



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
DECEMBER 10, 2024
12:30 p.m.

Directors Present:	Christopher Chianese	Acting Chairman
	William Higgins	Director
	Robert D'Angelo	Director
	James MacFarlane	Director
	Sheila Roberts	Director
	Joseph Maressa	Director
	Jonathan Gershen	Director
	Carl Styles	Director 🗨️
	Eric Martins	Director 📞
Directors Absent:	Richard Alaimo	Chairman
	Chad Bruner	Director
In Attendance:	Alexis Franklin	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Louis Lessig, Esq	Brown & Connery
	August Knestaut	Dir. of L&R Affairs
	Brendan Dugan	CCO
	Jonathan Atwood	Chief of Staff
	Victoria D'Amico	Board Secretary
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Kevin Duffy	COO
	Chris Perks	Director of Engineering
	Richard Altomare	General Mgr. Security
	Dennis Culnan, Jr.	Phoenix Strategies
	George Englehardt	Facilities Engineer 📞
	Danny Bontempo	Stantec
	Paul Breeman	Holtec
	Lisa Kline	Holtec

The 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 December 12, 2023, the Board 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 2024, 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 2024. 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 – OCTOBER 29, 2024

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on October 29, 2024, were presented for approval.

A motion was made to approve the October 29, 2024, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by: S. Roberts
Seconded by: J. Maressa

Abstain:
Voting against motion: None

PRESENTATION OF CLOSED MEETING MINUTES – OCTOBER 29, 2024

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on October 29, 2024, were presented for approval.

A motion was made to approve the October 29, 2024, Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by: S. Roberts
Seconded by: J. Maressa

Abstain:
Voting against motion: None

PRESENTATION OF REGULAR MEETING MINUTES – NOVEMBER 6, 2024

The minutes for the South Jersey Port Corporation Board of Directors Special regular session meeting held on November 6, 2024, were presented for approval.

A motion was made to approve the November 6, 2024, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by: S. Roberts
Seconded by: J. Maressa

Abstain:
Voting against motion: None

PRESENTATION OF CLOSED MEETING MINUTES – NOVEMBER 6, 2024

The minutes for the South Jersey Port Corporation Board of Directors Special closed session meeting held on November 6, 2024, were presented for approval.

A motion was made to approve the November 6, 2024, Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by: S. Roberts
Seconded by: J. Maressa

Abstain:
Voting against motion: None

OPERATING BILLS

The Operating Unpaid Bill list for the period 10/1/2024–11/15/2024 was presented for approval.

A motion was made to adopt Resolution 2024-12-0144 for the approval of the Operating Unpaid Bill list for the period 10/1/2024-11/15/2024.

Moved by: J. Maressa
Seconded by: C. Styles

Abstain:
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 10/1/2024–11/15/2024 was presented for approval.

A motion was made to adopt Resolution 2024-12-0145 for the approval of the Advance Payment Bills for the period 10/1//2024-11/15/2024.

Moved by:	R. D’Angelo
Seconded by:	J. Maressa
Abstain:	J. MacFarlane (DRS , Fazzio & Lorco)
Voting against motion:	None

CREDIT LIST

The Credit List for the period ending November 15, 2024, was presented for approval.

A motion was made to adopt Resolution 2024-12-0146 for the approval of the Credit List for the period ending November 15, 2024.

Moved by:	R. D’Angelo
Seconded by:	W. Higgins
Abstain:	
Voting against motion:	None

CONSTRUCTION FUND REQUISITIONS

Staff presented (24) advance construction fund requests in the amount of \$859,434.14 and (3) unpaid construction fund requisitions in the amount of \$48,058.48

A motion was made to adopt Resolution 2024-12-0147 to approve the Construction Fund List for the period ending November 15, 2024.

Moved by:	J. Maressa
Seconded by:	S. Roberts
Abstain:	
Voting against motion:	None

TREASURER’S REPORT

For the month of October 2024, SJPC had net loss in the amount of \$51,056 which is under budget by \$61,929 for the month. Our (year-to-date) YTD net income as of October 31st is \$239,102 which is over budget by \$132,495. In October 2024 the Port had an increase in expenses due to additional overtime before the ILA strike. There were also two years of contributions towards the NOAA Port System that occurred in October.

Please note that we recognized revenue of approximately \$78,000 due to a decrease in deferred revenue in October. Our deferred revenue balance decreased from September to October and is approximately \$362,000 at month end.

