



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
APRIL 25, 2023
12:30 p.m.

Directors Present:	Richard Alaimo	Chairman 🗣️
	Christopher Chianese	State Treasurer Designee 🗣️
	William Higgins	Director 📞
	Sheila Roberts	Director
	Joseph Maressa	Director 🗣️
	Robert D'Angelo	Director
	Eric Martins	Director 📞
	Jonathan Gershen	Director
	Chad Bruner	Director 🗣️
Directors Absent:	Carl Styles	Director
In Attendance:	Janice Venables	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Louis Lessig	General Counsel
	August Knestaut	Dir. of L&R Affairs
	Jonathan Atwood	Acting Board Secretary/Chief of Staff
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Kevin Duffy	COO
	Grant McGuire	McManimom, Scotland, and Baumann
	Malcolm Thorpe	McManimom, Scotland, and Baumann
	Dennis Culnan	Phoenix Strategies
	Dan Bontempo	Stantec
	Patrick Boyle	Senior Purchasing Agent
	Tim Ingram	IFPTE Local 18 Vice President
	Michael Vindick	IFPTE Local 18 Secretary/Treasurer

The Acting 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 January 5, 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 2023, 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 2023. 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 – MARCH 28, 2023

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on March 28, 2023, were presented for approval.

A motion was made to approve the March 28, 2023 Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by:	S. Roberts
Seconded by:	R. DeAngelo
Abstain:	J. Gershen
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES MARCH 28, 2023

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on March 28, 2023 were presented for approval.

A motion was made to approve the March 28, 2023 Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by:	S. Roberts
Seconded by:	R. DeAngelo
Abstain:	J. Gershen
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 3/11/2023–4/6/2023 was presented for approval.

A motion was made to adopt Resolution 2023-04-0036 for the approval of the Operating Unpaid Bill list for the period 3/11/2023- 4/6/2023.

Moved by:	S. Roberts
Seconded by:	R. DeAngelo

Voting for motion: All
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 3/11/2023– 4/6/2023 was presented for approval.

A motion was made to adopt Resolution 2023-04-0037 for the approval of the Advance Payment Bills for the period 3/11/2023-4/6/2023.

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

Voting for motion: All
Voting against motion: None

CREDIT LIST - (NONE)**CHANGE ORDERS - (ONE)**

**CHANGE ORDER
RESOLUTION NUMBER 2023-04-0038**

**Balzano Replacement of Perimeter Security Protection
Change Order No. 2 – Remington & Vernick Engineers**

By Resolution 2022-04-0038, the SJPC Board of Directors approved The design services for the Replacement of Perimeter Security Protection at the Balzano Terminal was awarded to Remington & Vernick Engineers (RVE) by Board Resolution 2020-04-0039.

Construction plans and specifications were prepared for the perimeter security fence along the EMR tenant lease line. The fence alignment requires a survey to locate corners coordinates. RVE conducted surveys during design and the markers were eradicated during port operations. We are requesting RVE to re-establish survey benchmarks and stake the fence corner coordinates such that fence construction can begin. Fox Fence has been awarded the fence work and is ready to start the work.

SJPC staff therefore requests Board Approval of Change Order Number 2 to Remington & Vernick Engineers in the amount of \$3,610.00 bringing the total contract amount to \$118,267.59.

The Original Contract Amount	\$ 99,187.59
Previously Approved Change Orders	\$ 15,470.00
Change Order No 2	\$ 3,610.00
Adjusted Contract Amount	\$118,267.59

A motion was made to adopt Resolution 2023-04-0038 for Change Order Number 2 to Remington & Vernick Engineers in the amount of \$3,610.00 bringing the total contract amount to \$118,267.59

Moved by:	W. Higgins
Seconded by:	J. Gershen
Voting for motion:	All
Voting against motion:	None

CONSTRUCTION FUND REQUISITIONS

Staff presented (8) advance construction fund requests in the amount of \$120,268.35 and (6) unpaid construction fund requisitions in the amount of \$13,223.23

A motion was made to adopt Resolution 2023-04-0039 to approve the Construction Fund List for the period ending April 25, 2023.

