ONE)**

**RESOLUTION 2024-07-0079: APPROVAL OF CHANGE ORDER NO.6 TO TRACKS UNLIMITED, LLC FOR RAIL REHABILITATION AT BALZANO MARINE TERMINAL**

**6. APPROVAL OF CONSTRUCTION FUND REQUISITIONS**

**RESOLUTION 2024-07-0080**

**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:**

**ACTION ITEMS**

- A. RESOLUTION 2024-07-0081: APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS FOR CIVIL, CONSTRUCTION MANAGEMENT, MARINE, GEO TECH, AND CERTIFIED DIVERS**
  
- B. RESOLUTION 2024-07-0082: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS ON THE HIGH MAST LIGHT TOWERS AT BALZANO TERMINAL**
  
- C. RESOLUTION 2024-07-0083: APPROVAL TO ISSUE AN RFP FOR DESIGN SERVICES TO REPLACE THE “D” BUILDING ROOF AT THE BROADWAY MARINE TERMINAL**
  
- D. RESOLUTION 2024-07-0084: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR A RAIL TRACK EXTENSION AT THE BROADWAY MARINE TERMINAL**
  
- E. RESOLUTION 2024-07-0085: APPROVAL TO AWARD A CONTRACT FOR THE REPLACEMENT OF AN OVERHEAD DOOR AT BUILDING “M” AT THE BALZANO MARINE TERMINAL**
  
- F. RESOLUTION 2024-07-0086: AWARD A CONTRACT TO REPLACE THE BOOM HINGE AND FORESTAY PINS AND BUSHINGS IN BALZANO CRANE NO. 1**
  
- G. RESOLUTION 2024-07-0087: AMEND CONTRACT WITH S.T. HUDSON ENGINEERS FOR PORT OF SALEM PHASE 1 DEVELOPMENT DESIGN AND ENVIRONMENTAL ASSESSMENT**



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- H. RESOLUTION 2024-07-0088: APPROVAL TO ADVERTISE CONSTRUCTION CONTRACTS FOR THE PORT OF SALEM PHASES 1 A&B DEVELOPMENTS, SALEM CITY, NEW JERSEY**
- I. RESOLUTION 2024-07-0089: APPROVAL TO ISSUE A REQUEST FOR PROPOSALS TO THE PREQUALIFIED LIST OF CONSTRUCTION MANAGERS FOR THE PORT OF SALEM REDEVELOPMENT**
- J. RESOLUTION 2024-07-0090: RECONSTRUCTION OF THE RAIL TRACK AT THE BALZANO MARINE TERMINAL, CONTRACT AMENDMENT FOR URBAN ENGINEERS**
- K. RESOLUTION 2024-07-0091: APPROVAL TO ISSUE REQUEST FOR BIDS FOR CONSTRUCTION OF THE REPLACEMENT UNDERGROUND FIRE MAIN SYSTEM AT BROADWAY MARINE TERMINAL, CAMDEN, NEW JERSEY**
- L. RESOLUTION 2024-07-0092: APPROVAL TO ADVERTISE FOR CONSTRUCTION BIDS FOR PHASE 4 OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT, BUILDING “E”**
- M. RESOLUTION 2024-07-0093: APPROVAL FOR EXECUTIVE DIRECTOR/CEO TO ACCEPT ADDITIONAL \$2.1 MILLION INFRA GRANT AWARD**
- N. RESOLUTION 2024-07-0094: APPROVAL TO AWARD A CONTRACT FOR CONSULTANT SERVICES REGARDING REDESIGN AND MAINTENANCE OF THE SJPC WEBSITE**
- O. RESOLUTION 2024-07-0095: APPROVAL TO EXECUTE FIRST AMENDMENT TO THE LEASE WITH US CONCRETE, INC.**
- P. RESOLUTION 2024-07-0096: AUTHORIZING THE ACQUISITION BY NEGOTIATION, PURCHASE, CONDEMNATION OR EMINENT DOMAIN THE PROPERTIES KNOWN AS BLOCK 10, LOTS 1.02 AND 35 AND BLOCK 10, LOTS 34 AND 40, ALL IN THE CITY OF SALEM,**



**COUNTY OF SALEM, STATE OF NEW JERSEY, AND ACCEPTING  
AND APPROVING IN THEIR ENTIRETY THE APPRAISALS OF THE  
SAID PROPERTIES DONE BY MOLINARI & ASSOCIATES, P.C.**