COUNSEL'S REPORT

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

EXECUTIVE DIRECTORS REPORT

The Executive Director & CEO for the South Jersey Port Corporation reports cargo tonnage for October 2024 was 165,274 s/tons: a 20% decrease compared to October 2023. All terminals combined handled a total of 36,756 s/tons of breakbulk cargo during October 2024; showing a 24% decrease compared to October 2023. October 2024 bulk cargo activity for all terminals was 128,518 s/tons: a 20% decrease from October 2023. Year to date tonnage for all terminals through October 2024 totaled 2,572,782 s/tons; representing a 3% increase when compared to the same period in 2024.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for October 2024 totaled 165,274 s/tons, a 3.5% decrease when compared to October 2023. Balzano Terminal tonnage for October 2024 was 78,335 s/tons; an 11.5% decrease compared to October 2023. Broadway Terminal tonnage for October 2024 at 86,939 s/tons showed a 5.2% increase compared to 82,612 s/tons in October 2023.

Camden steel imports in October 2024 were 25,019 s/tons showing a 41.1% decrease compared to 42,489 s/tons in October 2023. There were 11,737 s/tons of wood products in October 2024 compared to no cargo activity in October 2024. There was no cocoa bean cargo activity October 2024 or October 2023. Recycled metals exports were 53,316 s/tons in October 2024 compared to 49,658 s/tons in October 2023. October 2024 exports of Grancem totaled 22,427 s/tons compared to 10,689 s/tons in October 2023. October 2024 cement imports were 52,775 s/tons vs 52,753 s/tons in October 2023. There was no Gypsum cargo activity in October 2024 or October 2023. There have been no salt imports YTD 2024 compared to 15,530 s/tons in October 2023.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal had no cargo activity in October 2024 compared to 6,044 s/tons in October 2023. October 2024 YTD tonnage at 438,053 s/tons is 18% behind YTD October 2023. There were 23 lay berth vessel days for October 2024.

SALEM TERMINAL ACTIVITY

There was no cargo activity of export sand in October 2024 compared to 31,997 s/tons in October 2023. October YTD 2024 sand at 148,050 s/tons is a 10.6% decrease from October YTD 2023.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 10 ships in October 2024, compared with 17 in October 2023. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for October 2024 were 27, compared to 37 days in October 2023. October 2024 YTD ship days were 563, compared to 506 YTD 2023.

The Executive Director & CEO for the South Jersey Port Corporation reports cargo tonnage for November 2024 was 154,056 s/tons: a 9% increase compared to November 2023. All terminals combined handled a total of 42,897 s/tons of breakbulk cargo during November 2024; showing a 182% increase compared to November 2023. November 2024 bulk cargo activity for all terminals was 111,159 s/tons: an 11.6% decrease from November 2023. Year to date tonnage for all terminals through November 2024 totaled 2,789,374 s/tons; representing a 6% increase when compared to the same period in 2023.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for November 2024 totaled 154,056 s/tons, a 27.5% increase when compared to November 2023. Balzano Terminal tonnage for November 2024 was 77,540 s/tons; a 19% increase compared to 65,184 s/tons in November 2023. Broadway Terminal tonnage for November 2024 at 76,516 s/tons showed a 37.6% increase compared to 55,616 s/tons in November 2023.

Camden steel imports in November 2024 were 35,104 s/tons showing a 393% increase compared to 7,117 s/tons in November 2023. There were 7,791 s/tons of wood products in November 2024 compared to 2,090 s/tons in November 2023: representing a 273% increase. There was no cocoa bean cargo activity in November 2024 or November 2023.

Recycled metals exports were 42,435 s/tons in November 2024 compared to 58,068 s/tons in November 2023. November 2024 exports of Grancem totaled 16,144 s/tons compared to no cargo activity in November 2023. November 2024 cement imports were 52,580 s/tons vs 53,526 s/tons in November 2023. There was no Gypsum cargo activity in November 2024 or November 2023. There was no cargo activity for salt in November 2024 or November 2023.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal had no cargo activity in November 2024 compared to 6,015 s/tons in November 2023. November 2024 YTD tonnage at 500,589 s/tons is 7.6% behind YTD November 2023. There were 8 lay berth vessel days for November 2024.

SALEM TERMINAL ACTIVITY

There was no cargo activity of export sand in November 2024 compared to 14,201 s/tons in November 2023. November YTD 2024 sand at 148,050 s/tons is a 17.7% decrease from November YTD 2023.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 11 ships in November 2024, compared with 9 in November 2023. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for November 2024 were 27, compared to 33 days in November 2023. November 2024 YTD ship days were 598, compared to 539 YTD 2023.

