

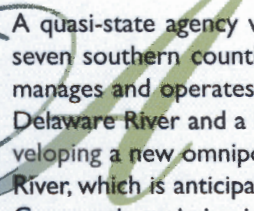
2011

# **SOUTH JERSEY PORT CORPORATION**

**ANNUAL REPORT**

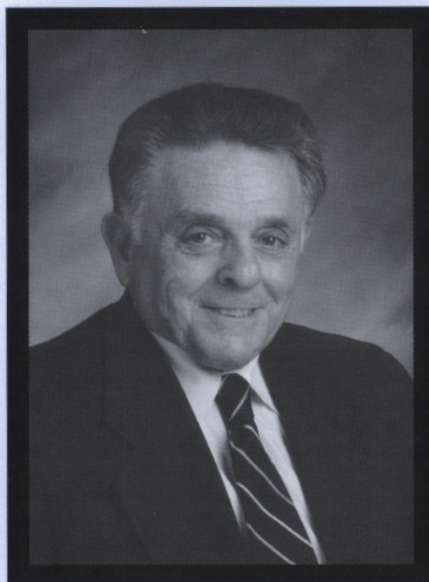






A quasi-state agency with the authority to build and operate marine terminals in the seven southern counties of New Jersey, the South Jersey Port Corporation currently manages and operates two deepwater marine terminals in the City of Camden on the Delaware River and a barge facility on the Salem River, in the City of Salem. SJPC is developing a new omniport, the Paulsboro Marine Terminal in Paulsboro on the Delaware River, which is anticipated to open in 2014. An important part of the South Jersey Port Corporation mission is to foster economic development and create jobs in the Delaware River region. For more than 80 years, the South Jersey Port Corporation has been essential to New Jersey and the Delaware Valley regional economy and anticipates playing an increasingly important role in the economic life of the area in the coming years.





**JOSEPH A. BALZANO**

**1933-2011**

The South Jersey Port Corporation dedicates the 2011 Annual Report of the Corporation to the memory of its late Executive Director and CEO Joseph A. Balzano who died in October 2011 after serving the Corporation, the City of Camden, the Delaware River Valley region, and the State for more than 60 years.





*Joe Balzano at the marine terminal now named in his memory.*

**HAILED BY THE NEW YORK TIMES** as one of the best marine terminal operators in the world, Joseph A. Balzano, South Jersey Port Corporation's long-time executive director and Chief Executive Officer, died October 19, 2011, after a long illness. He had been employed by the Port Corporation and its predecessor organization for more than 60 years. Mr. Balzano was 77.

While passionate about the core job-creating, economic-development mission of the SJPC, Mr. Balzano took very personally his and the SJPC's moral and fiduciary responsibility to the bondholders and the taxpayers of New Jersey who finance the ports and to the community, customers, tenants, employees and host communities who rely on the economic activity the port made possible.

Mr. Balzano began his port career in 1951 at the Camden Marine Terminal, at Second and Beckett Streets, Camden. At the time, America was downsizing from the war-production fervor of World War II. In the 1960s, the giant New York Shipbuilding Corpo-

ration in Camden, which employed 35,000 workers at its peak, closed. The State of New Jersey formed the South Jersey Port Corporation, a quasi-state corporation charged with the herculean labor of turning a shipbuilding yard into a marine terminal and South Jersey into an international port.

The son of an Italian immigrant stevedore, Mr. Balzano joined the Port's workforce as an office boy, although his dream was to get onto the docks. He didn't want to push pencils; he wanted to push cargo and ships. He climbed the rungs of the organizational ladder, advancing from office assistant, to clerk, to managing contracts and engineering, and mastered every aspect of the business. And, he made his way onto the docks too, onto forklifts and other equipment, leading a double life, climbing upward.

Along the way, he was ever cost-conscious, loathing the need to purchase new equipment with high mark-ups, when he could buy equally serviceable used equipment – from forklifts to cargo cranes – at a quarter of the cost of new. He proved his point when he bought two used cranes, sold one at a profit that covered the purchase price of both, and then refurbished the remaining one while still earning a small profit for the SJPC. Creativity in management would shape his entire career.

He built a flexible, cross-utilization work force with multiple skills to handle a variety of specialty cargoes from plywood to structural steel, from fruit to specialty steel, vehicles, and iron ore, slag and cement. He developed a business model built with long-term core tenants rooted in bulk and break bulk cargoes. Under his leadership, the SJPC developed a flexible "open terminal" strategy for general cargoes. To service a long-term tenant, he invested in a new multiple-purpose state-of-the-art



# JOSEPH A. BALZANO

## 1933 - 2011

Kocks crane and conveyor system with the flexibility to service multiple customers and tenants, as well as strengthening the SJPC's container cargo abilities.

To make the Camden terminals the leading east coast port for cocoa bean imports, he developed and patented a flat-bed trolley system that enabled the efficient unloading of sacks of cocoa beans off the ship and into the warehouse at great labor savings.

Maximizing the use of 1 million square feet of covered space in 100 year-old shipbuilding buildings, he built the Camden ports into the number one plywood import terminal in the

country. Simultaneously, he built additional business at the terminals that self-financed the construction of another one million square feet of modern warehousing.

Today, as the result of Balzano's leadership, the SJPC operates two terminals in Camden and one in Salem (NJ) and is building the first new major marine terminal in 50 years on the Delaware River at Paulsboro which will open for business in 2014.

"Joe was probably New Jersey's most dedicated and tireless public servant," said Richard Alaimo, chairman of the SJPC. "The mission of the SJPC was his life."