Moved by:	J. Maressa
Seconded by:	R. DeAngelo
Voting for motion:	All
Voting against motion:	None

TREASURER'S REPORT

For the month of March 2023, the SJPC generated net income before non-operating interest expense and depreciation and amortization in the amount of \$104,161 which is over budget by \$91,161 for the month. Our YTD net income as of March 31st is \$915,735, which is over budget by \$867,241.

Please note that we added \$23,482 to deferred revenue from income in March. Our deferred revenue balance increased from February and was \$477,605 at the month's end. March 2023 month-ended net income is approximately \$110,000 higher as compared to March 2022.

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 March 2023 was 240,228 s/tons, a 5% increase from March 2022. Year to date tonnage through March totaled 794,082 s/tons; representing an 11% increase when compared to the same period in 2022.

Breakbulk tonnage for March 2023 totaled 134,680 s/tons. This is a 63.9% increase when compared to March 2022.

Camden steel imports in March 2023 showed a 4.6% decrease over March 2022. There has been no cargo activity of plywood compared to 13,625 s/tons of plywood YTD March 2022.

March 2023 Cocoa bean imports totaled 8,751 s/tons compared to 7,469 s/tons in March 2022.

Bulk activity for March 2023 was 105,548 s/tons; a 28.1% decrease from March 2022.

Exports of recycled metals in March were 68,063 s/tons; an 18.6% increase compared to March 2022. There was no cargo activity for cement in March 2023 compared to 52,693 s/tons in March 2022. March 2023 Grancem totaled 23,869 s/tons for a decrease of 15.1%. Sand was 50,405 s/tons for 2023, a 95.1% increase. There was no cargo activity of Gypsum in March 2023 or March 2022.

SJ PC's marine terminals handled 20 ships in March 2023, compared with 21 in March 2022.

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

Paulsboro MT EEW

EEW continues to receive monopile sections and is scheduled to complete the Paint and Blast Building and plans to start painting monopiles by early May.

We continue to discuss funding and next steps with EEW and the GCIA. EEW and TRIAD are completing the PIPD Grant application approved by the Board last month.

AAPA Legislative Summit

Jonathan Atwood recently traveled to Washington, DC, for AAPA's annual Legislative Summit, where he met with members of Congress, staff, policymakers from the White House, USDOT, and the Federal Maritime Commission.

Offshore Wind

I attended the 2023 International Offshore Wind Partnering Forum in Baltimore, Md. From March 28 – 30. The President of Delaware River Stevedores also attended the event. The event was well attended and provided an opportunity to meet with not only major companies constructing the offshore wind projects but the firms who are acting as subcontractors for smaller pieces of the overall projects. A few potential leads have been developed and we will continue to work with these companies over the next few months to determine if their operations will fit at one of our terminals. One follow-up meeting is currently being scheduled for early June when we be in Rotterdam attending Breakbulk Europe.

World of Wood Conference

Brendan Dugan and Rose Hope attended the International Wood Products Association (IWPA) World of Wood Conference in Savannah GA from March 29-31. The conference was attended by approx. 280 US wood products importers and foreign exporters, including several SJPC plywood import customers. Based on import inventory buildup, slowing demand, and a decrease in container freight rates, most plywood importers are shipping smaller quantities, and in

containers vs. breakbulk. It is expected that breakbulk shipments may increase as inventories become depleted later in the year, but in the meantime, staff are following up on the potential of Brazilian-origin plywood that is currently being shipped in breakbulk. Brendan Dugan also introduced FMC Commissioner Max Vekich at one of the conference sessions, where Commissioner Vekich presented an overview of the Ocean Shipping Reform Act of 2022.

JOC Breakbulk 2023

Brendan Dugan and I attended the Journal Of Commerce's annual Break Bulk Conference in New Orleans from April 19th – 21st. The conference attracted over 300 attendees and provided us with the opportunity to meet with current and potential new customers to promote our terminals along the Delaware River.

Legislative Tour

We recently met with staff of Assembly Majority Leader Lou Greenwald to discuss our current funding and capital project needs. Jonathan and Dennis Culnan then took them on a tour of our Camden marine terminals.

