



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
JANUARY 28, 2025
12:31 p.m.

Directors Present:	Richard Alaimo	Chairman 🗣️
	William Higgins	Director 🗣️
	Robert D’Angelo	Director
	James MacFarlane	Director
	Joseph Maressa	Director 🗣️
	Carl Styles	Director 🗣️
	Eric Martins	Director 📞
	Chad Bruner	Director 🗣️
	Thomas Edenbaum	Director 🗣️

Directors Absent:	Sheila Roberts	Director
	Jonathan Gershen	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
	Kevin Duffy	COO
	Victoria D’Amico	Board Secretary
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Chris Perks	Director of Engineering
	Richard Altomare	General Mgr. Security
	Jonathon Taveras	Conner Strong
	Dennis Culnan, Jr.	Phoenix Strategies
	George Englehardt	Facilities Engineer 📞
	Vinny Antes	Sr.Adviser Engineering 📞

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

The Board Secretary opened the meeting at 12:31 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 3, 2024, 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 2025, 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 2025. The meeting schedule was also placed on the Port Corporation’s website at www.southjerseyport.com.

Roll call was taken and recorded. [PLEDGE OF ALLEGIANCE RECITED](#).

[PRESENTATION OF REGULAR MEETING MINUTES – DECEMBER 10, 2024](#)

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on December 10, 2024, were presented for approval.

A motion was made to approve the December 10, 2024, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by: J. MacFarlane
Seconded by: J. Maressa

Abstain:
Voting against motion: None

[PRESENTATION OF CLOSED MEETING MINUTES – DECEMBER 10, 2024](#)

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on December 10, 2024, were presented for approval.

A motion was made to approve the December 10, 2024, Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by: J. MacFarlane
Seconded by: J. Maressa

Abstain:
Voting against motion: None

PRESENTATION OF REGULAR MEETING MINUTES – JANUARY 13, 2025

The minutes for the South Jersey Port Corporation Board of Directors Special regular session meeting held on January 13, 2025, were presented for approval.

A motion was made to approve the January 13, 2025, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by: J. MacFarlane
Seconded by: J. Maressa

Abstain:
Voting against motion: None

OPERATING BILLS

The Operating Unpaid Bill list for the period 11/16/2024–12/31/2024 was presented for approval.

A motion was made to adopt Resolution 2025-01-0003 for the approval of the Operating Unpaid Bill list for the period 11/16/2024-12/31/2024.

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

Abstain:
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 11/16/2024–12/31/2024 was presented for approval.

A motion was made to adopt Resolution 2025-01-0004 for the approval of the Advance Payment Bills for the period 11/16//2024-12/31/2024.

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

Abstain: J. MacFarlane (DRS & Fazzio)
Voting against motion: None

CREDIT LIST

The Credit List for the period ending December 31, 2024, was presented for approval.

A motion was made to adopt Resolution 2025-01-0005 for the approval of the Credit List for the period ending December 31, 2024.

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

Abstain:
Voting against motion: None

CHANGE ORDERS- (FOUR)

RESOLUTION 2025-01-0006: APPROVAL OF CHANGE ORDER NO.9 TO TRACKS UNLIMITED FOR RAIL REHABILITATION AT BALZANO MARINE TERMINAL

The contract for Rail Track Rehabilitation at the Balzano Terminal was awarded to the low bidder, Tracks Unlimited, LLC, of Mountainside, NJ, in June 2023 by SJPC Board Resolution Number 2023-06-0052 in the amount of \$6,656,968.00.

The scope of work for this project included removal of existing rail track, excavation for the new track alignment and the associated rehabilitation of drainage system infrastructure in the vicinity of the new track alignment.

The SJPC Board had previously approved eight Change Orders by Resolution Numbers 2023-12-0110, 2024-01-0005, 2024-02-0026, 2024-04-0052, 2024-06-0072, 2024-07-0079, 2024-08-0101, and 2024-09-0117.

This change order addresses the increased costs to install the crane rail crossing frogs, the most complex component of the rail rehabilitation project. Specific items of work include the additional surveying to determine existing conditions and establish the limits of crane rail to be replaced, the need to install compromising rail joints between existing running rail to remain which differs in dimensions from the new rail to be installed throughout this project, modifications to the existing grade beams in this area due to the different crane rail cross-sectional dimensions, the addition of crossing frog grade beam anchors at locations determined not in conflict with existing crane rail concrete grade beam embedded reinforcement, partial concrete demolition of an unforeseen below grade concrete approach slab in conflict with the rail design elevation, and removal of concrete at areas previously believed to be asphalt and underlying soil at the time of the bid.