The Executive Director also updated the Board on the below topics as well:

AAPA Annual Convention

Jonathan Atwood and I attended the Annual Convention which attracted over eight hundred representatives from over 90 ports. The video featuring the Port of Camden that we shared with the Board was shown during the opening session. The video went a long way in highlighting South Jersey Port and the vital role that we, and ports globally, play in the supply chain. We received a lot of positive feedback from attendees during the conference. We shared the video with Camden Mayor Vic Carstarphen and Rep. Donald Norcross, both of whom are featured in the video, and it was well received by both. Our marketing team plans to use the video going forward to market the Port to stakeholders and potential customers.

ILA Contract

The contact with the ILA is still not resolved due to issues related to automation at container terminals. Management and the union are working towards completing the negotiations by the January 15th deadline agreed to after the brief strike in October. We will continue to monitor progress and any potential impact on our operations.

Maritime Exchange Delaware River and Us Customs and Border Protection Welcome New Leaders

As a result of the Maritime Exchange current President Lisa Humber's planned retirement at the end of the year, the Maritime Exchange has hired George McCarthy as its new President. Customs and Border Protection (CBP) recently hired a permanent Port Director, Cleatus Hunt, to oversee CBP's Philadelphia office. Mr. Hunt was most recently stationed in Japan. We look forward to working with Mr. McCarthy and Mr. Hunt in their new roles.

Patrick Haley, SJPC Warehouse and Logistics Manager, receives Unsung Hero of The Delaware River Award from the Maritime Exchange

The Maritime Exchange selected Pat Haley, who has worked at SJPC for the past 12 years, as an Unsung Hero of the Delaware River. Pat has been working on the waterfront for the past 20 years, starting as a checker with the ILA before joining our team. Congratulations to Pat on a well-deserved award.

New Business Opportunities

Staff has received inquiries and is quoting rates to various parties for handling the following import cargos:

- 5,000 metric tons of bagged calcium chloride for conversion to brine
- 50,000 metric tons of bulk road salt

EEW Paulsboro

Orsted and EEW have concluded a transaction to satisfy a Bridge Loan held by Orsted. We still need to close out two financial issues with Orsted before we can conclude our grant Agreement with MARAD and move forward with infrastructure work required for phase two of EEW's planned project. EEW also continues to recycle the monopiles manufactured for Orsted's canceled Ocean Wind projects.

City of Salem NJ Port Discussion – November 4th

On November 4th we met the mayor, council members, and the City's business administrator to discuss our purchase of the Aluchem properties and our planned redevelopment of the Port of Salem. A primary concern of the City was the potential loss of tax revenue due to the sale of the property, which we advised them will be addressed through an increase in their annual PILOT. Once we finalize the purchase of the property and conclude discussions with the State on the new PILOT, we will schedule another meeting to review the proposed agreement.

November 4th Veterans Appreciation Breakfast

On Monday November 4th, we held our second annual Veterans appreciation breakfast honoring the 18 SJPC employees who served our country through military service. State Senator Nilsa Cruz-Perez joined us, spoke about her military career, and recognized the attendees for their military service. The attendees were also presented with a certificate from the port in recognition of their service.



Employee Recognition Breakfast

On Thursday December 5th, we held a Recognition Breakfast for 30 employees that reached certain career milestones. Donell Farrish was recognized for reaching 46 years of service with the Port, while his brother Earl Farrish was recognized for reaching 45 years. Donell is currently our longest tenured employee (insert picture)

Other Events Attended by Staff:

- American Metals Supply Chain Institute annual dinner, NYC November 14

Customer Visits:

- Tata Steel, for annual pre-winter steel season safety and quality stevedoring review
- Innovative Solutions/Allied Salt visit
- Sk Shipping, Hyundai, and Philly Shipyard

The Executive Director presented Director Christopher Chianese with a plaque to recognize his years of service to the Board and its constituents.

ACTION ITEMS:

RESOLUTION 2024-12-0148: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR PHASE 4 OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT, BUILDING "E"

REQUEST

Staff is requesting Board approval to award a construction contract for Phase 4 of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project. Phase 4 addresses Building "E".

BACKGROUND

The Board has previously Phases 1, 2, and 3 of the Broadway Terminal Sprinkler Replacement Program.

The building is the largest at Broadway, on a footprint of 111,0000 square feet, and two large galleries yielding a total area to be sprinklered of approximately 241,500 square feet.

The drawings and specifications were prepared by Pennoni Associates.

The documents were advertised in three local newspapers and posted on the SJPC website. In addition, notice of the opportunity was sent directly to five (5) prospective bidder firms. The pre-bid site inspection was held on October 24, 2024, with two firms in attendance. One bid was received on the opening date of Thursday, November 14th, 2024.

Firm	Bid
Harring Fire Protection Folsom, NJ	\$1,832,400

A motion was made to approve Resolution 2024-12-0148 to award a construction contract for the construction of Phase 4, Building E, of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project to Harring Fire Protection of Folsom, New Jersey, in the lump sum amount of \$1,832,400.