**11. SUPPLEMENTAL BOARD INFORMATION:**

**Q.    MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP  
COMMUNICATIONS REPORT**

**R.    PORT SECURITY UPDATE**

**S.    PAULSBORO MARINE TERMINAL PROJECT UPDATES**

**PUBLIC SESSION FOR QUESTIONS / COMMENTS**

**12. CLOSED SESSION AND/OR ADJOURNMENT**



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**ACTION ITEM:**

**A. RESOLUTION 2024-07-0081: APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS FOR CIVIL, CONSTRUCTION MANAGEMENT, MARINE, GEO TECH, AND CERTIFIED DIVERS**

**REQUEST**

Staff is requesting Board approval of the Review Committee’s recommendations to add firms to the pre-qualified engineers list for a term of two years expiring on June 30, 2026.

**BACKGROUND**

The SJPC prequalifies Professional Engineering and related service firms on a three-year cycle. Each year during the three-year term, the Board considers engineering firms who wish to be added to the prequalified list for the remaining term through an RFQ process. Accordingly, Staff released a Request for Qualifications (RFQ) for Engineering Services for each of the categories of Civil Engineering, Construction Management, Marine Engineering, Geotechnical Services, and Certified Divers. The RFQ invited qualifications statements from interested firms in accordance with certain terms and conditions, in order for them to be considered pre-qualified for opportunities to submit cost proposals on upcoming projects.

We are in the second year of the cycle which began in 2023. This specific prequalification term will therefore be for two (2) years, commencing on July 1, 2024, and expiring on June 30, 2026.

The deadline to submit qualifications was on July 12, 2024, and there were fifteen qualifications packages received across the five categories.

<u>Category</u>	<u>2023</u>	<u>2024</u>
Civil Engineering	25	5
Construction Management	22	4
Marine Engineering	15	3
Geo Technical Engineering	13	1
Certified Divers	8	2
<u>Number of Submissions</u>	<u>83</u>	<u>15</u>

The Review Committee consisting of Board Members and Staff have reviewed the submissions.

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### **RECOMMENDATION:**

Staff recommends that the Board add these firms to the pre-qualified engineering list in their respective categories for a term of two years expiring on June 30, 2026.



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**ACTION ITEM:**

**B. RESOLUTION 2024-07-0082: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS ON THE HIGH MAST LIGHT TOWERS AT BALZANO TERMINAL**

**REQUEST**

Staff is requesting Board approval to award a construction contract for repairs to the high mast light towers at the Balzano Marine Terminal.

**BACKGROUND**

The light towers were inspected in the fall of 2021. Many of the lowering mechanisms were deteriorated requiring their replacement. In addition, some of the pedestal concrete foundations require crack repairs and the leveling bolts replaced.

Pursuant to the Board Authorization: RESOLUTION 2022-01-0009 APPROVAL TO ADVERTISE FOR BIDS FOR REPAIRS TO THE HIGH MAST LIGHTING, an Invitation for Bidders (IFB) was advertised to solicit public bids. This is a rebid.

The IFB was posted on the SJPC website, advertised in three papers, and sixteen firms were notified of the opportunity. A Prebid meeting was held on Thursday, June 20, 2024, with four contractors in attendance. A total of three addenda were issued, and one bid was received on Friday, July 12, 2024, as follows:

Bidder Name and Address	Bid Amount
PKF-Mark III, Inc. Newtown, PA	\$ 834,300

Legal review confirmed that the bid met all the requirements of the IFB.

**RECOMMENDATION:**

Staff is recommending Board approval to award a construction contract to the low bidder, PKF-Mark III of Newtown, PA in the Lump Sum Bid Amount of \$834,300.00.



**ACTION ITEM:**

**C. RESOLUTION 2024-07-0083: APPROVAL TO ISSUE AN RFP FOR DESIGN SERVICES TO REPLACE THE “D” BUILDING ROOF AT THE BROADWAY MARINE TERMINAL**

**REQUEST**

Staff is requesting Board approval to issue an RFP to the list of prequalified civil engineering firms to perform design and construction phase services for the replacement of the D Building roof at the Broadway Marine Terminal.

**BACKGROUND**

The existing D Building warehouse structure was constructed in the early 1900's and formed part of the New York Ship buildings complex. The building roof material is well beyond its useful life and experiences chronic leaking. Many repairs are performed every year, and many areas are beyond repair. In addition, the wooden planks supporting the roofing system are deteriorated and there is a safety risk associated with walking in areas. The skylight structures on the roof are in disrepair and consistently leak causing further deterioration to the wood planks.

