

**MINUTES OF MEETING
THE DELAWARE RIVER AND BAY AUTHORITY
Delaware Memorial Bridge Complex
Tuesday, December 20, 2022**

The meeting convened at 10:00 a.m. at the Delaware Memorial Bridge Complex, with Chairperson Hogan presiding.

The opening prayer was given by Vice-Chairperson Lathem, followed by the Pledge of Allegiance.

Vice-Chairperson Lathem called on the Authority Assistant Secretary to read the meeting notice. The Assistant Secretary announced that a notice of the meeting had been distributed to the offices of the Governor of New Jersey and the Governor of Delaware, to appropriate staff members and consultants, to the press in both States and to any other individuals who had indicated an interest in receiving a copy of the meeting.

Vice-Chairperson Lathem called on the Assistant Secretary to take the roll.

Commissioners from New Jersey

James N. Hogan, Chairperson - Zoom
Shirley R. Wilson - Zoom
Ceil Smith
Sheila McCann
M. Earl Ransome, Jr.
Heather Baldini - Zoom

Commissioners from Delaware

Samuel Lathem, Vice-Chairperson
Crystal L. Carey* - Zoom
Henry J. Decker
Michael Ratchford
Veronica O. Faust – Zoom
Theodore Becker

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Vice-Chairperson Lathem called for the acceptance of the Agenda.

Commissioner Becker made a motion to accept the Agenda, seconded by Commissioner Smith, and the motion carried by a voice vote of 11-0.

Vice-Chairperson Lathem opened the meeting for public comment on any matters of interest.

Vincent Meconi was pleased to announce Phase 1 of the UHPC Overlay Project was completed in time to avoid the Thanksgiving Holiday. Mr. Meconi recognized his Engineering team. Chief Engineer Dave Hoppenjans, Project Leader Shekhar Scindia and Project Engineers Jenn Farina and Colleen Parris.

Vice-Chairperson Lathem called for a motion to move to Executive Session. Commissioner Becker made a motion, seconded by Commissioner Decker, and the motion carried by voice vote of 11-0.

Members of the public and certain staff were excused from the room during the Executive Session.

*Commissioner Carey arrived 10:07 a.m.

The Executive Session started at 10:07 a.m. and ended at 11:17 a.m.

At the conclusion of the Executive Session, Vice-Chairperson Lathem called for a motion to close Executive Session, and recess to conduct Committee Meetings. Commissioner Becker then made a motion, seconded by Commissioner Decker, and the motion carried by a voice vote of 12-0.

The Committee meetings started at 11:18 a.m. and ended at 12:28 p.m. During that time, the following Committee meetings were held:

- Audit & Governance
- Budget & Finance
- Economic Development
- Projects

At the conclusion of the Committee meetings, Vice-Chairperson Lathem called the Board meeting back to order at 12:36 p.m.

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12037. APPROVAL OF THE NOVEMBER 15, 2022 MINUTES

Commissioner Ratchford made a motion to approve meeting minutes for November 15, 2022, seconded by Commissioner Becker, and approved by a voice vote of 12-0.

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12038. DELAWARE RIVER AND BAY AUTHORITY – TRAFFIC AND REVENUE SUMMARY.

The Chief Financial Officer (CFO) presented charts showing Actual versus Projected Revenues for the Delaware Memorial Bridge, the Cape May-Lewes Ferry, Airports, Delaware City-Salem Ferry Crossing and Food Service for November charts were ordered filed with the permanent records of the Authority.

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12039. DELAWARE RIVER AND BAY AUTHORITY – STATEMENT OF INCOME AND EXPENSE.

The CFO presented charts showing statements of income and expense for November 2022 with comparisons to the same periods last year

Without objection, the charts were ordered filed with the permanent records of the Authority.

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12040. DELAWARE RIVER AND BAY AUTHORITY – OPERATING EXPENSE BY DIVISION.

The CFO presented charts for November 2022 showing expenses by division for the quarter to date vs. the projected quarter and for year to date vs. total budget.

Without objection, the charts were ordered filed with the permanent records of the Authority.

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12041. DELAWARE RIVER AND BAY AUTHORITY – CAPITAL IMPROVEMENT PROGRAM.

The CFO presented charts for November 2022 showing the capital budget for crossing and economic development projects and dollars committed to date for the projects. The chart also included cash expenditures spent to date for the committed projects.

Without objection, the charts were ordered filed with the permanent records of the Authority.

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12042. DELAWARE RIVER AND BAY AUTHORITY – CASH POSITION (MARKET VALUE) FOR NOVEMBER 30, 2022.

The CFO presented charts indicating the cash fund balances for the entire Authority.

Without objection, the charts were ordered filed with the permanent records of the Authority.

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12043. PUBLIC COMMENT ON ACTION ITEMS

Vice-Chairperson Lathem noted that (1) Contract Award, (3) Contract Close-Outs, and (8) Resolutions were being considered at today’s meeting.

All action items have been reviewed, and recommended for consideration, during today’s Committee meetings. He then called for public comment on any action items.

There was no public comment on action items before the Board.

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12044. AWARD OF CONTRACT #CMLF-C22-11 - CAPE MAY TERMINAL MONOPILE REPLACEMENT AND TIMBER PILE CLUSTER IMPROVEMENTS

The Chief Operations Officer (COO) noted that a public opening bid was held on November 17, 2022. The COO and Projects Committee recommended awarding the contract to the lowest responsible bidder Kokosing Industrial Inc. of Baltimore, Maryland, in the amount of \$1,192,777.00.

A motion to award CONTRACT #CMLF-C22-11 to the aforementioned firm was made by Commissioner Becker, seconded by Commissioner McCann, and approved by a voice vote of 12-0.

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12045. CLOSE-OUT CONTRACT #DMB-20-06 – DECK REPAIRS

CONTRACT #DMB-20-06 – DECK REPAIRS was awarded to J.D. Eckman, Inc. of Atglen, Pennsylvania.

It is recommended that the Authority accept this project and make the final payment to the contractor. The final cost of this project is \$2,105,490.65.

A motion to Close-Out Contract #DMB-20-06 was made by Commissioner Ransome, seconded by Commissioner Ratchford, and approved by a voice vote of 12-0.

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12046. CLOSE-OUT CONTRACT #DMB-21-03 – MISCELLANEOUS STEEL REPAIRS – 1ST AND 2ND STRUCTURES

CONTRACT #DMB-21-03 – MISCELLANEOUS STEEL REPAIRS – 1st and 2nd STRUCTURES to Cornell & Company of Woodbury, New Jersey.

It is recommended that the Authority accept this project and make the final payment to the contractor. The final cost of this project is \$6,935,532.56.

A motion to Close-Out Contract #DMB-21-03 was made by Commissioner Ransome, seconded by Commissioner Ratchford, and approved by a voice vote of 11-0-1. Chairperson Hogan abstained from the vote.