Moved by: R. D’Angelo
Seconded by: J. Maressa
Voting for Motion: All
Voting against motion: None

RESOLUTION 2024-12-0149: APPROVAL TO AWARD A CONTRACT FOR DESIGN SERVICES FOR A NEW LOGISTICS OFFICE BUILDING AT THE BALZANO MARINE TERMINAL

REQUEST

Pursuant to the Board Authorization: RESOLUTION 2024-02-0030, REQUESTING APPROVAL TO ISSUE AN RFP FOR DESIGN SERVICES FOR A NEW LOGISTICS OFFICE BUILDING AT BALZANO MARINE TERMINAL, an RFP was advertised for the solicitation of proposals from our prequalified civil engineering design firms to perform the conceptual through final design services for a logistics office building at the Balzano Marie Terminal. The new office building will be located south of Building F2 and the design will include a reconfiguration of area in the storage yard for employee parking a future new entry gate off of South Second Street.

BACKGROUND

The existing logistics warehouse office, located adjacent to and inside the main gate at Joseph A. Balzano Boulevard, is in poor condition and in need of a major upgrade including windows, siding, roof, and HVAC upgrades.

In lieu of investing in the necessary rehabilitation of the existing structure, it was decided to construct a new office to house the warehouse logistics personnel at a more efficient location on the port property.

SJPC staff prepared and issued a Request for Proposals to our list of prequalified civil engineering design firms, to perform the necessary field investigation, conceptual through final design services, and necessary services during construction. A planning effort is also included which will determine an improved location for the logistics office and port main access gate.

A non-mandatory pre-bid presentation meeting was held on Friday, October 25, 2024, with six (6) firms in attendance. The following five (5) proposals were received on Friday, November 15, 2024:

Firm	Proposed Fee
On Board Engineering Wall Township, NJ 07719	\$342,900.00
Pennoni Haddon Heights, NJ 08035	\$601,500.00
PS&S Wall, NJ 07753	\$658,550.00
VBH Manasquan, NJ 08736	\$752,834.84
GPI Pleasantville, NJ 08232	\$1,165,739.00

Proposals were reviewed by SJPC staff against the RFP selection criteria. A meeting was held with the highest ranked proposer to confirm their understanding and our expectations for delivery of the project design services, and it was determined that On-Board Engineering Corporation’s proposal in the not to exceed amount of \$342,900 was the best value and met the requirements of the RFP. Legal review confirmed that the bid proposal is in its proper legal form.

A motion was made to approve Resolution 2024-12-0149 to award the design services contract for a logistics office building at the Balzano Marine Terminal to On-Board Engineering Corporation, of Wall Township, NJ, in the not to exceed amount of \$342,900.

Moved by: J. Maressa
Seconded by: W. Higgins

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0150: APPROVAL TO AWARD A PROFESSIONAL SERVICES CONTRACT FOR THE DESIGN TO REPLACE THE “D” BUILDING ROOF AT THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to award a professional services contract to perform design and construction phase services for the replacement of the D Building roof at the Broadway Marine Terminal.

BACKGROUND

Resolution 2024-07-0083 authorized the issuance of a request for proposals to select an engineering firm from the SJPC’s prequalified list for the design of the replacement of the Broadway D Building roof.

An RFP was prepared and sent to the prequalified list on October 16, 2024.

The preproposal walkthrough was conducted on October 24th. Three (3) firms attended. Four proposals were received on November 15th.

Firm	Fee Amount
On-Board Engineering Corporation East Windsor, NJ 08520	\$49,600
Remington and Vernick Cherry Hill, NJ 08003	\$79,120
PS&S Wall, NJ 07753	\$205,000
GPI Pleasantville, NJ 08232	\$392,962

A motion was made to approve Resolution 2024-12-0150 to issue a professional services contract to On-Board Engineering Corporation of East Windsor, NJ, to perform design and construction phase services for the replacement of the D

Building roof at the Broadway Marine Terminal, in their proposed not to exceed fee amount of \$49,600.

Moved by: W. Higgins

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-12-0151: APPROVAL TO ADVERTISE A CONSTRUCTION CONTRACT FOR SINKHOLE REPAIRS ON PIER 1 OF THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to advertise for a construction contract to make sinkhole repairs to Pier 1 at the Broadway Marine Terminal.

BACKGROUND

Pier 1 consists of a low deck wooden structure which is over 100 years old. As the wood deck deteriorates, soil escapes from behind the seawall, causing sinkholes and subsequent collapse of the bituminous paving above. This is a chronic and ongoing condition. Previous repairs due to this type of failure have been made in 1988, 1998, 2002, 2014, 2019, and 2023.