SJPC staff requests Board Approval of Change Order Number 9 in the amount of \$225,000.00, bringing the total contract amount from \$7,369,947.48 to \$7,594,947.48.

The Original Contract Amount	\$ 6,656,968.00
Change Order Number 1	\$ 150,799.00
Change Order Number 2	\$ 75,971.00
Change Order Number 3	\$ 25,859.00
Change Order Number 4	\$ 40,767.00
Change Order Number 5	\$ 176,156.60
Change Order Number 6	\$ 63,100.00
Change Order Number 7	\$ 109,311.34
Change Order Number 8	\$ 71,015.54
Change Order Number 9	\$ 225,000.00
Adjusted Contract Amount	\$ 7,594,947.48

A motion was made to approve Resolution 2025-01-0006 to approve of Change Order Number 9 to Tracks Unlimited, LLC in the amount of \$225,000.00, bringing the total contract amount from \$7,369,947.48 to \$7,594,947.48.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-01-0007: APPROVAL OF CHANGE ORDER NO. 1 TO PAVING PLUS FOR PAVING OF 551 S. 2ND ST ON BALZANO MARINE TERMINAL

The contract for the Paving of the 551 S 2nd Street Lot on the Balzano Terminal was awarded to Paving Plus, LLC, of Glassboro, NJ, in September 2024 by Board Resolution Number 2024-09-0122 in the amount of \$ 470,470.

The scope of the work included the installation of drainage and the paving of the 551 South 2nd Street site.

Recently, the SJPC replaced the sanitary sewage pumping station at the B Building on the Balzano Terminal. That project required the location and replacement of a branch line isolation valve in front of the B Building entrance. Because the extent of the excavation was not known, the restoration paving was not included in the plumber’s scope of work. The pump station work is now completed, and SJPC requested Paving Plus to provide a proposal for the restoration paving.

SJPC staff is requesting Board Approval of Change Order Number 1 for Paving Plus, LLC, of Glassboro, NJ in the amount of \$ 7,900.00, bringing the adjusted contract amount to \$ \$478,370.00.

The Original Contract Amount	\$	470,470
Change Order No 1	\$	7,900
Adjusted Contract Amount	\$	478,370

A motion was made to approve Resolution 2025-01-0007 to approve of Change Order Number 1 for Paving Plus, LLC, of Glassboro, NJ in the amount of \$ 7,900.00, bringing the adjusted contract amount to \$ \$478,370.00.

Moved by: R. D’Angelo
Seconded by: J. MacFarlane

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-01-0008: APPROVAL OF CHANGE ORDER NO. 1 TO PFK-MARK III, INC. FOR HIGH MAST TOWER REPAIRS AT BALZANO MARINE TERMINAL

The contract for High Mast Tower Repairs at the Balzano Terminal was awarded to the low bidder, PKF-Mark III, Inc., of Newton, PA in July of 2024 by SJPC Board Resolution Number 2024-07-0082 in the amount of \$834,300.00.

The scope of work for this project included implementing repairs to the light pole concrete foundation pedestals, and repairs of various components of 10 high mast towers lowering assemblies, all as determined during a condition survey performed by our design engineer, French & Parrello Associates. Three of the towers require replacement of the entire lowering assembly.

This change order addresses the increased costs to relamp the three high mast towers that, by contract, will receive new lowering rings. The new lamps will be high efficiency LEDs, eight installed per tower. The tower manufacturer has also recommended that the latching pins on all towers be replaced as they are critical components maintaining the light rings locked in the raised position. Lastly, the concrete subcontractor has recommended additional concrete restoration steps be taken to further protect the tower’s concrete foundation pedestals from the effects of weather-related deterioration. This includes items such as concrete protective coating, epoxy injection around the anchor bolts, and epoxy injection of cracks less than 1/16”.

SJPC staff requests Board Approval of Change Order Number 1 in the amount of \$74,917.85, bringing the total contract amount from \$834,300 to \$909,271.85.

The Original Contract Amount	\$ 834,300.00
Change Order Number 1	\$ 74,971.85
Adjusted Contract Amount	\$ 909,271.85

A motion was made to approve Resolution 2025-01-0008 to approve of Change Order Number 1 to PFK Mark, III in the amount of \$74,917.85, bringing the total contract amount from \$834,300 to \$909,271.85.