As it is no longer feasible to continuously perform temporary repairs to this roof system, SJPC plans to replace the obsolete roof system and remove all the skylight structures. Drainage components of the roof system will also be replaced.

**RECOMMENDATION:**

Staff recommends Board approval to issue a Request For Proposals to our list of prequalified civil engineering firms to perform design and construction phase services for the replacement of the D Building roof system at the Broadway Marine Terminal.





**ACTION ITEM:**

**D. RESOLUTION 2024-07-0084: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR A RAIL TRACK EXTENSION AT THE BROADWAY MARINE TERMINAL**

**REQUEST**

Staff is requesting Board approval to award a construction contract for construction of a rail track extension at the Broadway Marine Terminal, Camden, New Jersey.

**BACKGROUND**

South Jersey Port Corporation was awarded a grant for \$1,525,860 from the New Jersey Department of Transportation's (NJDOT's) FY 2022 Rail Freight Assistance Program (RFAP) for the Port's "Rail Integration Project." The grant enabled SJPC to purchase an electric rail car mover and two mobile rail loading docks. It also provided funding to extend the existing rail at the Broadway Marine Terminal. The scope of this project is to replace and extend approximately 280 feet of rail at the N Building loading area.

Pursuant to the Board Resolution 2024-03-0042, an Invitation for Bidders (IFB) was prepared and advertised. Bid documents were posted to the SJPC website and advertised in three papers. In addition, four qualified firms were notified of the opportunity. A Prebid meeting was held on Thursday, June 20, 2024, with two contractors in attendance. Three addenda were issued, and three bids were received on Friday, July 12, 2024:

Company	Amount
Railroad Construction Company of SJ Paulsboro, NJ	\$341,000.00
Grade Construction Patterson, NJ	\$450,124.65
Tracks Unlimited Mountainside, NJ	\$501,000.00

Legal review confirmed that the bid proposal met all the requirements of the IFB.

**RECOMMENDATION:**

Staff is requesting Board approval to award a construction contract to the low bidder, Railroad Construction Company, Inc. of South Jersey, Paulsboro, NJ in the Lump Sum Bid Amount of \$341,000.00.



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**ACTION ITEM:**

**E. RESOLUTION 2024-07-0085: APPROVAL TO AWARD A CONTRACT FOR THE REPLACEMENT OF AN OVERHEAD DOOR AT BUILDING “M” AT THE BALZANO MARINE TERMINAL**

**REQUEST**

Staff are requesting Board Authorization to award a contract to furnish and install an overhead door at Building M at the Balzano Marine Terminal.

**BACKGROUND**

The overhead door on the Southeast corner of Building M at the Balzano Marine Terminal is inoperable in the down position. It cannot be repaired.

Earlier this year our facilities were inspected by OSHA inspectors who informed us that these doors also fulfill a means of egress function which must be maintained while the buildings are in use. Therefore, we advanced this project in an expedited manner from the perspective of life safety.

The scope of the work is to supply and install a new replacement galvanized steel door in the 28-foot-6 inch-wide by 22-foot-high opening, along with the electric motor and controller. The project was advertised and posted on the SCPC website. Six overhead door firms were notified of the bid opportunity. Bids were opened on July 12<sup>th</sup>, 2024. One bid was received:

Company	Bid Amount
American Overhead Door Levittown, PA	\$63,189.09

Legal review confirmed that the bid proposal met all the requirements of the IFB.

**RECOMMENDATION:**

Staff is requesting award of a contract to furnish and install the specified overhead door in the M Building at the Balzano Marine Terminal to the low bidder, American Overhead Door from Levittown, PA, in the lump sum bid amount of \$63,189.09.



**ACTION ITEM:**

**F. RESOLUTION 2024-07-0086: AWARD A CONTRACT TO REPLACE THE BOOM HINGE AND FORESTAY PINS AND BUSHINGS IN BALZANO CRANE NO. 1**

**REQUEST**

Requesting Board authorization to award a contract to replace the boom hinge and forestay pins and bushings in Balzano Crane No. 1.

**BACKGROUND**

As reported in the March board meeting, operator safety inspections had revealed movement in the upper and lower boom hinge and forestay pins. Ultrasonic testing was performed to determine the integrity of the stay pins themselves, which indicated that they were intact. Attention then turned to the shims and bushings where the pins are mounted in the crane. The boom's hinge pin, sleeves, and bushings were also evaluated and found to need replacement. The manufacturer was consulted, as they are the sole source for the replacement parts.