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12047. CLOSE-OUT CONTRACT #ILG-21-B – RUNWAY 1-19 LIGHTING REHABILITATION

CONTRACT #ILG-21-B – RUNWAY 1-19 LIGHTING REHABILITATION to Battaglia Associates of New Castle, Delaware.

It is recommended that the Authority accept this project and make the final payment to the contractor. The final cost of this project is \$389,871.74.

A motion to Close-Out Contract #ILG-21-B was made by Commissioner Becker, seconded by Commissioner Ratchford, and approved by a voice vote of 12-0.

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12048. VICE-CHAIRPERSON’S CALL FOR RESOLUTIONS BEFORE THE BOARD

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RESOLUTION 22-59 – SHARED SERVICES AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND CAPE MAY COUNTY

WHEREAS, in 1998, Cape May County (the “County”) and the Delaware River and Bay Authority (the “Authority”), entered into an Acquisition Agreement and Ground Lease whereby the Authority became the operator of the Cape May County Airport (“Airport”), and

WHEREAS, the Authority and the County have had a harmonious relationship under the aforesaid agreement; and

WHEREAS, the Authority and the County have realized that there are additional good and/or services that can be shared for both agencies to achieve greater efficiency in their operations that were not contemplated during the execution of the Acquisition Agreement; and

WHEREAS, the Authority and the County believe that sharing additional goods and services at the Airport is beneficial to both parties and wish to formalize this relationship by entering into a Shared Services Agreement pursuant to the Uniform Shared Services and Consolidation Act of the State of New Jersey; and

WHEREAS, the County will permit the DRBA to utilize the fuel pumps in their maintenance yard for airport equipment and vehicles. There shall be no charge up to 2,650 gallons. Any use over 2,650 gallons will be billed to the DRBA at the cost of the fuel to the County; and

WHEREAS, the County also agrees to provide all snow removal on the roads within the Airport Industrial Park; and

WHEREAS, the Authority will permit the County to utilize the wash bay located in the Airport SRE building for their Fare Free Transportation busses; and

WHEREAS, the Authority also agrees to cut grass areas and maintain the landscaping in the Airport Industrial Park; and

WHEREAS, the Agreement shall have a term of five (5) years with one renewal term of five (5) years; and

NOW, THEREFORE, BE IT RESOLVED, that Executive Director is hereby authorized to finalize the terms of the Shared Services Agreement and with the advice and consent of counsel, to execute such agreement.

Resolution 22-59 was moved by Commissioner Becker, seconded by Commissioner Ransome, and was approved by a roll call vote of 12-0.

Resolution 22-59 - Executive Summary Sheet

Resolution: Shared Services Agreement between the Delaware River and Bay Authority and Cape May County

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose and Background for Resolution:

Since 1998, the Authority has operated the Cape May County Airport. During that time, both the Authority and Cape May County have worked together for the development and growth of the Airport. In the past, the county had to take their Fare Free busses off site to wash and clean them, and the Authority had to take their airport equipment off-site to be refueled.

The DRBA has a vehicle wash bay in the on-airport SRE building, and the County has vehicle fuel at its airport facility complex. In addition, the County has agreed to provide seasonal snow and ice control services in the airport's industrial park roadways.

In order to improve efficiencies, both parties have agreed to share existing resources at the Airport. This agreement will replace an Agreement that recently expired and had been in place for the past 10 years.

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RESOLUTION 22-61 - AUTHORIZES A LEASE AMENDMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND DELMOPRO LLC AT THE CAPE MAY AIRPORT

WHEREAS, the Delaware River and Bay Authority (the “Authority”), is the operator of the Cape May Airport (the “Airport”), Cape May, New Jersey; and,

WHEREAS, Delmopro, LLC (“Delmo”) leases approximately 1,609 square feet of space located within the Terminal Building at the Cape May Airport; and,

WHEREAS, Delmo has requested to relinquish the space commonly referred to as the Innovation Center from the lease totaling 440 square feet; and,

WHEREAS, Delmo will continue to lease the remaining space totaling 1,169 square feet: and,

WHEREAS, Delmo’s new annual rent for the reduced space shall be Nine Thousand Three Hundred and Thirty-One 21/100 (**\$9,331.20**); and

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of the Lease Agreement with Delmopro, LLC and, with the advice and consent of counsel, to have such agreement executed by the Chairperson, Vice Chairperson, and the Executive Director.

Resolution 22-61 was moved by Commissioner Wilson, seconded by Commissioner Ratchford, and was approved by a roll call vote of 12-0.

Resolution 22-61 - Executive Summary

Resolution: Authorizing the Execution of a Lease Amendment between the Delaware River and Bay Authority and Delmopro LLC, regarding the Cape May Airport

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution: To permit the Executive Director, Chairman, and Vice Chairman to execute and deliver a lease amendment for space at the Cape May Airport.

Background for Resolution: The Delaware River and Bay Authority operates the terminal building at the Cape May Airport. Delmopro currently leases approximately 1600 sq.ft. of space for office in support of their race promotion business located at the airport in the 351 Ranger Rd. facility. Commonly known as *The Innovation Center*, this adjacent space has not been able to be utilized as originally planned by Delmopro, and the company requests to remove that portion of the space from their lease. Once finalized, this space will return to its former use as the only open airport meeting/conference room at the airport.

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RESOLUTION 22-65 - AUTHORIZING AUTHORITY EXPENDITURES PURSUANT TO RESOLUTION 01-84 FOR THE PERIOD, JANUARY 1, 2023 THROUGH DECEMBER 31, 2023

WHEREAS, The Delaware River and Bay Authority (the “Authority”) adopted Resolution 01-84 requiring Commissioner review and approval of all Authority expenditures in excess of \$25,000; and

WHEREAS, the Authority anticipates expenditures at or over the \$25,000 amount to the following vendors:

DELAWARE RIVER & BAY AUTHORITY
VENDORS PROJECTED TO BE PAID OVER \$25,000
FOR THE PERIOD 1/1/23 THROUGH 12/31/23

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Activu Corporation	Replacement of Emergency Response Hardware and Software	Proprietary	\$187,000
ADB Safegate Americas, LLC	Airfield Lighting System Components	Sole Source	\$100,000
Adelte Ports and Maritime	Passenger Loader Tubes Maintenance Program at CMLF	Proprietary	\$55,000
Advantech, Inc.	Replacement Video Management System	State Contract	\$250,000
AGM	Airfield Lighting and Signage System Components	Quotes	\$49,000
Airport Lighting Co.	Airfield Lighting and Signage System Components	Quotes	\$49,000
Allied Beverage	Wine and Spirits for CMLF	Sole Source	\$30,000
American Bureau of Shipping	Vessel Inspections and Certifications	Sole Source	\$60,000
AMSEC, LLC	Engineering Services for Vessel Improvements	Professional Service	\$49,000
Art Guild, Inc.	Exhibit Booth and Related Services	Proprietary	\$45,000
Assurance Media, LLC	Service and Equipment Installation for CCTV	State Contract	\$100,000
AVAYA, Communications, Inc., c/o ConvergeOne	Authority-wide Phone System Service and Support	State Contract	\$150,000
Avfuel Corporation	Avgas for Resale at 33N	Quotes	\$50,000
Beurteaux	Replacement Seating for CMLF Vessels	Sole Source	\$45,000
BGP Publicity, Inc. d/b/a Gillespie Hall	Crisis Response Management and Communications for CMLF	Professional Service	\$49,000
Billows Electric Supply	Electrical and Lighting Materials	Quotes	\$49,000
Blueglobes, LLC	Airfield Lighting and Signage System Components	Quotes	\$49,000
C.R. Cushing & Co., Inc.	Engineering Services for Vessel Improvements	Professional Service	\$49,000
Canon Business Solutions, Inc.	Authority-wide Copier Leases	State Contract	\$65,000
CapitalSoft, Inc.	Annual Maintenance and Support for Project Management Software	Proprietary	\$50,000
Carl King Energy	Gasoline and Diesel Fuel	State Contract	\$85,000
Carus AB Ltd.	Maintenance and Support for CMLF Fare Collection and Reservation System	Proprietary	\$300,000
Cato, Inc.	Gasoline and Diesel Fuel for DMB Vehicles and Equipment	State Contract	\$50,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
CDW-G	Computer Equipment, Software & Supplies	State Contract	\$40,000
Chammings Electric, Inc.	Annual Maintenance and Monitoring of the DMB Dehumidification System	Sole Source	\$90,000
Chas. S. Winner, Inc. d/b/a, Winner Ford, Cherry Hill	Replacement Vehicles	State Contract	\$480,000
Chemical Equipment Labs, Inc.	Deicing Rock Salt	State Contract	\$40,000
Christiana Mall	Banner Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Cisco Systems, Inc., c/o Info Solutions of North America LLC	Data Communications, Products and Services	State Contract	\$975,000
Cleaned by Crystal, LLC	Janitorial Services at 33N	Quotes	\$25,000
Clean Care Services, LLC	Carpet and Solid Floor Cleaning and Maintenance	Quotes	\$26,000
Clear Channel Outdoor	Billboard Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Coca-Cola Company	Fountain and Bottled Soda and Beverages for CMLF	Sole Source	\$90,000
Colonial Electric Supply	Electrical and Lighting Material	Quotes	\$49,000
Convention News Company, Inc. d/b/a Aviation International News	Airport Advertising Services	Sole Source	\$35,000
ConvergeOne, Inc.	Authority Wide Migration to Avaya Cloud Office	Committee Waiver	\$50,000
Council Fire	Economic Communications for CMLF Development Projects	Professional Service	\$26,000
Cryotech Deicing Technology	Granular and Liquid Deicer	Sole Source	\$46,000
Deere & Company c/o Foulk Lawn & Equipment, Inc.	Replacement Utility Vehicles	State Contract	\$150,000
Delaware Bay Shipbuilding Co., LLC	Delafort Hull Repairs	Quotes	\$45,000
Delaware Business Systems	Annual Maintenance and Equipment for Point-of-Sale System at CMLF Terminals	Proprietary	\$60,000
Delaware Elevator, Inc.	Authority Wide Interior Elevator Maintenance & Inspection	Quotes	\$40,000
Delaware State University	Marketing Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Delmarva Communications, Inc.	Police Vehicle Emergency Equipment	State Contract	\$50,000
Diedrich RPM	DRBA Digital Display Ads and Search Engine Marketing	Professional Service	\$40,000
Downstream Aviation, LP d/b/a Epic Aviation, LLC	Avgas for Resale at 33N	Quotes	\$50,000
Duramax Global Corp d/b/a Duramax Marine, LLC	Cutlass Bearings and Keel Coolers	Proprietary	\$48,000
DVL Group, Inc.	Uninterruptible Power Systems (UPS) Services and Replacements	Professional Service	\$49,000
Dryden Diving	UWILD Hull Inspections at CMLF	Quotes	\$28,000
East Coast Emergency Lighting, Inc.	Emergency Lights and Equipment for Police Vehicles	State Contract	\$60,000
Eastern Aviation Fuels, Inc., d/b/a Titan Aviation Fuels, Inc.	Avgas for Resale at 33N	Quotes	\$50,000
Eastern Salt Company	Deicing Rock Salt	State Contract	\$40,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Edit Dog Video Productions, LLC	Video Production Services for ILG, MIV and WWD Airports	Professional Service	\$28,000
eMaint	Annual Licenses, Maintenance and Support for CMMS System	Proprietary	\$60,000
Engine Systems, Inc. d/b/a Marine Systems Inc. (MSI)	M/V Delaware Main Engine Service	Proprietary	\$84,000
Enterprise Leasing Company of Philadelphia LLC d/b/a Enterprise Rent-A-Car	Lease of Fleet Vehicles	State Contract	\$261,000
ERM Consulting & Engineering, Inc.	Grant Consulting Services	Professional Service	\$49,000
Facebook/IG Meta	Digital Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Fairbanks Morse, LLC, a subsidiary of EnPro Industries, Inc.	Replacement Parts for M/V Cape Henlopen	Proprietary	\$345,000
Fedway Associates, Inc.	Wine and Spirits for CMLF	Sole Source	\$52,000
Foley Caterpillar	Auxiliary Engine Parts, Repairs and Rental Units	Sole Source	\$45,000
Forever Media	Radio Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Gov Connections, Inc.	Microsoft Enterprise and other Software Licensing	Proprietary	\$500,000
H.A. Dehart & Son, Inc.	Replacement Trailer	Quotes	\$25,000
Hartford Computer Government, Inc. (HCGI)	Desktop and Laptop Computers at Various DRBA Locations	State Contract	\$200,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Heritage-Crystal Clean	Hazardous Waste Management	Quotes	\$25,000
Home Depot Pro Institutional	Janitorial and Cleaning Supplies for Vessels and Terminals	State Contract	\$38,000
Douglas Christopher Banez d/b/a Hubpoint Strategic Advisors	Professional Air Service Development Consulting at ILG	Professional Service	\$35,000
Imminent Communications & Marketing, LLC d/b/a Clearbridge Branding Agency	Digital Marketing Campaign for MIV	Professional Service	\$49,000
iHeart Radio	Radio Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Imtra	Watertight Doors for CMLF Vessels	Proprietary	\$48,000
Jack N' Jill D.S.D	Ice Cream and Frozen Novelties at CMLF	Sole Source	\$35,000
Johnson & Towers, Inc.	Replacement Parts for Vessel Generators	Proprietary	\$45,000
Johnson Controls, Inc.	HVAC System Installation, Maintenance and Parts for Building Automation System Authority-wide	Quotes	\$40,000
Kapsch TrafficCom IVHS, Inc.	Annual Service, Support and Traffic Automation System for Traffic Management System	Proprietary	\$250,000
Klenzoid	Authority-Wide Water Treatment	Quotes	\$30,000
Knotts Company	Vessel Sanitary Systems Parts and Service	Proprietary	\$35,000
Korn Ferry	Salary Structure Review	Professional Service	\$38,000
KOVA Corp.	Radio Communication Equipment	State Contract	\$150,000
Kramer Beverage Co.	Wine and Spirits for CMLF	Sole Source	\$36,000
Kronos	Software Licensing and Maintenance for Time and Attendance System	Proprietary	\$70,000
Kubota c/o Burke Equipment	Replacement Mowers and Utility Vehicle	State Contract	\$60,000
Lamar Outdoor	Billboard Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
Land's End	DRBA Logo'd Attire	Quotes	\$49,000
Lawmen Supply Company	Ammunition and Body Armor	State Contract	\$60,000
Lionetti Associates, d/b/a Lorco Petroleum Services	Petroleum Recycling Services and Oil Filters at CMLF	Quotes	\$38,000
Lufkin Power Transmission	Spare Reduction Gear Parts and Service for M/V Delaware	Sole Source	\$35,000
MailChimp	E-mail Services	Professional Service	\$49,000
Marine Safety Corporation d/b/a Sea Safety Services, Inc.	Vessel Life Raft Inspections	Proprietary	\$380,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Maritime Institute of Technology and Graduate Studies (MITAGS)	CMLF Employee Maritime Training	Professional Service	\$49,000
MERE M-PACT Solutions, LLC	Maritime Emergency Response Training	Professional Service	\$35,000
Miles Partnership, LLC	CMLF Website Maintenance and Upgrades	Professional Service	\$40,000
Miller Environmental Group, Inc.	Hazardous Waste Management	Quotes	\$25,000
ERM Consulting & Engineering, Inc.	Grant Consulting Services	Professional Service	\$49,000
Mohawk Lifts, LLC	Replacement Tire Balancer and Tire Changing Machine at Cape May Ferry Auto Shop	State Contract	\$26,000
Motorola Solutions	Radio Maintenance and Equipment	State Contract	\$800,000
mXtr Automation, Inc.	Setup and Implementation of SharpSpring Tracking	Professional Service	\$42,000
Norfolk Bearing and Supply	Replacement Bearings for Vessels	Quotes	\$45,000
Northrop Grumman Sperry Marine	Electronics for CMLF Vessels	Proprietary	\$45,000
Northstar Environmental Group	Hazardous Waste Management	Quotes	\$25,000
OmniThruster, Inc.	Maneuvering and Propulsion System Parts for CMLF	Proprietary	\$45,000
Oracle America, Inc.	Annual Maintenance and Support for Oracle Databases	Proprietary	\$40,000
Pacifico Ford	Replacement Vehicles	State Contract	\$250,000
Palfinger Marine USA Inc.	Inspections, Service and Parts for Rescue Boat Davits	Proprietary	\$45,000
Papco, Inc.	Unleaded Gasoline for DMB Vehicles and Equipment	State Contract	\$180,000
Parker and Partners Marketing Resources, LLC	CMLF & ILG Marketing Consulting Services	Professional Service	\$35,000
Pedroni Fuel Co.	Unleaded Gasoline for CMLF Vehicles and Equipment	State Contract	\$45,000
PetroChoice	Vessel Lube Oil	Sole Source	\$80,000
Pivot Occupational Health	Occupational Health Services	State Contract	\$35,000
Poppulo, Inc.	Mobile Applications Development	Professional Service	\$49,000
Quincy Compressor	Servicing of Air Compressors on CMLF Vessels	Quotes	\$45,000
The Quotient Group	Airport Marketing at ILG	Professional Service	\$49,000
Radio Holland USA, Inc.	Public Address System Upgrade on M/V Delaware & Spare Shipset	Proprietary	\$40,000
Randive	UWILD Hull Inspections at CMLF	Quotes	\$28,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
Rowland Company	Replacement Bearings and Clutches for Vessels	Sole Source	\$45,000
Saf-Gard Safety Shoe Co.	Safety Shoes	State Contract	\$25,000
Ships Machinery International, Inc.	Maneuvering and Propulsion Systems Parts for CMLF	Proprietary	\$30,000
Siemens Building Technologies	Fire Detection System Installation and Support	Proprietary	\$175,000
Simpli.fi	ILG Digital Keyword and Advertising Development	Professional Services	\$28,000
South Jersey Paper Products	Food Service Items, Disposable, Paper and Plastic at CMLF	State Contract	\$105,000
Spotify	Radio Advertising Associated with Commercial Air Service at ILG	Committee Waiver	\$30,000
Steimling & Son, Inc.	Reconditioning of M/V Cape Henlopen Main Shafts, Rudders, Bearings and Sleeves	Sole Source	\$45,000
Talarico Building Services, Inc. d/b/a ServiceMaster TBS	Janitorial Services at MIV & WWD	Quotes	\$30,000
Talarico Building Services, Inc. d/b/a ServiceMaster TBS	Janitorial Services at ILG Terminal	Committee Waiver	\$140,000
Taylor Oil Co.	Gasoline and Diesel Fuel for WWD and MIV Airports	State Contract	\$38,000
Thomas J. Morris, III, d/b/a Eagle Point Gun/T.J. Morris & Son	Police Ammunition, Range, and Target Supplies	State Contract	\$60,000
TIMCO Industries, Inc.	Spare Control Parts and Service for M/V Delaware	Proprietary	\$42,000
Tornado II Janitorial Services	Air Traffic Control Tower Janitorial Services at ILG	Quotes	\$47,000
Townsquare Media	Radio Advertising Associated with Commercial Air Service at ILG	Professional Service	\$49,000
Trellist, Inc.	Digital Marketing at CMLF and Customer Email Program at ILG	Professional Service	\$36,000
Triad Associates	Grant Writing Services for Cape May and Millville Airports	Professional Service	\$33,000
Tri-State Battery & Alternator, LLC	Batteries for DMB Vehicles & Equipment	State Contract	\$28,000
TRGroup, Inc.	Upgrade CMLF Vessel Wi-Fi	Proprietary	\$30,000
TRMI	Toll Lane Treadles	Proprietary	\$50,000
Tyler Technologies	Maintenance and Support for Finance and Human Resources ERP Systems and Police CAD System	Proprietary	\$250,000