Moved by: R. D’Angelo
Seconded by: W. Higgins

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-01-0009: APPROVAL OF CHANGE ORDER NO. 1 TO GEI CONSULTANTS, INC. FOR BERTH 1 SLOPE STABILIZATION AT BALZANO MARINE TERMINAL

The design services for the inspection and design for the slope stabilization at the Balzano Marine Terminal was awarded to GEI Consultants, Inc. by Board Resolution 2024-04-0059 on April 30, 2024, in the amount of \$168,200.

The Berth 1 marine structure is in a state of progressive collapse causing continual shoreline erosion at Balzano Marine Terminal. The scope of work called for the removal of the collapsed berth and slope stabilization adjacent to Shed 1. The original RFP anticipated a simple stone revetment.

Based on the conditions found at the collapsed area of berth, an alternatives analysis was performed to determine the most cost-effective treatment. Three alternatives were evaluated, with a gabion wall on top of the existing low deck structure begin selected. This more complex design will require additional drawings to detail the section, so the consultant will dive one additional day in order to develop the details.

SJPC staff has reviewed the associated change order request and is recommending Board Approval of an amendment to the GEI Consultants, Inc contract in the amount of \$33,600 bringing the total contract amount to \$201,800.

Original Contract Amount	\$ 168,200.00
Change Order Number 1	\$ 33,600.00
Adjusted Contract Amount	\$ 201,800.00

A motion was made to approve Resolution 2025-01-0009 to approve of Change Order Number 1 to the GEI Consultants, Inc contract in the amount of \$33,600 bringing the total contract amount to \$201,800.

Moved by: R. D’Angelo
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented (27) advance construction fund requests in the amount of \$557,368.05 and (3) unpaid construction fund requisitions in the amount of \$51,815.25

A motion was made to adopt Resolution 2025-01-0010 to approve the Construction Fund List for the period ending December 31, 2024.

Moved by: R. D’Angelo
Seconded by: C. Styles

Abstain:
Voting against motion: None

* At this time Director William Higgins left the meeting @ 12:51pm

TREASURER’S REPORT

For the month of December 2024, SJPC had net income in the amount of \$162,407 which is over budget by \$151,532 for the month. Our (year-to-date) YTD net income as of December 31st is \$88,088 which is under budget by \$39,912. In 2024 the Port had greater ships days and cargo tonnage, which generated more revenue as compared to 2023. Increased tonnage did create increased costs. Stevedoring costs were \$1.4 million higher in 2024 than 2023. Revenue was \$1.5 million higher than budgeted and total cost of goods sold was \$1.6 million higher than budgeted. G&A expenses were \$900,000 under budget. Prior to any year end audit adjustments, the Port ended 2024 close to anticipated budget.

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 December 2024 was 122,844 s/tons: a 52.1% decrease compared to December 2023. All terminals combined handled a total of 98,427 s/tons of breakbulk cargo during December 2024; showing a 48.1% decrease compared to December 2023. December 2024 bulk cargo activity for all terminals was 24,416 s/tons: a 63.7% decrease from December 2023. Year to date tonnage for all terminals through December 2024 totaled 3,000,653 s/tons; representing a 4% increase when compared to the same period in 2023.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for December 2024 totaled 48,150 s/tons, a 63.1% decrease when compared to December 2023. Balzano Terminal tonnage for December 2024 was 19,815 s/tons; an 83% decrease compared to 115,183 s/tons in December 2023. Broadway Terminal tonnage for

December 2024 at 28,335 s/tons showed an 87.1% increase compared to 15,146 s/tons in December 2023.

Camden steel imports in December 2024 were 19,815 s/tons showing a 71.2% decrease compared to 68,744 s/tons in December 2023. There were 11,889 s/tons of wood products in December 2024 compared to 5,868 s/tons in December 2023: representing a 103% increase. There was no cocoa bean cargo activity in December 2024 or December 2023.

There were no recycled metals exports in December 2024 compared to 49,246 s/tons in December 2023. December 2024 exports of Grancem totaled 16,445 s/tons compared to 5,266 s/tons in December 2023 representing a 212.5% increase. There was no Cement, Gypsum, or Salt cargo activity in December 2024 or December 2023.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal handled 66,723 s/tons of steel cargo in December 2024 compared to 113,677 s/tons in December 2023. December 2024 YTD tonnage at 567,311 s/tons is 13.4% behind YTD December 2023. There were 8 lay berth vessel days for December 2024.

SALEM TERMINAL ACTIVITY

There were 7,971 s/tons of export sand in December 2024 compared to 12,689 s/tons in December 2023. December YTD 2024 sand at 238,907 s/tons is a 24.1% increase from December YTD 2023.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 10 ships in December 2024, compared with 15 in December 2023. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for December 2024 were 33, compared to 46 days in December 2023. December 2024 YTD ship days were 716, compared to 591 YTD 2023.