Because this crane is mission critical to the loading of scrap steel for export, SJPC staff sought pricing on replacement of the deteriorated parts.

Because it would be virtually impossible to source the parts anywhere except from the original equipment manufacturer, Kocks Kranbau, Germany, we considered the new parts to be a sole source procurement. Otherwise, they would have to be custom made and could not be warrantied.

The OEM, Kocks Kranbau, Germany, has submitted a quote for the supply and installation of the needed replacement parts in the amount of \$163,700.

**RECOMMENDATION:**

Staff requests Board authorization to issue a purchase order to the original equipment manufacturer, Kocks Kranbau GmbH, Breman, Germany to replace the upper and lower boom hinge and forestay pins and bushings in Balzano Crane No. 1 at the Balzano Marine Terminal, in the amount of \$163,700.



**ACTION ITEM:**

**G. RESOLUTION 2024-07-0087: AMEND CONTRACT WITH S.T. HUDSON ENGINEERS FOR PORT OF SALEM PHASE 1 DEVELOPMENT DESIGN AND ENVIRONMENTAL ASSESSMENT**

**REQUEST**

Staff are requesting Board approval for an amendment to the S.T. Hudson Engineers (STHE) contract, to provide additional design services for an expanded scope of work due to an increased Federal grant award at the Port of Salem, Salem City, New Jersey.

**BACKGROUND**

In August 2021, SJPC was the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$9 million towards a \$16 million project for the redevelopment of the Port of Salem.

In April of 2024, MARAD offered a grant round to eligible recipients for up to \$3 million in reallocated funding. SJPC therefore submitted an application for a Phase 1B Salem Development which included property acquisition, demolition of existing buildings, and site improvements to support upland cargo placement.

In June 2024, MARAD awarded SJPC an additional \$2,125,000 in INFRA FY 2021 funding bringing the total INFRA FY2021 grant to \$11,125,000.

STHE was then requested to provide a proposal for additional design services to produce a second set of plans and specifications for the development of the Phase 1B upland property. They also need to perform the extensive revisions that are necessary to the NEPA Environmental Assessment, Tribal, Fish & Wildlife, and Section 106 Historic Properties reviews to include this additional property.

The deadline for performing the additional work and executing the grant agreement with MARAD remains September 30, 2024.

In addition, STHE has been preparing the associated river dredging permits. Unforeseen underwater river bottom conditions precluded STHE from taking river core samples with their marine equipment. To obtain the required core samples, a subcontractor to STHE will be needed with a larger barge and drilling equipment. STHE also needs to respond to additional requirements from the National Marine Fisheries Service on the original project EA application.

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Original Contract Amount	\$	871,742
<u>Amendment Number 1</u>	<u>\$</u>	<u>260,300</u>
Adjusted Contract Amount	\$	1,132,042

**RECOMMENDATION:**

SJPC staff therefore requests Board Approval of Amendment No.1 to the STHE Contract in the amount of \$260,300, bringing the total contract amount from \$871,742 to \$1,132,042.



**ACTION ITEM:**

**H. RESOLUTION 2024-07-0088: APPROVAL TO ADVERTISE CONSTRUCTION CONTRACTS FOR THE PORT OF SALEM PHASES 1 A&B DEVELOPMENTS, SALEM CITY, NEW JERSEY**

**REQUEST**

Staff is requesting Board approval to issue publicly advertised requests for bids for the construction of the improvements to the Port of Salem Terminal, Salem City, NJ.

**BACKGROUND**

The SJPC is the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$11,125,000 towards a \$18 million construction project for the redevelopment of the Port of Salem.

The Phase 1A Salem Redevelopment work consists of constructing a sheet pile bulkhead wall to replace the existing deteriorated bulkhead, a new 400' high level precast concrete berth, perimeter fencing, gate house, high mast lighting, fire hydrants and site drainage to outfalls. In addition, the grade will be raised up approximately 3' to the FEMA flood elevation, with pavement provided at the berth and upland area.

The Phase 1B Salem Redevelopment work includes adjacent property acquisition, demolition of existing buildings, and site improvements to support upland cargo placement, grading, drainage, and fencing.

A third construction contract will be advertised for dredging the berth to 22'.

**RECOMMENDATION:**

Staff requests Board approval to issue publicly advertised requests for bids for the construction of the improvements to the Port of Salem Terminal, Salem City, NJ.