*Joe Balzano spoke at the ground-breaking ceremony at the site of the new Paulsboro Marine Terminal. Others on the podium that day included, at far left, State Senator Stephen M. Sweeney, and at Joe's left, former Governor James Florio.*



## RENAMING A TERMINAL IN JOE BALZANO'S MEMORY



*IN DECEMBER, THE BOARD OF DIRECTORS* of the South Jersey Port Corporation renamed the organization's Beckett Street marine terminal in Joe Balzano's memory. The terminal is now known as the Joseph A. Balzano Marine Terminal.

At the same time, the City of Camden also renamed the one-block stretch of Beckett Street that lies within the Port area in Mr. Balzano's memory. That section of street is now named Joseph A. Balzano Boulevard.



More than 250 people gathered under a tent at the Port on a sunny afternoon to honor and remember their leader, friend and family member. Kevin Castagnola, Joe's protégé and now SJPC's executive director and chief executive officer, led the ceremonies; Richard Alaimo, chairman of the Board, spoke on behalf of the other board members in recognition of the contributions Joe had made to the success and growth of the international marine facility now named for him.

State Senator Donald Norcross, a longtime friend, spoke of the wisdom and drive with which Joe approached his every project. Camden Mayor Dana Redd spoke of how she had come to know and appreciate the efforts Joe had spearheaded into making their city a better place. Monsignor Michael Doyle spoke not only of Joe's religious convictions but also of their long friendship.





DICK ALAIMO  
CHAIRMAN



CHRIS CHRISTIE  
GOVERNOR



KIM GUADAGNO  
LT. GOVERNOR

## TO NEW JERSEY'S GOVERNOR, LT. GOVERNOR AND LEGISLATORS

**DEAR GOVERNOR CHRISTIE, LT. GOV. GUADAGNO,**  
and Members of the New Jersey Legislature:

The year 2011 was one we at the South Jersey Port Corporation will never forget, for it was the year we said goodbye to our long-time executive director and chief executive officer, Joe Balzano, who passed away in October. Even though Joe had been ill for quite some time, we were not prepared for his death. However, in December, in honor of his accomplishments at the Port and in his memory, we on the Board of Directors unanimously agreed to rename our Beckett Street Terminal in Joe's honor. At the same time, the City of Camden renamed the portion of Beckett Street that serves the Port property as the Joseph A. Balzano Boulevard. While our actions can't bring Joe back, we believe that these are fitting remembrances of a man who devoted his life to the Port. Before his death, Joe, as well as the Board, were pleased to note that for the first time in several years, tonnages were beginning to rebound from the declines of the recession. Cargos increased in 2011 by 3% to 1,869,526 tons, showing a steady three year growth. As in 2010, the total decline of tonnage in 2011 at the SJPC's terminals, is skewed by loss of a prime tenant, Del Monte Fresh Fruit, which relocated its business to a private terminal in Gloucester City. The long-term lease for Del Monte's leasehold was transferred to Camden Waterfront Development, LCC., who remains obligated to the

payments and terms of the lease.

In a reflection of tight management controls and efficient staffing, the SJPC generated a 4% increase in operating revenues in 2011 over 2010 with total port operating expenses reduced by 5% and general and administration decreasing by 3%. In a partnership with the Gloucester County Improvement Authority, the SJPC continues to be on schedule in building the new Paulsboro Marine Terminal, an investment by the State of New Jersey into the continuing, job-creating, economic development of southern New Jersey. Expected to open in 2014, the new terminal will be a flexible omniport and is being positioned to be the epicenter of logistics and hopefully manufacturing for wind turbines, primarily for offshore wind energy farms along the Atlantic seaboard.

As we have in the past, we're mainly focused on controlling our operating costs, developing new business to build on what we have and mitigate what has declined. We're focused on today and are building for the future.

Sincerely,



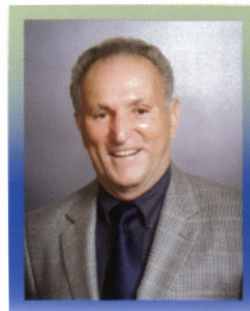
## 2011 LEADERSHIP



Chairman  
Richard A. Alaimo  
Burlington County



Director  
Chad M. Bruner  
Gloucester County



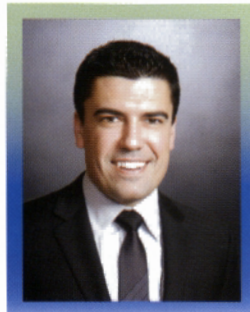
Director  
Robert A. DeAngelo, Sr.  
City of Paulsboro



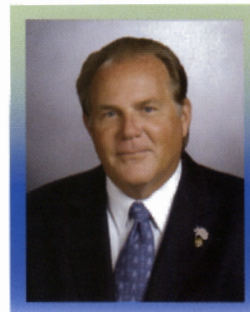
Director  
Jonathan S. Gershen  
Mercer County



Director  
Joseph A. Maressa, Jr.  
Camden County



Director  
Eric E. Martins  
Mercer County



Director  
Craig F. Remington  
Camden County



Director  
Sheila F. Roberts  
City of Camden



Director  
Francis X. Smith  
Salem County



Director  
Rev. Carl E. Styles  
Cumberland County



Director  
Christopher Chianese  
Treasurer's Designee



Director Andrew P.  
Sidamon-Eristoff  
State Treasurer

### BOARD OF DIRECTORS

**THE BOARD OF DIRECTORS** of the South Jersey Port Corporation is at full membership with five directors from the Camden/Gloucester subdistrict; three directors from the Burlington/Mercer subdistrict; two members from the Cape May/Cumber/Salem subdistrict; and the Treasurer of the State of New Jersey as a permanent ex-officio member.