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

ILA Contract

The contract which was set to expire on January 16th with the ILA was settled on January 9, 2025, averting a strike. Both sides are in the process of finalizing the new 6-year agreement.

US Customs and Border Protection Meeting

On January 14th, we met with the new CBP Area Port Director, Cleatus Hunt, to provide him with an overview of our operations and to discuss maritime operations along the Delaware River. Mr. Hunt most recently headed up CBP operations in Japan before relocating to Philadelphia. We look forward to collaborating with the director and his team.

EEW Paulsboro

EEW also continues to recycle the monopiles manufactured for Orsted's canceled Ocean Wind projects. EEW's representative was unsure of when future activity would resume given changes in Washington, which we will continue to monitor. We have started to look at some other maritime uses for the terminal if EEW does not resume operations.

City of Camden NJ Port Discussion – January 9, 2025

On January 9th, we met with the City of Camden's business administrator and other Department heads to discuss the possible full-time closure of South Front Street and Balzano Boulevard to

provide additional storage capacity at the terminal. We also discussed potential future expansion of the 2335 Broadway property to allow for John Lawrie pipe to expand their pipe storage yard. On January 18th, we were advised that the city does not want to close either street at this time. We will continue to study alternative ways to meet ongoing cargo demands for storage space.

Seamans Church Institute (SCI) Spirit of the Port Award

I have been notified that I will be receiving the Spirit of the Port Award from the SCI at their annual luncheon on February 27, 2025. As a side note, Director MacFarland is a member of SCI's Board of Directors.

Other Events Attended by Staff:

- American Metals Supply Chain Institute Holiday Dinner, Houston TX
- Traffic Club of Philadelphia Annual Dinner
- MAC Networking Luncheon
- SNJDC Holiday Luncheon

Customer Visits:

- Tata Steel Europe
- Thyssen Krupp Steel North America

ACTION ITEMS:

RESOLUTION 2025-01-0011: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY TERMINAL

REQUEST

Staff is requesting Board approval to award a construction contract for repairs to the Pier 1 Seawall at the Broadway Marine Terminal.

BACKGROUND

During the construction of sinkhole repair work in Pier 1, it was noted that a section of the inshore concrete seawall had rotated caused by the advanced deterioration of supporting timber and steel piles. The area of concern was cordoned off for safety considerations.

In October of 2023, a contract for design services was awarded to GEI consultants per Board Resolution Number 2023-10-0093. A comprehensive inspection was performed, and the design prepared for the construction of the Pier 1 Seawall repair work. The NJDEP and Army Corp of Engineers permits have been received.

Pursuant to the Board Authorization: RESOLUTION 2024-06-0074 APPROVAL TO ISSUE AN INVITATION FOR BIDS - CONSTRUCTION REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY MARINE TERMINAL, an Invitation for Bidders (IFB) was advertised to solicit public bids.

The IFB was posted on the SJPC website, advertised in three papers, and 23 firms were notified directly of the opportunity. A Prebid meeting was held on Thursday, December 5, 2024, with six contractors in attendance. A total of two addenda were issued, and four bids were received on Thursday, January 9, 2025, as follows:

Company	Amount
PKF Mark III, Inc Newton, PA	\$596,140
Scofield Marine Contractors / Engineers Egg Harbor Township, NJ	\$756,950
JPC Group, Inc Blackwood, NJ	\$949,000
AP Construction, Inc. Blackwood, NJ	\$1,187,000

A low bid meeting was held with the contractor on Monday, January 13, 2025, at which time the contractor demonstrated a clear understanding of the work to be performed. Legal review confirmed that the bid met all the requirements of the IFB.

This item was withdrawn from the agenda prior to the start of the meeting and was not presented to the Board for consideration. The item was withdrawn by Staff based upon the recommendation of SJPC counsel because further review of the bids received was determined to be necessary prior to the recommendation as to an award of a contract.

RESOLUTION 2025-01-0012: APPROVAL TO RENEW THE CONSTRUCTION CONTRACT FOR ASPHALT PAVING SERVICES ON AN AS-NEEDED BASIS AT THE BALZANO AND BROADWAY MARINE TERMINALS

REQUEST

Staff is requesting Board approval to renew the existing construction contract to perform asphalt paving services for all areas requiring maintenance paving at the Balzano and Broadway Marine Terminals.