Over the past several months more sink holes have once again developed within the Broadway Pier 1, on the west end at its intersection with Peir 1A. The current condition poses both a structural and safety concern for the further collapse of the pier if the issue is not addressed.

S.T. Hudson Engineers evaluated the extent of the new location and provided recommendations for repairs. The estimated cost of repairs is \$350,000 pending preparation of the final bid documents.

A motion was made to approve Resolution 2024-12-0151 to advertise for a construction contract to make another round of sinkhole repairs to Pier 1 at the Broadway Marine Terminal.

Moved by: S. Roberts

Seconded by: J. Gershen

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-12-0152: APPROVAL TO ADVERTISE A CONSTRUCTION CONTRACT FOR REPAIRS TO THE SHEET PILE WALL AT PIER 5 OF THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to advertise a construction contract to make sheet pile wall repairs to Pier 5 at the Broadway Marine Terminal.

BACKGROUND

Pier 5 at the Broadway Marine Terminal was originally constructed by the New York Shipbuilding Corporation as a drydock in 1956.

An underwater inspection in 2021 revealed that the steel sheet pile cells were in critical condition due to heavy deterioration and widespread holes in the splash zone of the waterline. Active loss of fill through these holes resulted in sinkholes behind the sheeting and collapse of the bituminous paved deck. Therefore, bid documents were prepared and advertised, and a contract was awarded in 2021 for \$520,000 worth of immediate repairs in the worst areas.

On November 7, 2024, a new set of sinkholes were observed in the eastern wall of the pier. The original inspection and design engineer, MidAtlantic Engineering Partners, was asked to inspect this new area. They dove the area and submitted a report of findings and recommendations, which call for immediate repairs to the sheet pile walls in this new area of failure, similar to those made in 2021.

The estimated cost of the repairs is \$350,000.

A motion was made to approve Resolution 2024-12-0152 to advertise a construction contract to make sheet pile wall repairs to Pier 5 at the Broadway Marine Terminal.

Moved by: J. Gershen
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0153: APPROVAL TO RENEW TRASH REMOVAL SERVICES CONTRACT

REQUEST

Staff is requesting Board approval to renew the Trash Removal Services contract by exercising the second-year renewal option in the contract.

BACKGROUND

In accordance with a competitive advertisement for services resulting in Resolution 2023-10-0094, the SJPC awarded a contract to Green Guys Recycling Solutions LLC of Deptford, NJ, for trash removal services at the Balzano and Broadway Marine Terminals.

The contract provides for the regular removal of thirty and forty cubic yard containers from the operating piers and berths, and for the removal of three and four cubic yard trash containers to be emptied twice a week.

The contract was issued for one year, with options for the SJPC to extend it for an additional two (2), one (1) year terms.

The anniversary date has arrived, and the contractor’s performance has been satisfactory, therefore staff is recommending to exercise the second year renewal option at the same terms and conditions as the original award.

A motion was made to approve Resolution 2024-12-0153 renew the Trash Removal Services contract with Green Guys Recycling Solutions LLC of Deptford, NJ, by exercising the second-year renewal option at the same terms and conditions as the original award

Moved by:	R. D’Angelo
Seconded by:	S. Roberts
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2024-12-0154: APPROVAL OF 2025/2026 SALEM PORT AUTHORITY BUDGET

REQUEST

Staff is requesting Board approval of the Salem Port Authority’s budget for 2025/2026.

BACKGROUND

The proposed budget for 2025/2026 is \$75,468. The approved budget for the previous year was \$70,245. The budget increase is based on the following factors:

- Increase of \$948 to salaries and wages (3%)
- Increase of \$72 to social security/medicare expense (3%)
- Increase of \$6 to unemployment expense (2%)
- Increase of \$2,426 to health insurance (17%)
- Increase of \$871 to pension expense (17%)
- Increase of \$900 for other expenses (5%)

The net effect is a 7.4% increase to last year’s budget in the amount of \$5,223.

A motion was made to approve Resolution 2024-12-0154 of the Salem Port Authority 2025/2026 Budget of \$75,468.

Moved by: W. Higgins
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0155: APPROVAL OF SELECTION OF BOND UNDERWRITER SERVICES VENDOR

REQUEST

Pursuant to the Board Resolution 2024-08-0112: AUTHORIZATION TO RELEASE REQUEST FOR PROPOSALS/QUALIFICATIONS FOR UNDERWRITER SERVICES, staff released a Request for Proposals for Underwriting in conjunction with the issuance of Marine Terminal Revenue Bonds (and, possibly, Marine Terminal Revenue Refunding Bonds).