## KEVIN CASTAGNOLA NAMED PORT EXECUTIVE DIRECTOR & CEO BY BOARD

### CONTINUITY AND STABILITY

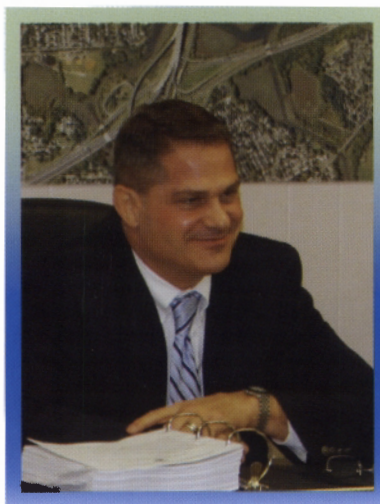
of leadership have been prime factors in the smooth transition of command and daily operations at the South Jersey Port Corporation as illness sapped the energies of legendary Executive Director Joseph A. Balzano.

Assistant Executive Director Kevin Castagnola, Mr. Balzano's protégé and heir-apparent, assumed the position of Acting Executive Director earlier when his mentor underwent treatment for his illness and then faced months of recovery time. With Mr. Balzano's passing, the Board of Directors signified its intention to name Mr. Castagnola Executive Director and Chief Executive Officer in December 2011 and then officially carried out the appointment in January of 2012.

Mr. Castagnola began his career at SJPC immediately after graduating from Springfield

College in the late '80s.

Mr. Castagnola, like Joe Balzano, grew up absorbing in-



KEVIN CASTAGNOLA  
EXECUTIVE DIRECTOR & CEO

formation about marine terminal operations, port operations, logistics and negotiations. In a career similar to Mr. Balzano's, Mr. Castagnola built an international reputation within the maritime community for being an excellent terminal operator, manager, contract negotiator and business developer with a

core emphasis on customer service and cost efficiency.

Mr. Castagnola joined the staff of the Port Corporation 25 years ago as a Warehouse Coordinator and worked his way up the management ladder by assuming growing responsibilities each year.

During his tenure at the port, he has either worked in or been responsible for every aspect of the business of the port and represented the organization in every phase of its operations to its clients, staff, labor unions, elected officials and the media. As the Assistant Executive Director and Acting Executive Director, he reported directly to the Board of Directors and during the past year was the voice and face of the Port.

Mr. Castagnola has a bachelor of science degree in business management and psychology with a minor in economics.



## 2011: STABILITY IN AN ORDERLY TRANSITION

**STABILITY IS KEY** to the success of the South Jersey Port Corporation, as 2011 marked the orderly transition of leadership at the port as the fifth year of a stubborn global economic whirlwind of recession, tempered recovery and fears of further erosion.

For nearly 25 years, Executive Director Joseph A. Balzano, under the guidance of the Board of Directors, provided the vision and stability in leadership to grow the SJPC's mainstay terminals in Camden, New Jersey, later in Salem, New Jersey, and in the current major expansion at the Paulsboro Marine Terminal.

Recognizing the upcoming need, Mr. Balzano—working with the Board under Chairman Alaimo's leadership—began an orderly transition of management and continuity in leadership. Assistant Executive Director Kevin Castagnola, who spent 25 years working his way up the leadership ladder at the SJPC under Mr. Balzano's tutelage, was named acting Executive Director in 2011 and as-

sumed greater daily operational control. Following, Mr. Balzano's death late in 2011, the Board and Governor Chris Christie, approved Mr. Castagnola's appointment as Executive Director and Chief Executive Officer.

To honor Mr. Balzano's more than 50 years of service, the board renamed the Beckett Street Marine Terminal as the "The Joseph A. Balzano Marine Terminal."

The State of New Jersey created the SJPC as an engine of economic growth for the seven southern counties of the state east of Philadelphia. Rutgers University's highly respected Edward J. Bloustein School of Planning and Public Policy recently concluded that the SJPC supported 1,101 direct jobs, 2,028 total New Jersey jobs with a New Jersey annual payroll of \$99 million and net business income of \$298 million.

The SJPC is working to do more and to rebound from the recession-driven cargo declines over the previous five years. Steel, lumber and other

non-fruit cargos have stabilized and in 2011 grew by three percent. While that growth was not enough to fully mitigate the departure of Del Monte Fruit's tonnage from Broadway Marine Terminal's Pier 5, it reflects how the SJPC is rebounding.

Recognizing the uncertainty of a global rebound and a return to a robust recovery, the SJPC has prudently right-sized its staffing, trimmed operational costs and made management decisions that have resulted in greater efficiencies and a 4% increase in operational revenues.

The SJPC continues to work with its tenant partners to increase their tonnage while working to attract others. As the number one cocoa bean port on the east coast, cocoa beans imports have rebounded after several months' drought of cocoa shipments from the Ivory Coast caused by battle of leadership of the country. Steel cargoes also increased as American car manufacturing rebounded. While the departure of Del Monte has been re-



*In recent years, SJPC executed memoranda of understanding with four offshore wind energy developers to serve as their staging and service port.*

flected in a loss of tonnage and wharfage revenues, the firm, Camden Waterfront LLC, to which Del Monte's lease was assigned is responsible for the remaining eight years of lease payments to the SJPC.

Confident of the eventual economic recovery and the need to be well positioned to exploit it for South Jersey growth, the SJPC working with the Gloucester County Improvement Authority, began site preparation on the new Paulsboro Marine Terminal in 2010 and moved to construction in 2011.