BACKGROUND

Pursuant to the Board Authorization: RESOLUTION 2022-07-007 APPROVAL TO ISSUE REQUEST FOR BID FOR ASPHALT PAVING AT THE BALZANO AND BROADWAY TERMINALS, a Request for Quotations was advertised for the solicitation of public bids.

The scope of work includes milling and paving of deteriorated asphalt areas at the Balzano and Broadway Marine Terminals all as directed by the SJPC. There are also provisions for resetting settled manhole castings and pipe repairs at the manholes.

The Request for Bids was advertised in three newspapers and posted on the SJPC website. A pre-bid meeting was held on February 15, 2023, and bids were opened on

March 2, 2023. Per Board Resolution 2023-03-0032, the contract was awarded to the low bidder, Paving Plus, LLC of Glassboro, New Jersey, in the amount of \$266,880 based on placement of approximately 1,000 tons of asphalt. SJPC General Counsel’s review indicated that the bid proposal met all the requirements of the Request for Bids.

The terms included the option to extend the contract for up to two (2), one-year periods at the discretion of the SJPC. Per Board Resolution 2023-12-0115, approval was granted to exercise the first one-year contract renewal for asphalt maintenance paving services.

This contractor has performed well, and staff is recommending the renewal of their contract by exercising the second one-year renewal option with the same terms and conditions.

A motion was made to approve Resolution 2025-01-0012 to exercise the second one-year renewal of the existing contract for maintenance paving in 2025 to Paving Plus, LLC of Glassboro, New Jersey in the amount of \$266,880.

Moved by:	R. D’Angelo
Seconded by:	J. MacFarlane
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-01-0013: APPROVAL OF 2025 PENSION LIABILITY

REQUEST

Staff presents the Employer’s Liability Annual Pension Contribution Invoice for Public Employee’s Retirement System (PERS) for the calendar year 2025. The total amount of \$1,269,539 is due on April 1, 2025. The total amount due includes the Employer’s Contribution for 2024 and early retirement costs. The plan is summarized below.

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

Normal Contribution	\$ 198,624
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Employer Accrued Liability and/or Pension system unfunded actuarial liability contribution consist of the employer’s share of the pension system total unfunded actuarial liability amortized over time (30 to 40 years). The unfunded actuarial liability of a retirement system is the excess of the system’s actuarial liability over the value of its assets.

Accrued Liability	\$ 898,525
Non-Contributory Group Life Insurance	\$ 49,117

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

Accrued Liability-Early Retirement Incentive-ERI-3	<u>\$ 123,273</u>
Total Amount Due all Categories	<u>\$ 1,269,539</u>

	<u>2024</u>	<u>2025</u>	=	<u>Variance</u>
Normal Contribution	\$ 215,116	\$ 198,624	=	\$ (16,492)
Accrued Liability	\$ 945,775	\$ 898,525	=	\$ (47,250)
Non-Contributory Group Life Insurance	\$ 51,170	\$ 49,117	=	\$ (2,053)
Accrued Liability-ERI	\$ 119,974	\$ 123,273	=	\$ 3,299
Delayed Enrollments	\$ 4,363.43	\$ 0	=	\$ (4,363.43)
Delayed Appropriations	<u>\$ 18,595.17</u>	<u>\$ 0</u>	=	<u>\$ (18,595.17)</u>
Total Amount Due all Categories	<u>\$ 1,354,993.60</u>	<u>\$ 1,269,539</u>	=	<u>\$ (85,454.60)</u> (decrease)

A motion was made to approve Resolution 2025-01-0013 to approve of the 2025 Pension Liability invoice.

Moved by: R. D'Angelo
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-01-0014: APPROVAL OF INSURANCE RENEWALS

REQUEST

Insurance coverages renewing on March 1, 2025:

- Marine Terminal Operators / General Liability - Primary \$1,000,000
- Marine Bumbershoot Liability - \$20,000,000 X \$1,000,000
- Commercial Auto
- Public Officials & Employment Practices Liability
- Property, Inland Marine, Equipment Breakdown, & Terrorism - \$55,000,000
- Privacy & Security / Cyber Liability
- Workers Compensation & Employers Liability

Overall, the estimated annual renewal cost from your incumbents is \$2,685,767.88, which represents an 16% rate decrease against the annualized adjusted expiring cost of \$3,182,436.00.

Marine Terminal Operators / General Liability - Primary \$1,000,000: AIG offered a renewal for a premium of \$136,605.00 a 2% rate decrease this year and continues to be a market leader for

this line of coverage. This renewal is rated on gross receipts which increased 9% since last renewal. AIG has been a long-term partner on this line of coverage first writing the business 12 years ago.