VENDOR	PURCHASE DESCRIPTION	CLASSIFICATION	ESTIMATED \$
UniFirst Corporation	New and Replacement Employee Uniforms	Cooperative Contract	\$50,000
United Electric Supply Co.	Various Electrical Supplies for All Facilities	State Contract	\$150,000
United Electric Supply Co.	Electrical and Lighting Materials	Quotes	\$49,000
University of Delaware	Marketing Associated with Commercial Air Service at ILG	Committee Waiver	\$49,000
VATv Network	Video Production Services for DRBA	Professional Service	\$49,000
Veolia North America	Hazardous Waste Management		
Verizon Connect NWF, Inc.	Authority-Wide Wireless Fleet Management Services	Quotes State Contract	\$25,000 \$60,000
W&O Supply, Inc.	Low-smoke Thermoplastic Piping, Valves and Strainers for Vessels	Sole Source	\$28,000
W.B. Mason	Office Supplies	State Contract	\$35,000
W.W. Grainger, Inc.	Industrial Supplies, Equipment and Maintenance	State Contract	\$25,000
Waste Management	Refuse Removal Services	State Contract	\$135,000
WatchGuard	Police In-Car Video Management System	Proprietary	\$100,000
Wayman Fire Protection, Inc.	Fire Alarm Monitoring, Inspection and System Installations	Proprietary	\$150,000
Yardi Systems, Inc.	Property Management Software	Proprietary	\$45,000