Paulsboro Marine Terminal will be a 200-acre omniport with the flexibility to handle a variety of cargoes. Facilities can be customized to meet customers' needs and the terminal is a doorway to several hundred acres of non-SJPC land for industrial, commercial, international commerce. Like the SJPC's other terminals, Paulsboro Marine Terminal has heavy rail tie-ins to the national rail system, direct access to the nation's Interstate system,

and is within a 24 hour drive to the richest and most densely populated areas in the United States with 100 million consumers stretching into Canada. Paulsboro Marine Terminal will have the heavy lift and heavy load capacity to become the hub of offshore wind energy for the eastern United States and is also ideally positioned, geographically, to serve that industry.

In recent years, SJPC executed memoranda of understanding with four offshore wind energy developers to serve as their staging and service port. The State of New Jersey is in active discussions with manufacturers of wind energy turbines for turbine manufacturing plants to be located on parcels adjacent to the Paulsboro Marine Terminal. The State of New Jersey has created significant financial incentives to attract both developers and manufacturers of wind energy with Paulsboro Marine Terminal as its hub. As an omniport, Paulsboro will have the flexibility to attract and handle varied cargoes in addition to the potential for

offshore wind opportunities.

The SJPC is always mindful of its fiduciary responsibility to its bond holders and the tax payers of New Jersey. It takes pride in being a ladder of opportunity for residents of its host communities: Camden, Salem and now Paulsboro, in creating jobs throughout the seven southern counties that comprise the port district.

In addition to jobs, the SJPC is committed to being a good neighbor and in 2011 launched the first annual "Clean and Green" program in the host City of Camden that has been victimized by illegal dumpers of trash and debris. Working with its 35 tenants and additional port district businesses and Camden Mayor Dana Redd and State Senator Donald Norcross, the SJPC and its tenants and neighbors deployed over a 100 volunteers armed with brooms, rakes and shovels to clean up the port neighborhood.





## 2011 TONNAGE REVIEW

### South Jersey Port 2011 tonnage increases as net operating income rises

**PRUDENT MANAGEMENT** resulted in significant growth in net operating income for 2011. The loss of cargo experienced with the departure of a marquee tenant, Del Monte, in 2010, is being overcome in spite of the slow economy.

Both cargo tonnage (3,881,306 tons in 2006) and net operating income (\$4,896,239 in 2007) peaked just before the recession unleashed its global fury. The aggressive operational cost cutting efforts that the SJPC be-

gan in 2006 reduced manpower and operational costs as net operating income bottomed out in 2009 at the lowest levels in more than a decade. As the result of the cost-cutting, revenue rebounded even as cargo tonnage remained relatively flat overall. Tonnage began to grow in 2009-2010 only to decline with the loss of the import fruit operations of Del Monte.

As other cargoes continued to grow with a promise of recovery into 2010, Del Monte vacated their Pier 5

facilities at the Broadway Terminal, assigned their lease to Camden Waterfront Development, and moved fruit import operations to a Gloucester City terminal.

The loss of the Del Monte cargo turned an otherwise promising growth of cargo into a decline. Nevertheless, despite the loss of tonnage crossing its docks, SJPC was held financially harmless. The long term lease assures that revenues continue to flow to SJPC for



BREKBUK TONNAGE: 2010 VS 2011

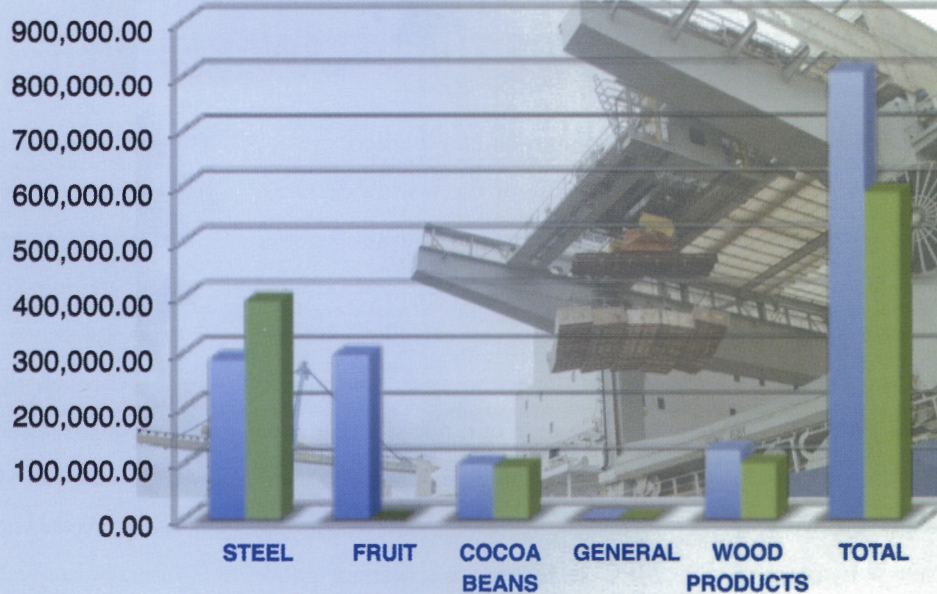
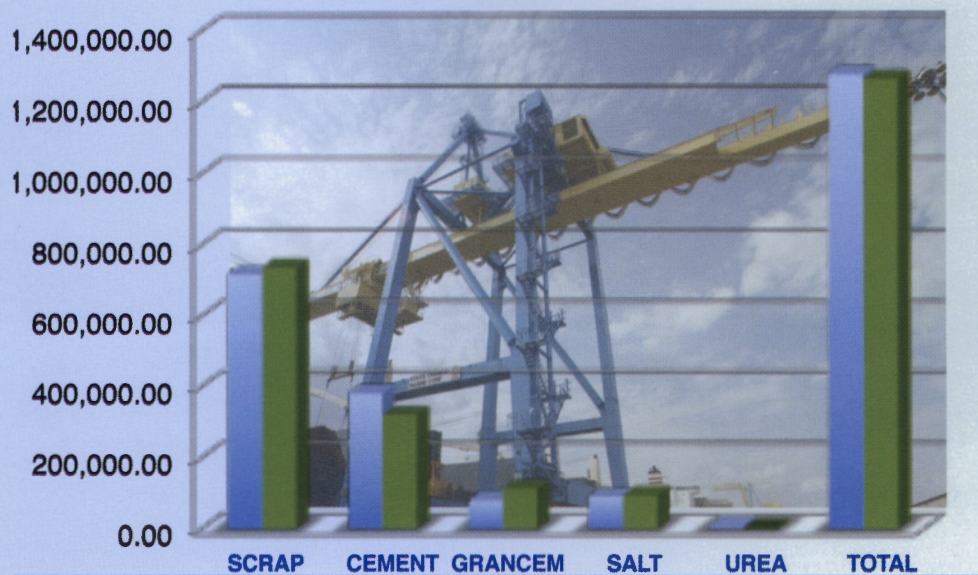