**ACTION ITEM:**

**I. RESOLUTION 2024-07-0089: APPROVAL TO ISSUE A REQUEST FOR PROPOSALS TO THE PREQUALIFIED LIST OF CONSTRUCTION MANAGERS FOR THE PORT OF SALEM REDEVELOPMENT**

**REQUEST**

Staff are requesting Board approval to issue a Request for Proposals to the SJPC list of prequalified construction managers to provide services during construction of the redevelopment at the Port of Salem, Salem City, New Jersey.

**BACKGROUND**

The SJPC is the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$11,125,000 towards a \$18 million construction project for the redevelopment of the Port of Salem.

Three construction contracts are anticipated, the port reconstruction, redevelopment of an adjacent upland parcel, and dredging at the berth.

This RFP will be for a Construction Management firm to provide construction management and inspection services during construction.

The Federal grant agreement requires all contracts to be competitively selected.

**RECOMMENDATION:**

SJPC staff therefore requests Board Approval to issue a Request for Proposals to the SJPC list of prequalified construction managers to provide services during construction of the redevelopment at the Port of Salem, Salem City, New Jersey.



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**ACTION ITEM:**

**J. RESOLUTION 2024-07-0090: RECONSTRUCTION OF THE RAIL TRACK AT THE BALZANO MARINE TERMINAL, CONTRACT AMENDMENT FOR URBAN ENGINEERS**

**REQUEST**

SJPC staff is requesting Board approval for an amendment to the Urban Engineers contract to address continuously discovered unforeseen site conditions as the construction work progresses.

**BACKGROUND**

Urban Engineers was awarded a contract for design services to rehabilitate the rail track and associated underground drainage systems impacted by the new rail alignment at the Balzano Marine Terminal at the December 2020 board meeting by Board Resolution 2020-12-0110 in the amount of \$249,000. In December of 2022, Urban Engineers was provided a contract amendment for \$55,500 by Board Resolution 2022-12-0141 to redesign the project due to above budget bids received. A construction contract within budget was subsequently awarded to Tracks Unlimited, LLC.

In December of 2023, Urban Engineers was provided a contract amendment for \$71,100 by Board Resolution 2023-12-0141 to address a significant amount of submittal review and RFI resolution work to address issues with long lead materials and numerous undocumented underground drainage infrastructure conflicts in the first two stages of the construction.

Urban Engineers has been requested to continue providing further increased services during construction to address a continuous series of unforeseen underground conditions associated with the replacement of drainage systems and the placement of new alignment rail track on the project.

This project is funded in the amount of \$6,010,650 by a NJDOT Rail Freight Assistance Program grant from FY 2020.

Original Contract	\$	249,000
Amendment No 1	\$	55,500
Amendment No 2	\$	71,100
Amendment No 3	\$	48,000
<u>Amended Contract Total</u>	\$	<u>423,600</u>



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**RECOMMENDATION:**

Staff is requesting Board Approval to amend Urban Engineers' contract in the amount of \$48,000 to address additional engineering services as required for the Rail Reconstruction Project at the Balzano Terminal. The total engineering fees would be adjusted from \$249,000 to \$423,600.



**ACTION ITEM:**

**K. RESOLUTION 2024-07-0091: APPROVAL TO ISSUE REQUEST FOR BIDS FOR CONSTRUCTION OF THE REPLACEMENT UNDERGROUND FIRE MAIN SYSTEM AT BROADWAY MARINE TERMINAL, CAMDEN, NEW JERSEY**

**REQUEST**

Staff is requesting Board approval to publicly advertise bids for construction of the replacement of the underground fire main piping system at the Broadway Marine Terminal, Camden, New Jersey.

**BACKGROUND**

The existing underground fire main system at the Broadway Marine Terminal dates back to the property's ship building days and, due to age and deterioration, has experienced multiple pipe breaks and joint leakage with time. This piping system provides water to the valve rooms for distribution to the fire sprinkler system zones in the various buildings. The replacement underground fire piping will be sized properly for port facilities and the piping materials will be improved as compared to the 100-year-old system. The current piping system leakage causes the fire pump booster pumps to cycle on/off more often to maintain system pressure and the port continues to experience excessive water loss. The State of New Jersey has provided \$15 million in funds for this work. The project to replace the fire water mains will be accomplished in multiple phases. Request to advertise is being requested for each phase of construction.