Marine Bumpershoot Liability - \$20,000,000 X \$1,000,000: The \$20M x \$1M layer is provided as a quota share between 4 carriers, which came in at a premium of \$152,000 a 4% increase which is in line with the modest increases we are seeing in the global Excess Liability markets.

Commercial Automobile: The Port's incumbent carrier Chubb advised last renewal that it would be their final year on the program. They issued a non-renewal early in the process and we completed a widespread marketing effort to bring in a new primary auto carrier for the port. Selective provided an alternative option for a premium of \$153,349.38 with terms and conditions to match the expiring program at a rate decrease of 23% which is a fantastic result in the extremely turbulent auto market.

Public Officials Liability and Employment Practices Liability Insurance: The Port's incumbent carrier Navigators offered a flat renewal for a premium of \$63,690.50. We approached the following 11 markets who all declined for reasons such as outside of appetite, class of business, size, operations: BRP, Euclid, Great American, Hiscox, Hudson, Intact, Markel, PRU-TX, RLI, USLI, Victor

Property, Inland Marine, Equipment Breakdown, & Terrorism - \$55,000,000: We have confirmed leader (QBE's) support of the primary \$25M layer at \$1,400,000 premium. Please do note that we still have to confirm that the follow markets are in agreement to follow the leader pricing, and we are pushing to confirm this as quickly as possible. Provided the remainder of the \$25M slip fills out at \$1,400,000, the \$55M loss limit program premium (inclusive of terrorism) equates to \$1,729,422, representing a \$0.2341 rate and a 19.57% reduction against the annualized expiring rate.

Privacy & Security / Cyber Liability: TMHCC the Ports incumbent carrier provided a renewal with enhancements \$3M x \$25K for a premium of \$12,780 a 5% increase vs the annualized adjusted expiring cost of \$12,166.00.

Workers Compensation & Employers Liability: NJMs formal quote was provided at a 20% rate decrease vs adjusted expiring. Compared to last year payrolls are up 19%. The strong renewal is largely due to a decrease in rates for 2025 across all of the applicable payroll codes in the program. NJM has committed to a 15% dividend and an additional 5% rating credit. We negotiated 10% of the dividend upfront as in the past in order to reduce the monthly payments throughout the year. This renewal will be due in 11 equal payments of \$39,811.

Conner Strong & Buckelew extensively marketed each line of coverage to ensure the most comprehensive program at the most competitive rate.

A motion was made to approve Resolution 2025-01-0014 to approve of the Renewal of Insurance coverages renewing on March 1, 2025.

Moved by:
Seconded by:

R. D'Angelo
J. MacFarlane

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-01-0015: APPROVAL OF OFFICE LEASE RENEWAL WITH DELAWARE RIVER STEVEDORES (DRS) AT BALZANO TERMINAL

REQUEST

Staff is requesting Board approval to renew and expand the lease for office space in Building A-2 at Balzano Terminal to DRS

BACKGROUND

DRS currently leases approximately 562 square feet of office space on the 2nd floor of A Building at Balzano Terminal. The lease commenced on March 1, 2023, with a two year term that expires February 28, 2025. The current rent is \$4,430 per year/\$369 per month (\$7.88 psf/yr). In addition, DRS pays an annual common area shared services fee of \$886 per year/\$74 per month. DRS wishes to add approximately 115 square feet of office space to their lease premises to accommodate an additional staff member, and to extend their renewed lease term for five years.

Based on the foregoing, the key lease renewal terms are as follow:

- Approximately 677 square feet of office space
- Lease term length of 5 years, commencing March 1, 2025 and expiring February 28, 2030
- Starting rent of \$8.16 per square foot per year, reflective of 2024 CPI-U increase of 3.6% = \$5,524.32 per year/\$460.36 per month
- Annual CPI-U rent escalations in each of lease years 2 through 5
- Shared DRS/SJPC use of Building A-2 kitchen, restrooms, and conference room, and with conference room use subject to schedule coordination with SJPC
- DRS to pay share of common area maintenance expenses in the starting amount of \$1,121.48 per year/\$93.45 per month, reflective of the 20% increase in leased area plus the 2024 CPI-U increase of 3.6%..
- Shared common area maintenance expenses to escalate by CPI-U in each of lease years 2 through 5
- DRS responsible for cost of improvements, maintenance, damage and utilities to leased area, as well as any damage to shared common areas

A motion was made to approve Resolution 2025-01-0015 to renew and expand the lease for office space in Building A-2 at Balzano Terminal to DRS.