CHART KEY

■ 2010

■ 2011

BULK TONNAGE: 2010 VS 2011



another eight years as the new tenant works to rebuild cargo flow at Pier 5.

While overall cargo tonnage remained flat into 2010, the net operat-

ing income grew from \$1,236,825 in 2009 to \$3,126,796 in 2011.



## NEW OMNIPORT AT PAULSBORO RISING ON THE BANKS OF THE DELAWARE RIVER

### CREATION OF THE PAULSBORO

Marine Terminal is one of the most significant economic development events in the region's history. Our rivers and oceans are water highways of commerce no less important than ones built of concrete on land. No civilization that hopes to tap into a global economy can prosper without them. Expanding our port assets in South Jersey means good things for

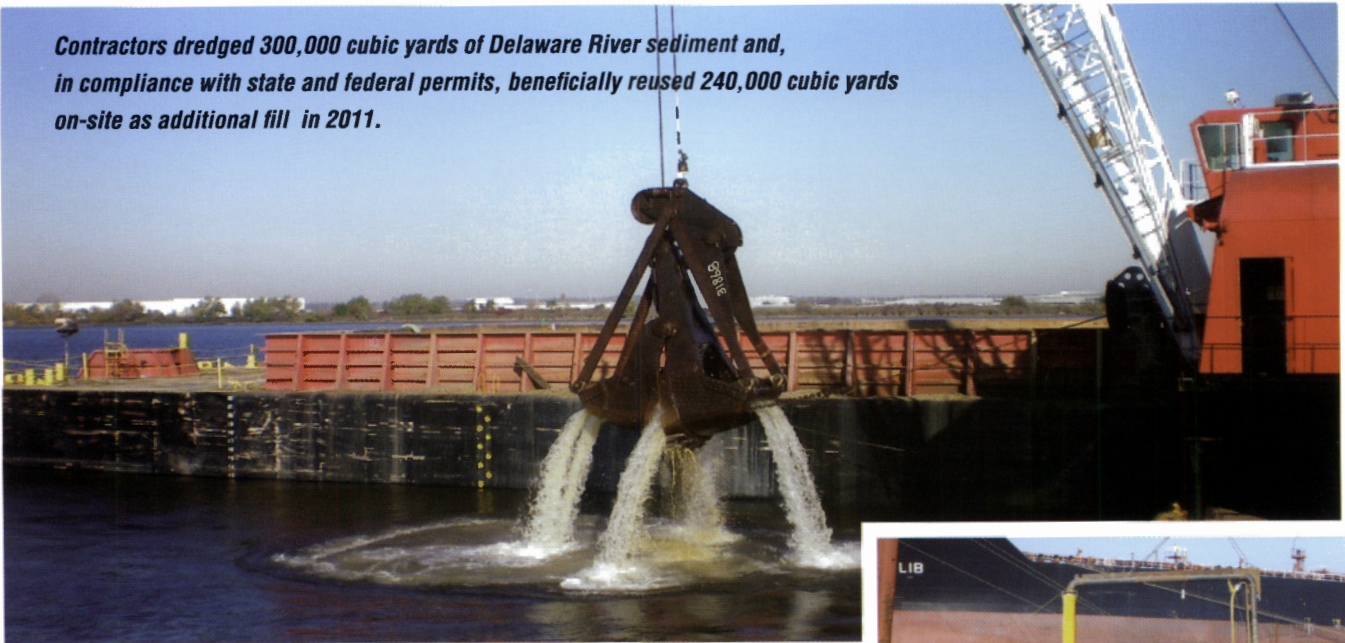
the economy and for workers.

Because of the worldwide recession, we continue to be in an economic valley. However, as the new terminal in Paulsboro comes online, we anticipate the economy to continue its upswing and our ports in Camden and Paulsboro to be poised to for the incremental growth that will follow. SJPC is focused on keeping good-paying jobs in Camden, creating more

good paying jobs in Paulsboro and enhancing New Jersey's transportation infrastructure in order to be ready to compete globally in the evolving world marketplace.

Through the implementation of the construction activities listed here, the Paulsboro Marine Terminal project has created nearly 155,000 person-hours or nearly 20,000 person-days of on-site construction work.