NOW, THEREFORE, BE IT RESOLVED, that the Authority authorizes expenditures to the above-listed vendors for the described purposes and authorizes payment.

Resolution 22-65 was moved by Commissioner Ratchford, seconded by Commissioner Wilson, and was approved by 11 votes in affirmative, 0 votes in the negative and 1 partial abstentions.

Prior to the Roll Call, Counsel noted that Commissioner Carey had previously advised the Board of the employment of a family member with Cisco Systems, Inc, c/o Info Systems of North America and MTM Technologies which would require her recusal on matters involving these companies.

Commissioner Carey abstained only as to Cisco Systems, Inc., c/o Info Solutions of North America, LLC and MTM Technologies.

Resolution 22-65 - Executive Summary Sheet

Resolution: Authorizing Authority Expenditures Pursuant to Resolution 01-84 for the period January 1, 2023, through December 31, 2023.

Committee: Budget & Finance

Committee and Board Date: December 20, 2022

Purpose of Resolution:

Authorizes expenditures of \$25,000 or greater with the identified vendors during the 2023 calendar year.

Background for Resolution:

The proposed Resolution meets the requirements of Resolution 01-84, whereby the Authority shall not enter into any contract committing the Authority to spend or make any other expenditures relating to services, material and supplies in the amount of \$25,000 or more unless it has first been approved by a vote of Commissioners.

Purchase Detail:

Activu Corporation: Replacement of Emergency Response Hardware and Software

The Authority plans to purchase and install new servers and equipment at the DMB Dispatch Center that are used to monitor Police and roadway operations. Activu provided the existing equipment and console at the DMB Dispatch Center. In a separate project, the Authority plans to refresh the existing visualization software at the DMB Dispatch Center and to install the same software at the Cape May Dispatch Center. Activu will be required to install and provide software support in order to maintain interoperability between both dispatch centers. The expenditure amount represents the total estimate for both of these projects combined.

ADB Safegate Americas LLC: Airfield Lighting System Components

The FAA recently clarified certain elements of several Advisory Circulars as they pertain to recipient's use of non-original equipment manufacturer (OEM) components in FAA-certified airport lighting equipment. Airfield lighting systems purchased by the Authority as part of a federal Airport Improvement Program (AIP) project, or if funded with passenger facility charge (PFC) revenue, are required to be maintained in the same configuration as that which existed at certification and thus the FAA has confirmed that the replacement of OEM parts with non-OEM parts is forbidden. Additionally, the FAA has advised that if the Authority were to elect to use a non-OEM part on a self-funded project, we would no longer be able to rely upon the FAA certification, and in such a case, the responsibility (including the responsibility to satisfy FCC regulatory requirements) would fall on the Authority to make sure that the system with the non-OEM replacement

parts or components meets the federal requirements. Therefore, Authority staff recommends using solely OEM components in all FAA-certified airport lighting equipment, whether the Authority acquired or installed the lights with AIP, PFC, or its own funds. ADB is the OEM manufacturer of Authority airfield lighting systems.

Adelte Ports and Maritime: Passenger Loader Tubes Maintenance Program at CMLF

The Authority entered into a service agreement for annual preventative maintenance training when it purchased the Adelte passenger boarding bridges located at the CMLF Terminals. As the original equipment manufacturer, Adelte technicians make several visits to train Authority staff on proper inspection, testing and lubrication of the system's mechanical, electrical and control equipment.

Advantech Inc.: Replacement Video Management System

The Authority will be utilizing Advantech to begin replacement of the current Video Management System (VMS). Advantech sells and supports Milestone Systems, the new VMS manufacturer selected by the Authority, and will provide integration and implementation of the new VMS in accordance with the prices of their competitively-bid state contract for Building Access Security Services (*GSS 19599-BLDG_SECURE*).

AGM: Airfield Lighting and Signage System Components

AGM, Airport Lighting Co., and Blueglobes each have the ability to provide required airfield sign panel replacements and repair materials for the Authority's airports. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

Airport Lighting Co.: Airfield Lighting and Signage System Components

Airport Lighting Co., AGM, and Blueglobes each have the ability to provide required airfield sign panel replacements and repair materials for the Authority's airports. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

Allied Beverage: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Allied Beverage Distributors for its Cape May terminal food operations. Allied Beverage holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

American Bureau of Shipping: Vessel Inspections and Certifications

The American Bureau of Shipping (ABS) is the sole regulatory body authorized to perform inspections on vessels that are built according to ABS standards/classifications. All of the Authority's vessels were built to ABS standards and thus all are subject to ABS inspections and associated US Coast Guard regulations.

AMSEC, LLC: Engineering Services for Vessel Improvements

AMSEC and C.R. Cushing are each capable of providing various marine engineering and naval architect design and consulting services in support of the CMLF vessel improvements program and these vendors will be contacted for proposals as the need arises. Having each as an approved vendor will provide the latitude for the Authority to react quickly to fulfill the need for the aforementioned services.

Art Guild, Inc.: Exhibit Booth and Related Services

The Authority attends several aviation-related conferences to promote its airport facilities throughout the year. Art Guild was hired to design and build a professional exhibit booth for the Authority to use during such events. Art Guild stores our exhibit booth in the off-season and ships and assembles it to locations as requested by the Authority.

Assurance Media, LLC: Service and Equipment Installation for CCTV

As part of its Security Enhancement Program, the Authority continues to upgrade its closed-circuit television (CCTV) located throughout the facilities to improve surveillance and video streams, add network flexibility and provide enhanced features such as remote accessibility. The replacement equipment, professional services, and implementation will be purchased at prices matching Assurance Media's state contract to provide Building Access and Video Surveillance Systems, (*GSS21745-AV_EQPTCONF*).