**RECOMMENDATION:**

Staff recommends Board approval to issue publicly advertised bids for construction of the replacement underground fire main piping system at the Broadway Marine Terminal.



**ACTION ITEM:**

**L. RESOLUTION 2024-07-0092: APPROVAL TO  
ADVERTISE FOR CONSTRUCTION BIDS FOR  
PHASE 4 OF THE BROADWAY TERMINAL DRY-PIPE  
FIRE PROTECTION SPRINKLER SYSTEMS  
REPLACEMENT PROJECT, BUILDING “E”**

**REQUEST**

Staff is requesting Board approval for advertisement of an invitation to bidders for construction of Phase 4 of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project. Phase 4 addresses Building “E”.

**BACKGROUND**

The Board has previously authorized design, bidding, and construction awards for Phases 1, 2, and 3 of the entire Broadway Terminal Sprinkler Replacement Project. Phase 4 of the Broadway Terminal Dry-Pipe Fire Protection Sprinkler Systems replacement project will complete the program.

The building is the largest at Broadway, with 111,0000 square feet. The Engineer’s Estimate for the sprinkler system replacement is \$3.000,000.

**RECOMMENDATION:**

Staff is requesting Board approval for an advertisement of an invitation to bidders for construction of Phase 4 (Building “E”), of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project.



**ACTION ITEM:**

**M. RESOLUTION 2024-07-0093: APPROVAL FOR EXECUTIVE DIRECTOR/CEO TO ACCEPT ADDITIONAL \$2.1 MILLION INFRA GRANT AWARD**

**REQUEST**

Staff requests Board approval for the SJPC Executive Director/CEO to accept an additional \$2,125,000 award from USDOT's Maritime Administration (MARAD) for the Port's 2021 INFRA grant.

**BACKGROUND**

The Port was awarded a \$9,000,000 grant from the MARAD's INFRA program in 2021 for the redevelopment of the Port of Salem. The grant will enable SJPC to begin Phase 1A of the redevelopment project by rehabilitating the existing 150-linear-foot bulkhead and expanding it to 400 linear feet; dredging the new berth; perform site preparation, improvements, and refurbish a multi-modal rail connection.

In April, 2024, the Port received notice from MARAD that there were potentially additional funds available for this project and encouraged to submit an application for said funds. Staff submitted an application and the Port was notified in June that MARAD had awarded an additional \$2,125,000 for the project.

**RECOMMENDATION:**

Staff recommends Board approval to permit the SJPC Executive Director/CEO to accept an additional \$2,125,000 award from USDOT's Maritime Administration (MARAD) for the Port's 2021 INFRA grant.



**ACTION ITEM:**

**N. RESOLUTION 2024-07-0094: APPROVAL TO AWARD A CONTRACT FOR CONSULTANT SERVICES REGARDING REDESIGN AND MAINTENANCE OF THE SJPC WEBSITE**

**REQUEST**

Staff requests Board approval to award a two-year contract with a 1-year extension option at SJPC’s discretion for consultant services to Stokes Creative Group of Vincentown, NJ, to redesign and maintain SJPC’s website.

**BACKGROUND**

After SJPC’s Board resolution 2022-10-125 approved the issuance of an RFP to redesign the Port’s website, including a maintenance provision, an RFP was issued on April 23, 2024, with proposals due May 13, 2024. The following proposals were received and evaluated according to several criteria, including staff qualifications, overall experience, ability to perform, public & government experience, understanding of the project, completeness of response, and cost-effectiveness:

<b>Proposer Name and Address</b>	<b>Cost Proposal Summary</b>
<b>RP SYSTEMS ORLANDO, FL</b>	<b>\$31,000</b>
<b>STOKES CREATIVE GROUP VINCENTOWN, NJ</b>	<b>\$73,544</b>
<b>SPARK CREATIVE GROUP COLLINGSWOOD, NJ</b>	<b>\$87,000</b>
<b>PLANTERIA MEDIA SANTA ROSA, CA</b>	<b>\$98,430</b>
<b>eGROVE SYSTEMS CORP. EAST BRUNSWICK, NJ</b>	<b>\$106,000</b>

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<b>VTECH SOLUTIONS WASHINGTON, DC</b>	<b>\$157,200</b>
<b>COOLSOFT LLC LOUISVILLE, KY</b>	<b>\$170,250</b>
<b>EXEMPLIFI LLC PAOLO ALTO, CA</b>	<b>\$175,200</b>

**RECOMMENDATION:**

Staff recommends Board approval to award a two-year contract with a 1-year extension option at SJPC's discretion for consultant services to Stokes Creative Group of Vincentown, NJ, for redesign and maintenance of SJPC's website.