*Contractors dredged 300,000 cubic yards of Delaware River sediment and, in compliance with state and federal permits, beneficially reused 240,000 cubic yards on-site as additional fill in 2011.*



### PORT RECEIVES WIND ENERGY AWARD


**SOUTH JERSEY PORT CORPORATION** was a recipient of *Expansion Solutions Magazine's* 2011 Awards of Excellence in the \*\*\* Wind \*\*\* industry category.

These awards recognize those organizations that have clearly demonstrated exceptional progress and potential in the development of their specialty areas.



*Work on the wharf structure is under way at Paulsboro, with the pouring of concrete into combi-wall pipe piles. In the background a NuStar asphalt ship unloads product.*





## OFF-SHORE WIND INDUSTRY POTENTIAL GROWS AT PAULSBORO

**LOOKING FORWARD** the Paulsboro Marine Terminal team expects to execute another \$65 million of construction and equipment supply contracts during 2012. These additional contracts are forecast to be complete by late 2014, which will open the new piers to waterside terminal operations.

From initial meetings with the offshore wind industry stakeholders in early 2008, the SJPC has recognized the potential job creation and economic development that could be generated by concentrating offshore wind related component staging, storage, pre-assembly, and select manufacturing, processing or value-added activities.

Due to ongoing coordination with state and federal agencies and the off-shore wind industry in the summer of 2010, the State of New Jersey signed into law the "Offshore Wind Economic Development Act" (OWEDA), which established an offshore wind renewable energy certificate program and authorized NJEDA to provide tax credits for qualified wind energy facilities in wind energy zones. Based in part on OWEDA and in concert with advancements by the Federal Government through the Bureau of Ocean Energy and Management, the agency responsible for executing outer continental shelf leases, more than 10 private sector off-

shore wind developers have formally expressed interest in developing wind farms 12 to 20 miles off New Jersey's coastline.

During 2011, SJPC has conducted a series of lease negotiations with several prospective offshore wind developers, equipment manufacturers and component fabricators. In addition, the NJ Board of Public Utilities and Rate Payer Advocate held a series of public meetings with interested offshore wind stakeholders to draft the required state regulations in compliance with OWEDA, which once approved, will govern New Jersey's prospective offshore wind industry.

### KEY CONSTRUCTION AND PROJECT-RELATED MILESTONE DURING 2011 INCLUDE THE FOLLOWING:

- Completed site demolition, site clearing and the installation of erosion and sediment control measures
- Installed 3,000 linear feet of retaining wall along Delaware River shoreline and hauled, placed and compacted approximately 300,000 cubic yards of fill material to raise the site elevation above the 100-year flood plain
- Installed 203 16-inch diameter steel pipe piles along the proposed wharf structure within the Delaware River, which together with a subsequent wharf construction contract, will support future vessel operations and cargo loading and unloading
- Dredged 300,000 cubic yards of Delaware River sediment and in compliance with NJ State and Federal permits, beneficially reused 240,000 cubic yards on-site as additional fill while the balance of the dredge material was placed at the Gloucester County Solid Waste Complex
- In concert with raising the site elevation, nearly 150 existing monitoring wells were extended such that the effectiveness of on-going site remediation activities by third parties could continue in compliance with NJDEP requirements
- Installed nearly 10,000 linear feet of storm drainage pipe, 67 drainage structures and 3 new storm drainage outfalls
- Hauled, placed and compacted nearly 60,000 cubic yards of fill material to create the sub-grade for the southern portion of the terminal access road
- Began excavation and other site preparation activities to create approximately 15 acres of new tidal wetland habitat within a footprint that prior to the 20<sup>th</sup> century was flowed by the Delaware River
- Continued the design development process for subsequent construction contracts, including the wharf, in-terminal roadway and rail lines, warehouse and transit shed locations, administration building, maintenance facility, access control and utility infrastructure
- Marketed the terminal to prospective terminal users and tenants including the off-shore wind industry





*More than 100 volunteers from local businesses, divided into five teams, fanned out throughout the Port District to clean up their neighborhood. Joining the teams were the City's Mayor Dana Redd and SJPC Director Sheila Roberts.*



## PORT DISTRICT CLEAN UP SPONSORED BY SJPC MAKES IMPACT

**More than 100 volunteers join SJPC in effort**



**ON SEPTEMBER 28**, businesses from throughout Camden's port district joined the South Jersey Port Corporation in a cooperative campaign to clean the neighborhood streets in a "quality of life" battle against "short dumpers" who turn local lots, sidewalks and streets into illegal trash dumps.

The first annual "Port Clean & Green" event was sponsored by the Port Corporation in collaboration with the City of Camden and port district businesses ranging from the nation's leading importer of cocoa to leading recycling companies and stevedoring firms.

More than 100 volunteers participated in the four-hour long clean up. The workers met at a Port parking lot,

arriving with rakes, shovels, brooms, litter spears and garbage bags, ready to do battle with the debris on the streets and in empty lots. Before the morning was over, the workers had called in heavy-duty machines to help shift tires, televisions, plumbing fixtures, wood and other heavy materials that they had removed from streets and empty lots.

The volunteers were joined by State Senator Donald Norcross, Camden Mayor Dana Redd and Director Sheila Roberts of the South Jersey Port Corporation.

This is a quality of life issue for the people who live in the port district and it effects the viability of these businesses that create hundreds of jobs, pay taxes and are a major foun-

dations of this city's economy. Short dumping is the illegal practice where individuals clandestinely dump their debris anywhere short of having to pay a landfill fee, often on city streets like ours.