AVAYA, Communications, Inc., c/o ConvergeOne: Authority-wide Phone System Service and Support

The Authority purchases AVAYA enterprise phone system support from ConvergeOne for its on-premises phone system. Purchases are made via a local authorized dealer (ConvergeOne) at their state contract price (*T1316 - Telecommunications Equipment & Services, Contract No. 80802*).

Avfuel Corporation: Avgas for Resale and Off-Road Diesel at 33N

Avfuel, Titan Aviation Fuels, Inc., and Epic Aviation, LLC have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs.

Beurteaux: Replacement Seating for CMLF Vessels

The Authority utilized an open-competitive bid process to select a marine seating manufacturer to outfit CMLF vessels and purchases replacement seating from the original manufacturer on an as-needed basis, with the goal being to provide the same style of seats on all three vessels.

BGP Publicity Inc. d/b/a Gillespie Hall: Crisis Response Management and Communications for CMLF

The Authority has selected a professional marketing and public relations firm to develop a new crisis response plan to include staff training on a variety of crisis scenarios such as active shooters and boat groundings for CMLF while also enhancing the Authority's digital response mechanisms.

Billows Electric Supply: Electrical and Lighting Materials

Billows Electric Supply, Colonial Electric Supply, and United Electric Supply each have the ability to provide specialized new and repair materials for lighting and electrical supplies for airport-related facility buildings. While United Electric Supply is part to a Delaware State Contract, the materials predominately purchased for the Authority's airports are manufactured by a vendor not offered under such contract. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

Blueglobes, LLC: Airfield Lighting and Signage System Components

Blueglobes, AGM, and Airport Lighting Co., each have the ability to provide required airfield sign panel replacements and repair materials for the Authority's airports. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

C.R. Cushing & Co., Inc.: Engineering Services for Vessel Improvements

C.R. Cushing and AMSEC are each capable of providing various marine engineering and naval architect design and consulting services in support of the CMLF vessel improvements program and these vendors will be contacted for proposals as the need arises. Having each as an approved vendor will provide the latitude for the Authority to react quickly to fulfill the need for the aforementioned services.

Canon Business Solution, Inc.: Authority-wide Copier Leases

Canon Business Solutions, Inc. is party to a state contract (*GSS19091-COPIER_PRI*) to provide copier leases. This expenditure will cover the cost of all copier leases and supplies Authority-wide.

CapitalSoft, Inc.: Annual Maintenance and Support for Project Management Software

CapitalSoft is the proprietary vendor that developed the Authority's Project Management System (CapEx Manager). This expenditure is estimated to cover annual maintenance expenses as well as ongoing programming enhancements.

Carl King Energy: Gasoline and Diesel Fuel

The Authority stores and dispenses Gasoline and Diesel Fuel at its Delaware-based facilities for use in Authority-owned vehicles and equipment. The price per-gallon of gasoline and diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Carl King Energy is currently a party to a competitively-bid state contract to provide gasoline and diesel fuel to "A" tanks in Kent and Sussex Counties and "B" tanks in all counties (*GSS21002-GASOLINE and GSS21550-ULSD*).

Carus AB Ltd: Maintenance and Support for CMLF Fare Collection and Reservation System

Carus is the proprietary vendor that developed the Fare Collection and Reservation System for the Cape May-Lewes Ferry. This expenditure will cover the annual maintenance expense for this system as well as the purchase of additional modules.

Cato, Inc.: Gasoline and Diesel Fuel for DMB Vehicles and Equipment

The Authority stores and dispenses Gasoline and Diesel Fuel at the DMB Administrative Complex for use in Authority-owned vehicles and equipment. The price per-gallon for gasoline and diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Cato, Inc. is currently a party to the lowest-priced state contract to provide gasoline and diesel fuel to 5,000+ gallon tanks (“A” tanks) located within New Castle County (*GSS21002-GASOLINE and GSS21550-ULSD*).

CDW-G: Computer Equipment, Software and Supplies

The Authority purchases various computer equipment, software and supplies for Authority-owned computer, laptops, and I-Pads. Prices are pursuant to CDW-G’s state contract (*GSS15133-COMPUTER*).

Chammings Electric, Inc: Annual Maintenance and Monitoring of the DMB Dehumidification System

Over the previous four years, Chammings Electric, as a subcontractor of American Bridge, has performed monthly preventative maintenance services to the Delaware Memorial Bridge cable dehumidification system. The Authority and its professional consultants have evaluated the options to continue receiving these necessary services, including assigning to in-house personnel or continuing with a contractor, and based on a favorable cost analysis and Chamming’s proven abilities, the Authority entered into a successive multi-year contract with Chammings Electric. 2023 will represent the second year of the potential five-year contract for these services, to be reassessed annually.

Chas. S. Winner, Inc. d/b/a, Winner Ford, Cherry Hill: Replacement Vehicles

The Authority is replacing seven (7) police vehicles, three (3) F-350 pickup trucks, and one (1) Ford Explorer that have exceeded their useful life, meeting the Authority’s vehicle replacement criteria, and are programmed into the Capital Equipment Replacement Plan. The vehicles will be purchased via Winner Ford’s competitively-bid state contracts (*GSS22013-POLICE_VEH, GSS22560-TRUCK_VANS, and GSS22561-VEH_LDP*) and the retired vehicles will be sold at public auction.

Chemical Equipment Labs, Inc.: Deicing Rock Salt

Chemical Equipment Labs has a state contract (*GSS21469-ROCKSALT*) to provide bulk rock salt. The Authority is responsible for the winter maintenance of 124 lane miles of roadway in New Castle County to keep the roads clear of ice and snow for the motoring public. This firm is one of the two suppliers under state contract from which the Authority requests quotes when in need of rock salt.

Christiana Mall: Banner Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Christina Mall to display banner advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Cisco Systems, Inc. c/o Info Solutions of North America, LLC: Data Communications, Products and Services

The Authority plans to purchase various Cisco Systems data communications, products, and services at prices pursuant to their current state contract for the same. Purchases will be made via Info Solutions, a local authorized reseller of Cisco Systems under state contract *GSS20579 Data Communications, Products and Services*.

Cleaned By Crystal, LLC: Janitorial Services at 33N

The Authority uses a contractor to provide janitorial services at the Delaware Airpark. Staff solicited quotes from seven (7) contractors and received two (2) bids for three 1-year terms. Cleaning By Crystal submitted the lowest bid to perform the work in accordance with the Authority's specifications. 2023 represents the second year of the three-year service agreement.

Clean Care Services, LLC: Carpet and Solid Floor Cleaning and Maintenance

The Authority uses a contractor to provide carpet and solid floor cleaning and maintenance services at various buildings at our Delaware Memorial Bridge, New Castle Airport, and Lewes Ferry Terminal facilities. Staff solicited quotes from four (4) contractors and received three (3) bids for the potential 3-year contract. Clean Care Services submitted the lowest bid to perform the work in accordance with the Authority's specifications. 2023 represents the final year of the 3-year contract.