The RFP was issued on October 9, 2024, and responses were received and opened on Wednesday, October 30, 2024, at 11:00 a.m. EST. Proposals conforming to SJPC’s RFP were received from the following five (5) firms:

FIRM	ESTIMATE
AmeriVet Securities	Set by senior manager
Blaylock Van	\$4.00/bond (est – set by senior manager)
Drexel Hamilton	\$4.00/bond
Janney Montgomery Scott	\$3.60/bond
Raymond James & Co.	\$3.09/bond

The proposals of AmeriVet and Blaylock were for co-manager; therefore, these proposals were not scored for the purposes of selecting a senior managing underwriter, which was requested by the RFP.

Responses were reviewed by the in-house selection committee. Proposals that were deemed responsive were scored based on eight criteria. Based on this review, it is recommended that the SJPC retain Raymond James & Co. for a term of one year.

A motion was made to approve Resolution 2024-12-0155 to award the Bond Underwriter Services to Raymond James & Co.

Moved by: J. Maressa
Seconded by: W. Higgins

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0156: APPROVAL TO EXTEND THE APPOINTMENTS AND CONTRACTS OF FIRMS PROVIDING PROFESSIONAL SERVICES TO AND FOR THE SOUTH JERSEY PORT CORPORATION

REQUEST

Staff requests Board approval to extend for one (1) year the professional services contracts for those individuals/firms previously appointed to provide the following professional services to and for the South Jersey Port Corporation (“SJPC”), as follows: Bond Counsel, Financial Advisor, General Legal Counsel, Grant Writing & Administrative Services, Health and Insurance Broker Services, Labor Counsel, Maritime Counsel, and Marketing Consultant; by exercising the second-year renewal option in each of their respective professional services agreements with the SJPC.

BACKGROUND

Staff publicly advertised and released a Request for Proposals (“RFPs”) for the above professional service categories with Proposals opened on October 31, November 1, and November 2, 2023. Based upon the Proposals received by SJPC for the said professional services categories, SJPC awarded contracts in Resolution 2024-01-0015, to the following:

1. Wilentz, Goldman and Spitzer -- Bond Counsel.
2. G.B. Associates -- Financial Advisor.
3. Brown and Connery, LLP -- General Legal Counsel.
4. Triad Associates -- Grant Writing, Management, and Administrative Services.
5. Connor, Strong and Buckelew -- Health and Insurance Broker Services.
6. Brown and Connery, LLP -- Labor Counsel.
7. Mattioni, Ltd. -- Maritime Counsel.
8. Phoenix Strategies, Inc. -- Marketing Consultant.

Each of the professional services contracts awarded, as set forth above, were for one (1) year, but with two (2) one-year options for SJPC to extend upon the same terms and conditions. The anniversary dates for each of the professional services appointments, per each contract, is upcoming in January 2025. As such, if the said contracts are to be extended for the first of the two (2) one-year options to extend, the SJPC must exercise the option prior to the expiration of the initial term of the contracts.

Each of the afore-said professionals previously appointed by the Board have, and continue to, perform satisfactorily, so that renewal of each of their professional services contract for an additional one-year period upon the same terms and conditions will be beneficial to, and cost effective for, the SJPC. The SJPC continues to require, and have a need for, the professional services being provided by each of the afore-mentioned professionals.

A motion was made to approve Resolution 2024-12-0156 to extend for an additional one-year term the following professional services appointments, inclusive of each of their respective Professional Services Agreements with the SJPC upon the same terms and conditions of each of same, as follows: Wilentz, Goldman & Spitzer -- Bond Counsel. G.B. Associates -- Financial Advisor. Brown and Connery, LLP -- General Legal Counsel. Triad Associates -- Grant Writing, Management, and Administrative Services. Conner Strong & Buckelew -- Health and Insurance Broker Services. Brown and Connery, LLP - - Labor Counsel. Mattioni Ltd. -- Maritime Counsel. Phoenix Strategies, Inc. -- Marketing Consultant.

All the above professional service providers shall be given written notice of the one-year renewal/extension in the form approved by the SJPC Director of Legal and Regulatory Affairs.

Moved by:	J. Maressa
Seconded by:	W. Higgins
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2024-12-0157: APPROVAL OF SHARED SERVICES AGREEMENT WITH GLOUCESTER COUNTY IMPROVEMENT AUTHORITY FOR LABOR FOR THE PAULSBORO MARINE TERMINAL PROJECT

REQUEST

Staff is presenting a proposed new updated Shared Services Agreement with the Gloucester County Improvement Authority (“GCIA”) to provide labor for continuing and future work on the Paulsboro Marine Terminal project on an “as-needed” basis, which can be provided by tradesmen in several trades who are under the employ of the GCIA. The Agreement contains an Exhibit “A that sets out the updated contractual wages for hourly rates for tradesmen. The term of the Agreement is for one (1) year commencing on the date of execution of the Agreement. The Agreement has an option for SJPC to extend same in its sole discretion for an additional one (1) year term by giving written notice to the GCIA prior to expiration of the initial one (1) year term. The Agreement

contains a sixty (60) day mutual cancellation clause. The Agreement replaces the prior Shared Services Agreement with the GCIA for labor that expires on December 31, 2024.