Collective Bargaining Agreements

We held our first negotiating sessions with the CWA on April 4th and April 11th to discuss non-financial contract items. We will also plan to meet with Local 18 and Teamster Local 79 for later in April with the hope of having negotiated contracts in time for the June board cycle. Local 18's contract expired last July, and the other contracts expire on June 30th of this year. We will continue to update the Board as negotiations continue.

Port of the Future

From April 4 - 6 this month, Mr. Perks, our Director of Engineering attended the Port of the Future Conference in Houston, Texas. The conference was hosted by the University of Houston College of Technology and held at the Hilton Conference Hotel on the university campus. There were 350 attendees, including dignitaries from MARAD, the Federal Maritime Commission, the White House Supply Chain Disruptions Task Force, FEMA Department of Homeland Security Port Security Grant Program, the United States Coast Guard (Houston-Galveston Sector, National Cyber Command, and the National Research and Development Center), the National Maritime Law Enforcement Academy, Texas DOT, and others. Sixty-four attendees were from other port authorities.

The conference outlined the upcoming challenges facing the ports of the United States and described best practices in the areas of data digitization, automation, and information sharing for increased operational efficiency, ports cyber security, ports energy use and sustainability including decarbonization for the maritime supply chain, intermodal connectivity, and included presentations on the various federal grant programs available for ports.

Customer Visits:

- March 27th- General Cocoa visited the port to watch their vessel discharge.
- April 21st- Captain Chun, the new SK Port Captain visited the port and toured both terminals.

Outside Events

During the past month, we attended the following events:

- April 11th- Jonathan Attwood attended the Maritime Exchange Offshore Wind
- April 25th- Philadelphia Maritime Spring Fling
- April 26th-Several members from Local 18 & Local 1040 participated in the Camden Strong City Clean Up

ACTION ITEMS:**RESOLUTION 2023-04-0040: DESIGNATION OF ACTING BOARD SECRETARY TO SJPC BOARD OF DIRECTORS****REQUEST**

Staff is requesting Board approval designating Jonathan Atwood as Acting Board Secretary to the SJPC Board of Directors.

BACKGROUND

Currently, Victoria D' Amico is Board Secretary. Staff proposes to designate Jonathan Atwood, Chief of Staff and External Affairs, to serve in the role in an acting capacity.

A motion was made to approve Resolution 2023-04-0040 that Jonathan Atwood be appointed as Acting Board Secretary to the SJPC Board of Directors.

Moved by:

J. Gershen

Seconded by:

R. DeAngelo

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2023-04-0041: APPROVAL TO A WARD A CONSTRUCTION CONTRACT FOR THE CONSTRUCTION OF SHED 1 ROOF REPLACEMENT AT BALZANO MARINE TERMINAL**REQUEST**

Staff is requesting Board approval to award a construction contract to Kupex Exteriors, LLC to replace the Transit Shed 1 roof at the Balzano Marine Terminal.

BACKGROUND

Pursuant to the Board Authorization: RESOLUTION 2022-06-0060 APPROVAL TO ISSUE REQUEST FOR BIDS (RFB) FOR THE CONSTRUCTION OF SHED 1 ROOF REPLACEMENT AT THE BALZANO TERMINAL, the RFB was advertised for the solicitation of public bids to replace the Balzano Terminal Transit Shed 1 roof.

The scope of the work includes replacement of the entire 40,900 square feet of deteriorated and or storm damaged roof with a metal roof system. Work also includes gutter and downspout replacement as well as removal of existing roof skylights. The design engineers are Remington and Vernick Engineers.

A pre-bid meeting was held on March 15, 2023, with seven (7) contractors in attendance. The following four (4) bids were received on April 4, 2023:

Kupex Exteriors, LLC Trenton, NJ	\$1,304,884.30
Jottan Inc. Delran, NJ	\$1,596,507.00
D.A. Nolt Inc. Berlin, NJ	\$1,778,867.00
Union Roofing Contractors, Inc. Philadelphia, PA	\$1,954,775.00

A low bid scoping meeting was held with Kupex Exteriors, LLC on Monday, April 10, 2023, at which time the contractor, who attended the pre-bid site visit, demonstrated an understanding of the scope of work and explained his means and methods to accomplish the project. General Counsel attended the low bid meeting and review indicated that the bid proposal met all requirements of the RFB.