Clear Channel Outdoor: Billboard Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Clear Channel Outdoor to provide billboard advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Coca-Cola Company: Fountain and Bottled Soda and Beverages for CMLF

The Authority has contracted the Coca-Cola Co. to distribute its beverage products throughout the CMLF vessels and terminals. Coca-Cola is sold according to exclusive distribution rights.

Colonial Electric Supply: Electrical and Lighting Materials

Colonial Electric Supply, Billows Electric Supply, and United Electric Supply each have the ability to provide specialized new and repair materials for lighting and electrical supplies for airport-related facility buildings. While United Electric Supply is part to a Delaware State Contract, the materials predominately purchased for the Authority's airports are manufactured by a vendor not offered under such contract. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

Convention News Company, Inc d/b/a Aviation International News.: Airport Advertising Services

The Authority plans to purchase an advertorial insert for placement in the August issue of “Solutions in Business Aviation” and plans to advertise in the “Convention News Daily” publication during the 2023 Business Aviation Convention and Expo. The advertising is meant to attract the attention of businesses who may be interested in the Authority’s airport opportunities in the Northeast Corridor. The subject matter of the aforementioned publications correlates directly to the Authority’s airport business.

ConvergeOne, Inc: Authority-wide Migration to Avaya Cloud Office

The Authority’s Avaya phone system is currently comprised of over 500 telephone handsets, 25 fax lines, the CMLF Reservation Department call center and Police Dispatch center. This “premise-based” phone system has experienced an increasing number of phone system outages due to limited redundancy. Our previous system integrator, ConvergeOne has developed a solution to lead the Authority to a cloud-based Avaya platform that will provide the redundancy and capabilities that the Authority needs (Avaya Cloud Office powered by Ring Central Contact Center). ConvergeOne, Inc. is an authorized provider and reseller of SYNEX Corporation (Avaya Cloud Office) and RingCentral products and services. Additionally, the Authority has negotiated significant hardware discounts and greatly reduced annual service costs (over-\$400K in cost savings/avoidances). The Authority will be migrating it’s phone system over multiple years to the cloud-based solution.

Council Fire: Economic Communications for CMLF Development Projects

The Authority has previously contracted with Council Fire to provide an Economic Impact Study of the Cape May-Lewes Ferry. In an effort to communicate the results of the study, the Authority plans to consult with Council Fire to create a digital communications plan for web and social media marketing related to the economic impacts of the Cape May-Lewes Ferry.

Cryotech Deicing Technology: Granular and Liquid Deicer

Cryotech Deicing Technology is the provider of liquid and solid runway and taxiway deicing materials for the Authority’s Airports Operations. Cryotech is the sole supplier of E36, a fast acting, environmentally friendly and economical deicer that is the industry standard for use on airside pavements.

Deere & Company c/o Foulk Lawn & Equipment, Inc.: Replacement Utility Vehicles

The Authority plans to replace three (3) grounds maintenance utility vehicles that have exceeded their useful life and meet the Authority’s equipment replacement criteria. The equipment will be purchased pursuant to the state contract price (*GSS21673-GRNDMAINT*).

Delaware Bay Shipbuilding Co., LLC: Delafort Hull Repairs

Staff solicited quotes from three (3) companies to provide hull repairs on the passenger vessel Delafort, owned and operated by the Authority. The Delaware Bay Shipbuilding

submitted the lowest quote for repairs required by the USCG Inspections Department. The project work was split between 2021 and 2022, with the final phase being completed in 2023 to include cropping and replacement of hull plating on the bottom of the vessel.

Delaware Business Systems: Annual Maintenance and Equipment for Point-of-Sale System at CMLF Terminals

Delaware Business Systems provides proprietary hardware and annual maintenance to the existing Food & Retail point-of-sale system at CMLF terminals.

Delaware Elevator, Inc.: Authority Wide Interior Elevator Maintenance & Inspection

The Authority utilizes an elevator contractor perform annual safety inspections, pressure testing and additional services for the internal building elevators. DRBA staff developed specifications for the services and solicited quotes to perform the services from eight (8) elevator contractors and received quotes from three (3). Delaware Elevator submitted the lowest bid. 2023 represents the final year of the three-year contract for these services.

Delaware State University: Marketing Associated with Commercial Air Service at ILG

The Authority plans to work with Delaware State University to provide marketing services related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Delmarva Communications, Inc.: Police Vehicle Emergency Equipment

As new Police vehicles are acquired, the Authority purchases equipment for up fitting each vehicle (e.g., emergency light bars, controllers, power switches, etc.). Equipment prices are pursuant to Delmarva Communications' state contracts (*GSS20735-VEH_UPFIT* and *GSS22626-ERVEH_WARN*).

Diedrich RPM: DRBA Digital Display Ads and Search Engine Marketing

Diedrich will provide services Authority-wide which will enable the Authority to benchmark results and analyze improvements year-over-year. Services include banner-ad placement, management of the Google Ads campaign, and real-time ad target modification.

Downstream Aviation, LP d/b/a Epic Aviation, LLC: Avgas for Resale at 33N

Epic Aviation, LLC, Titan Aviation Fuels, Inc., and Avfuel have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs.

Duramax Global Corp. d/b/a Duramax Marine, LLC: Cutlass Bearings and Keel Coolers

Duramax Marine is the only ABS-approved source for the bronze-lined split flange cutlass bearings that fit the propellers on Authority vessels.

DVL Group, Inc.: Uninterruptible Power Systems (UPS) Services and Replacements

The DRBA utilizes the expertise of the DVL Group to provide infrastructure management solutions and services. Uninterruptible Power Supplies (UPS) sustain the Authority's critical operations/infrastructure in the following locations: DMB Administration - Authority Wide Server Room, DMB Julia Building - Toll System and critical power, Lewes Administration - Server Room, and Cape May Administration - Server Room.

Dryden Diving: UWILD Hull Inspections at CMLF

Dryden Diving and Randive are the two available contractors that will be contacted to submit quotes for any UWILD (Under Water In Lieu of Dry-docking) inspection work that may be necessary. The Contractor's divers will do a complete video inspection of all hull weld seams, inspect all the propellers, shafts, rudders, bow thrusters, sea chests, intakes, anodes and underwater valves. Each firm will be contacted to provide quotes for each UWILD inspection. It is impossible to predict which contractor will be the lowest bidder, thus in an effort to avoid an emergency condition, each of the two available vendors have been included.