A motion was made to approve Resolution 2024-12-0157 to approve the updated Shared Services Agreement for labor concerning the Paulsboro Marine Terminal project with GCIA, as there is, and will continue to be, a need for labor at and for the said project.

Moved by:	W. Higgins
Seconded by:	R. D'Angelo
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2024-12-0158: APPROVAL OF PURCHASE OF TWO ARTICULATING BOOMS (HI REACHES)

REQUEST

Staff is requesting Board approval to purchase two (2) Genie Z-60FE Articulating Booms for preventive maintenance and repairs as required at the Balzano and Broadway Marine Terminals. These two pieces of equipment are replacing two older units that were deemed unsafe to operate and were taken out of service.

BACKGROUND

A formal Request for Quotations was issued for the purchase of two (2) Genie Z-60FE Articulating Booms. Three (3) responses to the RFQ were received:

- Complete Equipment - \$261,114 (\$129,257 ea.)
- United Rentals - \$228,212 (\$108,456 ea.)
- Equipment Depot - \$210,401 (\$105,200.85 ea.)

Competitive quotes were also obtained from Sourcewell for the same manufacturer, model, and options.

RFQ response from Equipment Depot was 42.61% less than Sourcewell contract pricing of \$306,192 (\$150,036 + 6,100 delivery each unit).

ITEM	DESCRIPTION	UNIT	PRICE	PRICE	PRICE	
1	Provide 2 (2) Genie Z-60 FE60' Articulating Booms	2	EA	\$216,912.00	\$210,401.70	\$258,514.00
2	Delivery, Transport & Unloading Charges	1	EA	\$5,800.00	\$2,899.62	\$0.00
3	Operator Manuals & Spare Parts List	4	EA	\$0.00	\$0.00	\$0.00
4	Operator & Maintenance Training	1	EA	\$0.00	\$0.00	\$0.00
5	Extended One Year Warranty for all parts and labor	1	EA	\$2,200.00	\$0.00	\$0.00
6	Option - Extended Two Year Warranty for all parts and labor	1	EA	\$3,300.00	\$3,700.00	\$2,600.00
				\$228,212.00	\$217,001.32	\$261,114.00

A motion was made to approve Resolution 2024-12-0158 to purchase two (2) Genie Z-60FE Articulating Booms from Equipment Depot.

Moved by: J. Gershen
Seconded by: S. Roberts

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0159: APPROVAL TO PURCHASE A 2025 INTERNATIONAL MV607 SBA DUMP TRUCK

REQUEST

Staff is requesting Board Authorization for the purchase of a 2025 International model MV607 SBA Dump Truck with a tier 4 engine. The dump truck will be utilized by SJPC Operations and Maintenance Departments in lieu of an older truck (1986 Ford Diesel Dump Truck) that required replacement to comply with NJDEP regulations.

BACKGROUND

South Jersey Port Corporation requested pricing from Allegiance Trucks utilizing Sourcewell pricing for a 2025 International MV607 SBA Dump Truck. Sourcewell provided a quote with all options requested by SJPC in the amount of \$157,583.55. Non-Sourcewell pricing was \$163,716.00, a cost difference of \$6,132.45.

A motion was made to approve Resolution 2024-12-0159 to purchase the 2025 International MV607 SBA Dump Truck from Sourcewell in the amount of \$157,583.55.

Moved by: J. Gershen

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-12-0160: APPROVAL TO ISSUE AN RFP FOR PURCHASE OF EV FORKLIFT

REQUEST

Staff is requesting Board approval to issue an RFP for the purchase of one 36,000-pound electric forklift, per the recent Diesel Emission Reduction Act (DERA) grant award from the USEPA. This unit will replace an older diesel unit that needs to be replaced per NJDEP regulations for cargo handling equipment.

BACKGROUND

SJPC was recently awarded a DERA grant for the acquisition of one 36,000-pound electric forklift from USEPA. The project estimates that the purchase of an EV forklift will be approximately \$506,750, and EPA has awarded the Port \$228,037 to use towards the purchase. SJPC would be responsible for the remaining balance of approximately \$278,712.

Staff is requesting Board approval to issue an RFP for the purchase and installation of this equipment and the accompanying charging station.