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

Abstain:	J. MacFarlane
Voting Against Motion:	None

RESOLUTION 2025-01-0016: APPROVAL OF OFFICE LEASE WITH DELAWARE RIVER STEVEDORES (DRS) AT BROADWAY TERMINAL

REQUEST

Staff is requesting Board approval to lease office space in I Building at Broadway Terminal to DRS

BACKGROUND

SJPC and DRS wish to conclude a lease agreement for approximately 908 square feet of office space in the southeast quadrant of the first floor of I Building at Broadway Terminal, in order to accommodate terminal operations staff.

Based on the foregoing, the key lease terms are as follow:

- Approximately 908 square feet of office space, including restroom and storage space
- Lease term length of 5 years, commencing March 1, 2025 and expiring February 28, 2030
- Starting rent of \$8.16 per square foot per year = \$7,409.28 per year/\$617.44 per month
- Annual CPI-U rent escalations in each of lease years 2 through 5
- DRS responsible for cost of improvements, maintenance, damage and utilities to leased area.

A motion was made to approve Resolution 2025-01-0016 to lease office space in I Building at Broadway Terminal to DRS.

Moved by:	R. D’Angelo
Seconded by:	T. Edenbaum
Abstain:	J. MacFarlane
Voting Against Motion:	None

RESOLUTION 2025-01-0017: APPROVAL TO GRANT FIVE-YEAR TERM EXTENSION TO CAMDEN WATERFRONT DEVELOPMENT LEASE

REQUEST

Staff is requesting Board approval to grant the first five-year extension to the Camden Waterfront Development (“CWD”) lease pursuant to the Second Amendment to the lease.

BACKGROUND

The Second Amendment to the lease between South Jersey Port Corporation (“SJPC”) and Camden Waterfront Development at the Broadway Pier 5 terminal was executed on February 9, 2023. Among other items, this lease amendment provided for SJPC making a one-time \$ 7.5million investment contribution to upgrade the refrigeration system at the Pier 5 terminal, with CWD responsible for the procurement, installation, maintenance and repair of the refrigeration system, with any cost overruns exceeding \$500 thousand to be the sole responsibility of CWD. The lease amendment further provides for three five-year lease term extension options, with the stipulation that CWD is required to invest a total of \$3 million in capital improvements in the terminal, with the first \$1million to be invested prior to November 30, 2024 prior to being granted the first five-year term extension, a cumulative total of \$2million invested by November 30,2029 prior to being granted a second five-year term extension, and a cumulative total of \$3 million invested by November 30, 2034 prior to being granted a third five-year term extension. SJPC has now verified to its satisfaction that CWD has made the initial \$1 million capital investment in order to qualify for the first five-year term extension, which would take effect February 1, 2025, and extend through January 31, 2030. The Second Amendment to the lease also provides that the current annual rent of \$945,246 would start to escalate annually by CPI-U as of each lease anniversary date.

A motion was made to approve Resolution 2025-01-0017 to grant the first five-year extension to the Camden Waterfront Development (“CWD”) lease pursuant to the Second Amendment to the lease.

Moved by: J. MacFarlane

Seconded by: C. Styles

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2025-01-0018: APPROVAL TO PURCHASE ONE (1) 2025 JEEP GRAND CHEROKEE LAREDO 4WD

REQUEST

Staff requests Board approval to purchase one (1) 2025 Jeep Grand Cherokee Laredo 4WD.

BACKGROUND

The 2025 Jeep Grand Cherokee Laredo will be utilized by the Executive Director/CEO.

Staff has received a quotation from Hetrich Fleet Services for the vehicle under the New Jersey Cooperative Purchasing Contract 20-FLEET-01387 (T2007) in the total amount of \$41,300.90

A motion was made to approve Resolution 2025-01-0018 to purchase one (1) Jeep Grand Cherokee Laredo 4WD in the amount of \$41,300.90.

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

RESOLUTION 2025-01-0019: ANNUAL DESIGNATION OF PUBLIC AGENCY COMPLIANCE OFFICER FOR EEO CONTRACT COMPLIANCE

REQUEST

Staff is requesting Board approval designating August E. Knestaut, Esquire, SJPC's Director of Legal and Regulatory Affairs, to serve as SJPC's Public Agency Compliance Officer (PACO).