Before the day was over, hundreds of industrial-sized trash bags had been filled, litter was totally removed from the five streets in the port district, and towering piles of garbage of all sorts awaited disposal by City of Camden waste management trucks. It was a job well done, but unfortunately, one not over.





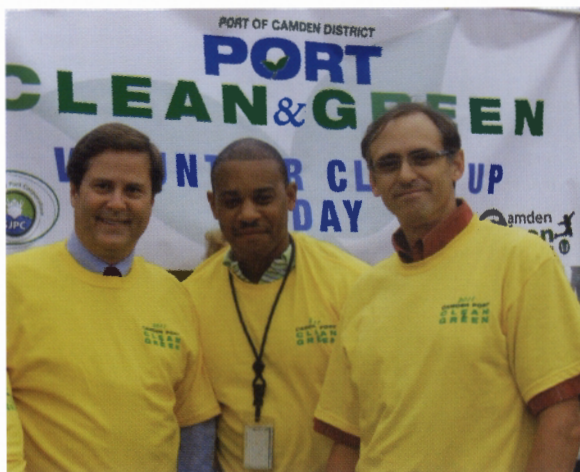
## VOLUNTEERS MADE A DIFFERENCE



At right, SJPC Director Sheila Roberts and Treasurer Pat Abusi join General Manager of Maintenance Michael Colavita (left) at the Clean & Green news conference where they distributed tools to the volunteers who helped clean up the port district streets in the first in what is anticipated to be an annual clean up day.



In the above photo, Camden Mayor Dana Redd (left) and SJPC Director Sheila Roberts put on work gloves and joined the volunteer crews, helping to clean the streets outside the port property. At right, State Senator Donald Norcross at left wore a Clean & Green T-shirt as he joined SJPC's employees Thomas Johnson, center, and Jay Jones at the opening ceremony.



### PARTNERS IN THE CLEAN UP

South Jersey Port Corporation  
City of Camden  
Art MetalCraft Plating Co.  
Camden International  
Commodities Terminal  
Camden Iron and Metal  
Camden County MUA  
Champion Trucking  
Central Metals, Inc.  
Cooper's Ferry Partnership  
Delaware River Stevedores  
National Paper Recycling, Inc.  
Nutsco Inc.  
R. Fanelle's Sons  
State Metal Industries, Inc.





## FEDERAL GRANTS AUGMENT SECURITY MEASURES AT PORT

**PORT SECURITY** at SJPC's Balzano Marine Terminal and the Broadway Terminal was augmented through support from two federal Port Security Grant programs. FEMA awarded SJPC an FY07 Supplemental Port Security Grant for video surveillance improvements and an FY08 Port Security Grant for an Alert Notification System. The results of both grants were carried out in 2011.

The main components of the video surveillance project were ASG Security to enhance the recording and remote access capabilities of the Port's existing video surveillance network. Since the project was completed in December 2011, the ability to access live and recorded video remotely has proven to be a significant tool for security and operations personnel to see, respond, intervene and mitigate risks. Access to the terminal video network is also available to our federal and state partners.

The FY08 Port Security Grant project will empower the SJPC with a proven alert notification system called the Roam Secure Alert Network (RSAN) and the Roam Secure Information Exchange (RSIX) provided by Cooper Notification.

The SJPC Alert Notification System (ANS), when rolled out in the first quarter of 2012, will allow the SJPC to instantly communicate detailed emergency alerts, incident management instructions, as well as important port information to employees, port tenants and port partners.

This network of system users add to the feeds about weather, traffic, news and critical information that can be shared with other RSAN users via the RSIX. This feed service allows both public and private information to be shared throughout the entire RSAN/RSIX system.

The alert notification system is

available to port partners at [www.sjp-calerts.com](http://www.sjp-calerts.com) in March 2012.



Three sessions of a two-day Maritime Administration-approved port security training course for first responders was provided by the New Jersey Department of Homeland Security & Preparedness at the Broadway Terminal in March.

Among the activities that took place during the sessions was a group trip to Tioga Terminal with the Delaware River Stevedores. The visit was to introduce the participants to a particular kind of ship activity and experience and emphasize to those involved that every port is different, in ships, cargoes, and handling. The course was made possible through federal Port Security Grant funding



**SINCE DECEMBER 2008**, anyone granted access into the Balzano or Broadway Terminals must possess a Transportation Worker Identification Credential (TWIC), issued through the Transportation Security Administration, or make arrangements for a side-by-side approved escort. The federal TWIC requirement impacts everyone, from employees to longshoreman, to truck drivers and vendors who call at the port.





### JOSEPH A. BALZANO MARINE TERMINAL

Location:	Joseph A. Balzano Boulevard, Camden, NJ
Specialized cargoes:	Wood products, steel products, cocoa beans, furnace slag, salt, containers, and recycled metals
Other cargoes:	Project and dry bulk cargoes
Area:	122 acres (49.4 ha.)
Berths:	4: 2,655 linear ft. (701 meters)
Depth at MLW:	35 ft. (10.7 m.) to 40 ft. (12.2 m.)
Storage capacity:	21 dry warehouses comprising 1,168,441 sq. ft. (108,591 sq. m.)
Heavy lift cranes:	One multi-purpose bulk/container crane, 95 tons (86.2 metric tons); one general purpose cargo/container crane, 35 tons (31.8 metric tons)
Direct transfer:	Direct to and from truck/rail/vessel
Truck gates:	Balzano Boulevard main gate & 6 storage area gates
Highway access:	Direct to I-676, I-76, US Rt.130 and I-295
Rail connections:	CSX, NS, and CP rail systems
Other features:	Food grade warehousing; all warehouses and sheds served by rail; innovative direct discharge for bulk cargoes; custom cargo carriers for direct discharge to storage; all-weather loading; temperature control warehouse