A motion was made to approve Resolution 2024-12-0160 to issue an RFP for the purchase of one 36,000-pound electric forklift.

Moved by: J. Maressa

Seconded by: S. Roberts

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-12-0161: APPROVAL TO PURCHASE FOUR (4) 2025 FORD MAVERICK TRUCKS

REQUEST

Staff requests Board approval to purchase four (4) 2025 Ford Maverick trucks.

BACKGROUND

Resolution 2023-08-0079 was approved for the purchase of four (4) 2024 Ford Maverick trucks in the amount of \$111,205.88. Each vehicle costing \$27,801.47. Ford Motor Company was unable to fulfill the 2024 Maverick order and cancelled it.

Sourcewell submitted a proposal for the 2025 production scheduled for December/January.

The new quotation from National Auto Fleet Group for the vehicles under Sourcewell Contract 091521-NAF increases the cost of each vehicle to \$29,530 and overall costs to \$118,122.36, an increase of 6.2%.

The 2025 Ford Maverick trucks will be utilized by SJPC Operations and Maintenance Departments in lieu of older trucks that need replacement

A motion was made to approve Resolution 2024-12-0161 to purchase four (4) 2025 Ford Maverick trucks in the amount of \$118,122.36.

Moved by:	S. Roberts
Seconded by:	R. D'Angelo
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2024-12-0162: APPROVAL OF HARRY WILSON WELDING LEASE RENEWAL

REQUEST

Staff is requesting Board approval to renew the Harry Wilson Welding lease for a one-year term, commencing on February 1, 2025.

BACKGROUND

Harry Wilson Welding has requested a one (1) year lease renewal for a 100 square foot storage shed located at the Broadway Terminal. A 3.6% CPI increase will be applied to the annual amount resulting in an annual revenue of \$725.28. The new one-year lease will commence on February 1, 2025.

A motion was made to approve Resolution 2024-12-0162 to renew the Harry Wilson Welding lease for a one-year term, commencing on February 1, 2025

Moved by: J. Gershen
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-12-0163: APPROVAL TO AMEND THE CONTRACT FOR EXTENSION OF THE FIRE MAIN AT PIER 5 AT THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to amend the construction contract for extension of the fire main to Warehouse 3 at Pier 5 of the Broadway Marine Terminal.

BACKGROUND

Pursuant to Resolution 2024-11-0139, a construction contract was awarded to the low bid contractor, Richard E. Pierson Construction Company, Woodstown, NJ, in the amount of \$170,400 for the installation of 280 feet of 10-inch diameter ductile iron fire main to serve Warehouse 3 at Pier 5 of the Broadway Marine Terminal.

This new pipe is part of a larger project mandated under a December 2017 administrative consent order with the New Jersey Department of Community Affairs, Bureau of Fire Safety, and is funded with a New Jersey state grant issued in 2022. The design was prepared by Remington and Vernick Engineers of Cherry Hill, NJ.

During construction, underground concrete pier structures and a slab were encountered which required demolition. Another 10-inch valve was added to provide better operational control, and an existing 6-inch diameter water line leak was repaired. In addition, the bituminous floor of Warehouse 2 which had heaved during the original pipe break will be repaired. The total amount of these changes is \$53,257.53. The amendment cost tabulation was reviewed by the design engineer who took no exceptions. The detailed breakdown is attached.

Original Contract Amount	\$ 170,400.00
Amendment Number 1	\$ 53,257.53
Amended Contract Amount	\$ 223,657.53

A motion was made to approve Resolution 2024-12-0163 to amend the construction contract for extension of the fire main at Pier 5 of the Broadway Marine Terminal to the contractor, Richard E. Pierson Construction Company, Woodstown, NJ, in the amount of \$ 53,257.53, bringing the final contract amount to \$ 223,657.53.

Moved by: S. Roberts
Seconded by: R. D'Angelo

Voting for Motion: All
Voting Against Motion: None

INFORMATION ITEMS:

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

Dennis Culnan, Jr. provided the marketing report to the board and presented the SJPC Rebranding Initiative. The report was received and filed.

PORT SECURITY UPDATE

The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

The report was received and filed.

PUBLIC COMMENTS

The Acting 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 into closed session.

A motion was made to adjourn the Regular Open Meeting at 1:51 p.m.

Moved by: J. Maressa
Seconded by: R. D'Angelo
Voting for Motion: All
Voting Against Motion: None

Following closed session, the Regular Session was reopened at 2:16 pm.

A motion was made to adjourn the Regular Open Meeting at 2:17pm

Moved by: J. Maressa
Seconded by: R. D'Angelo
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, December 10, 2024.


Victoria D'Amico
Board Secretary