BACKGROUND

In accordance with N.J.A.C 17:27-3.3, each Public Agency in New Jersey is required to designate an individual to serve as its compliance officer. The PACO is the liaison between the Division of Purchase and Property's Contract Compliance and Audit Unit (Division) and the Public Agency. It is the Public Agency's point of contact for all matters concerning implementing and administering the State's Equal Employment Opportunity (EEO) statutes and regulations. The PACO is also responsible for administering equal employment opportunity contracting procedures for both the Public Agency and vendors with public contracts. Vendors shall include but are not limited to, those providing goods, professional services, and general services to and for the Public Agency and construction contractors who contract with the Public Agency. As such, the PACO must have the authority to recommend changes to effectively support the administration and implementation of the applicable EEO statutes and its companion regulations.

Each year, all Public Agencies are required to submit the name, title, address, telephone number, fax number, and e-mail address of the PACO designated by the Public Agency. This information must be submitted to the Division in January of each year. In addition, it shall be the responsibility of the Public Agency to update the PACO designation at any time during the year if any changes are made concerning the designated PACO.

Staff proposes to designate August E. Knestaut, Esquire, Director of Legal and Regulatory Affairs of and for the SJPC, to serve as the SJPC's PACO for the year 2025.

A motion was made to approve Resolution 2025-01-0019 to designate August E. Knestaut Esquire to serve as SJPC's PACO for 2025.

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

RESOLUTION 2025-01-0020: APPROVAL TO EXECUTE A THIRD AMENDMENT TO THE BROADWAY PIER 5 LEASE AGREEMENT BETWEEN SOUTH JERSEY PORT CORPORATION AND CAMDEN WATERFRONT DEVELOPMENT, LLC

REQUEST

Staff requests Board approval to execute a Third Amendment to the Broadway Pier 5 Lease Agreement between South Jersey Port Corporation ("SJPC") and Camden Waterfront Development, LLC ("CWD") for purposes of amending the Lease to include the "Air Products" parcel located at 2700 Broadway in the City of Camden, which is owned by SJPC (hereinafter the "APCI" Parcel"), as part of the Leased Premises

BACKGROUND

CWD currently leases Pier 5 at the Broadway Marine Terminal in the City of Camden from the SJPC (hereinafter the "Lease"). CWD and SJPC entered into the "Second Amendment To Lease Between South Jersey Port Corporation and Camden Waterfront Development" on or about February 9, 2023 (hereinafter the "Second Lease Amendment"), which provided in part at Paragraph 3, as follows:

"Air Products Site Addition – Upon completion of remediation of the Air Products Site located at 2700 Broadway, Camden, New Jersey, the site will be added to the Lease in "as is", "where is" condition with "all faults", and at no rental to CWD. CWD will be responsible for any improvements needed for CWD's use and occupancy of the Air Products Site, including, but not limited to, all costs and expenses for same; and CWD shall be responsible for the costs and expenses of compliance in filing annual remedial action workplan fees, cap and fence annual inspection, and biannual reporting. CWD will provide SJPC with copies of all filings confirming compliance with the required remedial action permit fees, inspections and reporting concerning the Air Products Site. SJPC shall have no obligations or responsibilities of any kind or nature whatsoever regarding and/or relating to the Air Products Site, inclusive of no responsibilities or obligations for any costs and expenses of any kind or nature related whatsoever related to the said site, once it is added to the Lease."

The remediation of the APCI Parcel has now been completed by Air Products & Chemicals, Inc (hereinafter "APCI"). As such, in accordance with the above-mentioned provision in Second Lease Amendment, the APCI Parcel can and should now be added to the Lease, so that same is included and part of the premises being leased by CWD from SJPC at Pier 5. A lease amendment

is necessary to reflect this addition of the APCI Parcel to the leased premises, and to thereby accomplish this change in the Lease terms. Accordingly, it is recommended that the Board approve of a Third Amendment to the Broadway Pier 5 Lease Agreement in order to accomplish this expansion of the premises leased to CWD by SJPC at Pier 5.

Beyond the above recommended Lease amendment, all other terms and conditions of the Lease will remain unchanged.

A motion was made to approve Resolution 2025-01-0020 to execute a Third Amendment to the Broadway Pier 5 Lease Agreement between SJPC and CWD, for purposes of amending the Lease to include the APCI Parcel as part of the Leased Premises, subject to SJPC counsel’s final review and approval of the said amendment.

Moved by: J. Maressa
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. 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 Chairman asked if there were any public comments.

Hearing none, the 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 1:26 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 1:52 pm.

A motion was made to adjourn the Regular Open Meeting at 1:52pm

Moved by: J. Maressa
Seconded by: J. MacFarlane

Voting for motion: All
Voting against motion: None

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Regular Open Session of the Board of Director's Meeting held Tuesday, January 28, 2025.



Victoria D'Amico
Board Secretary