A motion was made to approve Resolution 2023-04-0041 to award a construction contract to Kupex Exteriors LLC, Trenton, NJ, in the Lump Sum Bid Amount of \$1,304,884.30.

Moved by: C. Chianese
Seconded by: J. Gershen

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2023-04-0042: APPROVAL TO EXECUTE CONFIDENTIALITY/ NON-DISCLOSURE AGREEMENTS RELATED TO PORT OF CAMDEN DEVELOPMENT CONCERNING OFFSHORE WIND PROJECT CARGO AND PROPERTY ACQUISITIONS

REQUEST

Staff is requesting Board approval to authorize the Executive Director and CEO to execute one or more Confidentiality/Non-Disclosure Agreements (NDAs) with public and private entities seeking to develop, or involved with development of, offshore wind farm projects along the coast of New Jersey and the eastern seaboard, concerning the use of SJPC Camden marine terminals (Broadway and Balzano) for project cargo, and with property developers or investors seeking to develop sites adjacent or near SJPC Camden marine terminals (Broadway and Balzano) for offshore wind farm development project cargo, subject to individual review and approval by SJPC legal counsel.

BACKGROUND

The continuing development of the offshore wind industry, and specifically, the development of wind farms along the New Jersey and entire eastern seaboard provides an opportunity for port and economic development at SJPC's Camden marine terminals. Public and private entities involved in this development require port facilities in New Jersey that can accommodate the delivery, storage, and manufacture of industrial components required to construct the wind farms. SJPC's Camden marine terminals (Broadway and Balzano) have the capacity to accommodate these said needs. It is anticipated that the SJPC will be required to have confidential discussions/negotiations with both public and private entities related to use and/or lease of SJPC Camden marine terminals for the delivery, storage, and manufacture of industrial components/cargo required in the development of offshore windfarm projects.

A motion was made to approve Resolution 2023-04-0042 to authorize the Executive Director and CEO to execute one or more Confidentiality/Non-Disclosure Agreements (NDAs) with public and private entities seeking to develop, or involved with the development of, offshore wind farm projects along the coast of New Jersey and the eastern seaboard, concerning the use of SJPC Camden marine terminals Broadway and Balzano for project cargo, and with property developers or investors seeking to develop sites adjacent to or near SJPC Camden marine terminals for offshore wind farm development project cargo, subject to individual review and approval by SJPC legal counsel.

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

Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2023-04-0043: APPROVAL OF ANNUAL SCI SUPPORT FOR SERVICES**REQUEST**

Staff is requesting Board approval of the Port's annual contribution to the Seaman's Church Institute.

BACKGROUND

The Seamen's Church Institute (SCI) provides services to seafarers who visit the ports along the Delaware River, including SJPC's facilities. SCI visits every ship that calls both the Balzano Marine Terminal and the Broadway Terminal. Those services include hospitality, transportation, telephone, computer, spiritual, and many other necessary and vital services. SCI has requested \$8,000 for services rendered at our terminals. This is the same amount as SJPC contributed last year.

The payment will be funded through the Operations account.

A motion was made to approve Resolution 2023-04-0043 to pay Seaman's Church Institute \$8,000.

Moved by: J. Gershen

Seconded by: S. Roberts

Voting for Motion: All

Voting Against Motion: None

INFORMATION ITEMS:

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

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.

The Chairman asked if there were any discussions for closed session. There were closed sessions items to be discussed. The Chairman asked for a motion to adjourn the regular open meeting.

A motion was made to adjourn the Regular Open Meeting

Moved by: S. Roberts

Seconded by: R. D'Angelo

Voting for motion: All

Voting against motion: None

At 1:05p.m. the regular open session was adjourned.

Following closed session, the Regular Session was reopened at 1:22 p.m.

A motion was made to adjourn the Regular Open Meeting at 1:22pm

Moved by:	J. Gershen
Seconded by:	W. Higgins
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, April 25, 2023.


Jonathan Atwood
Acting Board Secretary