**ACTION ITEM:**

**O. RESOLUTION 2024-07-0095: APPROVAL TO EXECUTE FIRST AMENDMENT TO THE LEASE WITH US CONCRETE, INC.**

**REQUEST**

Staff is requesting Board approval to authorize the Executive Director and CEO to execute the first amendment to the lease with US Concrete, Inc. at the Port of Salem, to commence on Sept 1, 2024

**BACKGROUND**

The current lease with US Concrete at the Port of Salem dates to the 2014 lease with National Docks, LLC, which was subsequently assigned to US Concrete, and which consists of approximately 3.5 acres expiring on August 31, 2024. The premises, including waterfront acreage and the existing barge berth has been used by US Concrete to stockpile and load sand onto barges destined for construction projects, primarily in New York City. The sand is trucked to the port from a nearby sand quarry owned and operated by US Concrete.

US Concrete’s sand stockpile has been relocated from the current premises leased from SJPC to an adjacent site owned by US Concrete, so the tenant no longer requires the full 3.5 acres. The lease amendment shrinks the leased premises to approximately 1.51 acres including the existing barge berth, to allow for conveyor transfer of sand from the stockpile site to barge. The balance of the vacated area will be part of SJPC’s new berth and upland development project at the Port of Salem. The lease amendment provides for a short term (2 year) lease extension commencing September 1, 2024 and expiring August 31, 2026, allowing both SJPC and US Concrete time to consider additional business opportunities that might benefit the Port of Salem redevelopment project.

**Summary Comparison of Key Lease Terms**

<b>Item</b>	<b>Current Lease</b>	<b>Lease Amendment</b>
Premises	3.5 acres	1.51 acres
Term	Expires Aug. 31, 2024	Expires August 31, 2026
Rent	\$77,028/year (\$0.50 psf), including prior annual CPI escalations	\$61,409/year (\$0.92 psf) + 9/01/25 CPI escalation
Variable Revenue	\$0.20 per ton w/no prior escalations	\$0.40 per ton + 9/01/25 CPI escalation

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### **RECOMMENDATION:**

Staff is therefore requesting Board approval to authorize the Executive Director and CEO to execute the first amendment to the lease with US Concrete, Inc. at the Port of Salem, to commence on September 1, 2024.





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**ACTION ITEM:**

**P. RESOLUTION 2024-07-0096: AUTHORIZING THE ACQUISITION BY NEGOTIATION, PURCHASE, CONDEMNATION OR EMINENT DOMAIN THE PROPERTIES KNOWN AS BLOCK 10, LOTS 1.02 AND 35 AND BLOCK 10, LOTS 34 AND 40, ALL IN THE CITY OF SALEM, COUNTY OF SALEM, STATE OF NEW JERSEY, AND ACCEPTING AND APPROVING IN THEIR ENTIRETY THE APPRAISALS OF THE SAID PROPERTIES DONE BY MOLINARI & ASSOCIATES, P.C.**

**REQUEST**

Staff requests the Board to: **(1)** authorize the South Jersey Port Corporation’s (“SJPC”) Executive Director/CEO, SJPC’s legal counsel, and any of their qualified designees, to enter into bona fide negotiations for the acquisition by voluntary purchase, and if voluntary purchase cannot be effectuated, to carry out the condemnation of the properties known as Block 10, Lots 1.02 and 35 in the City of Salem, County of Salem, State of New Jersey (hereinafter collectively the “Revival Fellowship Properties”), and Block 10, Lots 34 and 40 in the City of Salem, County of Salem, State of New Jersey (hereinafter collectively the “Bader Properties”); **(2)** accept and approve in their entirety the appraisal report prepared by Molinari & Associates, P.C. for the Revival Fellowship Properties dated March 14, 2024, and for the Bader Properties dated March 14, 2024, including, but not limited to the appraised values for the said properties as set out in those said appraisal reports; and, **(3)** authorize the SJPC’s Executive Director/CEO and/or designee to execute any and all agreements and other legal documents necessary to accomplish the acquisition of the Revival Fellowship Properties and the Bader Properties, including, but not limited to, written offers for purchase of the said properties, land sale contracts and deeds for conveyance of the said properties, and Verified Complaints, Declarations of Taking and any other necessary documents for eminent domain proceedings for the said properties in accordance with the *Eminent Domain Act of 1971*, N.J.S.A. 20:3-1, et seq. and in accordance with N.J.S.A. 12:11A-6(k) of the *South Jersey Port Corporation Act*.