### BROADWAY TERMINAL

Location:	Broadway at Morgan Boulevard, Camden, NJ
Cargoes:	Petroleum coke, furnace slag, dolomite, other dry bulks, steel products, wood products, minerals, cocoa beans and perishables
Area:	106 acres (42.8 ha.)
Berths:	2: 1,700 linear ft. (518.16 m.) Depth at MLW: Pier 1 — 35 ft. (10.7 m.), Pier 2 — 40 ft. (12.2 m.)
Storage capacity:	36 dry warehouses providing 1.128 million sq. ft. (102,600 sq. m.)
Cranes:	Multi-purpose electric — 95 tons (86.2 metric tons)
Direct transfer:	Direct to and from truck/rail/vessel
Truck gates:	3
Highway access:	Direct to I-676, I-76, US Rt.130 & I-295
Rail connections:	CSX, NS, and CP rail systems
Other features:	Full-service facility for all breakbulk and bulk cargoes; bulk cargo storage area with direct rail service; marine-related industrial park services

### BROADWAY TERMINAL PIER 5

Owner:	South Jersey Port Corporation
Lessee:	Camden Waterfront LLC
Location:	Port of Camden, Broadway Terminal, 2500 Broadway, Camden, NJ
Specialized cargoes:	Perishables (inactive)
Terminal area:	28 acres (11.3 ha.)
Number/size of berths:	1 berth: 1,135 linear ft.
Depth at MLW:	35 ft. (10.7 m.)
Storage capacity:	3 temperature-controlled warehouses, 60,000, 75,000, and 53,400 sq. ft. 1 dry - 25,000 sq. ft.
Reefer plugs:	175
Direct transfer:	Direct to truck/rail, LCL and FCL handling
Truck gates:	2
Loading docks:	40
Other features:	2,000 ft. of rail siding for intermodal COFC transfer





### SALEM MARINE TERMINAL

Location:	Salem, NJ, at Exit 1 of the New Jersey Turnpike
Lessee:	National Docks LLC
Specialized cargoes:	Sand and gravel
Other cargoes:	Various dry bulk and project cargoes, wearing apparel, and motor vehicles
Area:	28 acres
Berths:	1: 350 linear ft. (130 ft. sheathed)
Storage capacity:	60,000 sq. ft. of shed and warehouse space
Highway access:	Direct access to Rt. 49, Rt. 45 with access to US 130, I-295 and NJ Turnpike
Special features:	The Port of Salem is designated as Foreign Trade Zone No. 142 in combination with nearby Millville (NJ) Airport)

### OPENING SOON . . .



#### PAULSBORO MARINE TERMINAL A New Omniport On The Delaware River

200 Acres • Planned 2,400-Linear-Foot, Deep Draft Berthing;  
500-Linear-Foot Barge Berth

One-Mile Limited Access Roadway to Interstate

CSX, NS, and CP rail systems With Integrated On-Dock Rail Infrastructure



**SOUTH JERSEY PORT CORPORATION 2011 EMPLOYEES**  
(AS OF DECEMBER 31, 2011)



Executive Director  
and CEO  
Kevin Castagnola



Deputy  
Executive Director  
Jay Jones



Treasurer  
Pat Abusi



Port Engineer  
Henry D'Andrea



Board Secretary  
John Maier

Daniel Aaron  
George Aaron  
David Acevedo  
Robert Albanese  
Michael Anderson  
Stephen Anderson  
Robert Bak  
Edward Bell  
Steven Bell  
Glenn Berkowitz  
Robert Bessing  
Patrick Boyle  
Robert Britland  
David Buffetta  
Joseph Burleigh  
Albert Celeste  
Anthony Colavita  
Michael Colavita  
Urban Cooper  
Kenneth Cosby  
Damian Czajka  
Wieslaw Czajka

Vincent D'Alessio  
Timothy D'Amico  
George Decker  
Mike Dehoff  
Michael Deliberis  
Joseph DeLuca Jr.  
William DeLuca III  
Michael Delvescio  
Harry Demiani  
Jason DeTata  
Joseph Diamond  
Angelo DiPlacido  
Louis DiTomaso  
Athina Efelis  
Stephen Endres  
Bobby Lee Farrish  
Donell Farrish  
Earl Farrish  
Edward Froman  
Raymond Gallagher  
Alvin Gindhart

Oanh Glanz  
Kevin Greenjack  
William Higgins  
Robert Jack  
Thomas Johnson  
Pawel Kasprzak  
William Kelley  
Joseph Knecht  
Herbert Lambert  
Michael Lang  
David Lenhart  
Edward Loatman  
Louis Malatesta  
Robert Mancine  
Panteleiman Mastalos  
Thomas Mayo  
Rosemarie McBride  
Timothy McCarthy  
David McGoldrick  
Raymond McKenny  
Bernadette Meads

Williams Means  
Douglas Miller  
Jason Mitros  
Joseph Monturano  
Frank Nestore  
Lien Nguyen  
Shawn Norman  
Richard Padulese  
Juan Pena  
Antonio Pimpinela  
Darryl Potter  
Kenneth Rossi  
Ricky Santiago  
Debbi Silverman  
Jack Striewski  
Joseph Thomas  
Robert Vanfossen  
Robert Weyand Jr.  
James Wolf  
John Yarnall  
Noe Yax-Santos









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