## **BACKGROUND**

The SJPC is authorized by the *South Jersey Port Corporation Act, N.J.S.A. 12:11A-1*, et seq. (hereinafter the “Act”), to acquire by purchase, or by and through the power of eminent domain, any land and other property that it may determine is reasonably necessary for any marine terminal. The SJPC maintains and operates the Salem Marine Terminal on the Salem River in the City of Salem, County of Salem, State of New Jersey (hereinafter the “SMT”). The SJPC had previously commissioned Martin Associates (“Martin”) in 2022 to make recommendations concerning SJPC’s possible expansion and upgrade of the SMT. Martin submitted to SJPC for consideration the following: “Port of Salem NJ Phased Development Study” dated June 1, 2022, and a “Potential Development Plans for the Port of Salem” presentation report dated June 14, 2022. Based upon these in depth reports done by Martin, and the recommendations set out there in concerning the Properties, the SJPC has found and determined that expansion of the SMT is necessary, and in the public interest, to grow the SMT by and through increasing the land area of same to permit the handling of increased amounts of inbound and outbound cargo, and the storage and warehousing of same, including but not limited to the anticipated additional capacity needed for handling, storage and warehousing of cargo required to support the burgeoning offshore wind industry in New Jersey, and off the entire Atlantic seaboard. As such, to undertake this expansion and growth of the size and capacity of the SMT, SJPC staff identified the Revival Fellowship Properties and the Bader Properties, which staff determined should become a part of, and be added to, the SMT. Thus, since it is was determined to be reasonably necessary, and in the public interest, to expand the land area footprint of the SMT, by and through acquisition of the Revival Fellowship Properties and Bader Properties, the appraisal firm of Molinari & Associates, P.C was retained by SJPC to determine the value of the said properties, which they did as set forth in appraisal reports prepared by them which are dated March 14, 2024, respectively. The March 14, 2024, appraisal report for the Revival Fellowship Properties encompasses Block 10, Lots 1.02 and 35 (approximately 1.59 acres total), and determined the fair market value of those said parcels collectively to be \$179,000.00. The March 14, 2024, appraisal report for the Bader Properties encompasses Block 10, Lots 34 and 40 (approximately 0.612 acres total), and determined the fair market value of those said parcels collectively to be \$85,000.00. Acquisition of the Revival Fellowship and Bader Properties is requested as necessary and required to grow and expand the SMT, and beneficial to, and in, the public interest that they become part of the SMT; and authority to make such acquisition via negotiation and/or eminent domain, as permitted by the Act is recommended.

## **RECOMMENDATION:**

Staff recommends the Board: **(1)** authorize the SJPC’s Executive Director/CEO, SJPC’s

# SOUTH JERSEY PORT CORPORATION

## Board of Directors Meeting – July 30, 2024

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legal counsel and any of their qualified designees, to enter into bona fide negotiations for the acquisition by voluntary purchase, and if voluntary purchase cannot be effectuated, to carry out the condemnation of the Revival Fellowship and Bader Properties; **(2)** accept and approve in their entirety the appraisal reports prepared by Molinari & Associates, P.C. for the Revival Fellowship and Bader Properties, each dated March 14, 2024, including, but not limited to the appraised values of the said properties as set out in each of the reports; and, **(3)** authorize the SJPC's Executive Director/CEO, SJPC's legal counsel and any of their qualified designees, to execute any and all agreements and other legal documents necessary to accomplish the acquisition of the Revival Fellowship and Bader Properties, including, but not limited to, written offers for purchase for the said properties, land sale contracts and deeds for conveyance of the said properties, Verified Complaints, Declarations of Taking, and any other necessary documents for eminent domain proceedings for the said properties in accordance with the *Eminent Domain Act of 1971*, N.J.S.A. 20:3-1, et seq. and in accordance with N.J.S.A. 12:11A-6(k) of the Act.



**INFORMATION ITEM:**

- Q. MARKETING COMMITTEE REPORT &  
PHOENIX/ARTLIP COMMUNICATIONS REPORT**



**INFORMATION ITEM:**

**R. SECURITY UPDATE:**



**INFORMATION ITEM:**

**S. 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.
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### **1. COUNSEL'S REPORT**