East Coast Emergency Lighting, Inc: Emergency Lights and Equipment for Police Vehicles

As new Police vehicles are acquired throughout the year, the Authority purchases equipment for up fitting each vehicle (e.g., light bars, controllers, power switches, brackets, barriers, K9 equipment, etc.). Equipment prices are pursuant to East Coast's state contract (17-FLEET-00761).

Eastern Aviation Fuels, Inc., d/b/a Titan Aviation Fuels: Avgas for Resale at 33N

Titan Aviation Fuels, Inc., Epic Aviation, LLC and Avfuel have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs.

Eastern Salt Company: Deicing Rock Salt

Eastern Salt Co. offers the Authority competitively bid state contract pricing (*GSS21469-ROCKSALT*) for bulk magnesium chloride-treated deicing rock salt, which is effective in extremely low temperature conditions. This firm is one of the two suppliers under state contract from which the Authority requests quotes when in need of rock salt.

Edit Dog: Video Production Services for ILG, MIV, and WWD Airports

The Authority has selected a secondary professional video production firm to provide camera crews, post-production, and script-to-screen production services. Video services will include Operations at the Authority Airports.

eMaint: Annual Licenses, Maintenance and Support for CMMS System

The Authority uses a proprietary Computerized Maintenance Management System (CMMS) to help schedule, plan, manage, and track maintenance activities associated with equipment, vehicles, and facilities. This purchase represents the estimated annual cost for licenses, maintenance, and support.

Engine Systems, Inc. d/b/a Marine Systems Inc. (MSI): M/V Delaware Main Engine Service

MSI is the regional sales, parts, and service distributor for the Electro Motive Division (EMD) main engines installed on the M/V Delaware. This purchase is for the 16,000-hour maintenance of the port and starboard engines, including inspection of engine internals and aftercoolers, and replacement fuel injectors, valve bridges, sensors, and wiring harnesses.

Enterprise Leasing Company of Philadelphia LLC /dba/ Enterprise Rent-A-Car: Lease of Fleet Vehicles

The Authority plans to enter into lease arrangements for fleet vehicles at all locations. Each vehicle lease will be entered into at prices pursuant to the vendor's Nationwide Vehicle Rental Services contract with the state (GSS19694-VEH_RENTAL).

ERM Consulting & Engineering, Inc.: Grant Consulting Services

The Authority continues to utilize ERM Consulting & Engineering to assist in managing the Federal Transit Agency's (FTA) reporting requirements and all other grant compliance elements associated with the Passenger Ferryboat Grant agreement executed between the Authority and FTA.

Facebook/IG Meta: Digital Advertising Associated with Commercial Air Service at ILG

The Authority plans to utilize Facebook/IG Meta for targeted social media advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Fairbanks Morse, LLC: Replacement Parts for M/V Cape Henlopen

Fairbanks Morse is the proprietary supplier of replacement parts for repairs and maintenance of the main engine on the M/V Cape Henlopen.

Fedway Associates, Inc.: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Fedway Associates for its Cape May terminal food operations. Fedway Associates holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

Foley Caterpillar: Auxiliary Engine Parts, Repairs and Rental Units

The Authority uses Foley Caterpillar to power the bow thrusters and auxiliary engines aboard the CMLF fleet. Foley Caterpillar is the sole supplier for OEM parts for Caterpillar equipment.

Forever Media: Radio Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Forever Media to provide radio advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Gov Connections, Inc.: Microsoft Enterprise and other Software Licensing

The Authority purchases Microsoft Enterprise operating licenses (such as Windows Enterprise, Microsoft Office, etc.) and other software licenses from Gov Connections, a licensed Microsoft reseller.

H.A. Dehart & Son: Replacement Trailer

The Authority plans to purchase a replacement construction trailer for the road maintenance crew located at the Delaware Memorial Bridge facility as the previous trailer has exceeded its useful life and is currently programmed in the 2023 Capital Equipment Replacement Plan. Staff solicited quotes from three (3) vendors with H.A. Dehart & Son submitting the lowest quote in accordance with the Authority's specifications.

Hartford Computer: Desktop and Laptop Computers at Various DRBA Locations

The Authority uses HP hardware technology and will be purchasing desktop and laptop computers from HCGI, an authorized reseller of Hewlett Packard (HP) products. New and replacement units will be installed at various locations as needed. HCGI is a party to state contract (*GSS15133-COMPUTER*) to resell HP hardware and offers those contract prices to the Authority.

Heritage-Crystal Clean: Hazardous Waste Management

Heritage-Crystal Clean, Veolia North America, Miller Environmental Group and Northstar Environmental Group each have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

Home Depot Pro Institutional: Janitorial and Cleaning Supplies for Vessels and Terminals

The Authority purchases janitorial and cleaning supplies such as paper products, hand soap, floor stripper and wax, rug cleaning products, mops, brooms, etc., for the Ferry vessels through contract pricing as awarded to the Home Depot Pro Institutional (*COL22026-CUSTSUPP*).

Douglas Christopher Banez d/b/a Hubpoint Strategic Advisors, LLC: Professional Air Service Development Consulting at ILG

The Authority will continue to use the services of an air service development consultant in 2023.

iHeart Radio: Radio Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with iHeart Radio to provide radio advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Imminent Communications & Marketing, LLC d/b/a Clearbridge Branding Agency: Digital Marketing Campaign for MIV

ClearBridge Media Consulting was selected by the Cumberland County Improvement Authority (CCIA) for coordinated digital and video production. The Authority thus intends to engage the consultant to provide a digital marketing campaign for Millville Airport.

Imtra: Watertight Doors for CMLF Vessels

Imtra is the exclusive dealer of parts for watertight steel doors used on the CMLF fleet.

Jack N' Jill D.S.D: Ice Cream and Frozen Novelties at CMLF

Due to limitations of the available Hershey-branded ice cream and frozen novelty products, the Authority's Food and Retail Department has decided to offer Nestle, Edy's and Good Humor ice cream and frozen novelties. Including their company-branded products Jack N' Jill is the sole and exclusive provider of the frozen products that the Authority intends to sell to customers.

Johnson & Towers, Inc.: Replacement Parts for Vessel Generators

Johnson & Towers is the proprietary supplier of replacement parts for overhauls, emergency repairs and maintenance of service generators installed on Authority vessels.

Johnson Controls, Inc.: HVAC System Installation, Maintenance and Parts for Building Automation System Authority-wide

Johnson Controls is authorized to provide parts and service to our Metasys Building Automation System. 2023 represents the second year of a three-year service contract with this vendor.

Kapsch TrafficCom IVHS, Inc.: Annual Service, Support and Traffic Automation System for Traffic Management System

Kapsch is the proprietary supplier of the DMB traffic management software system and provides annual maintenance, equipment, support, and enhancements. The Authority uses Kapsch as its provider of intelligent transportation systems in the areas of tolling, traffic management and traffic safety.

Klenzoid: Authority-Wide Water Treatment

Klenzoid submitted the lowest quote for Authority-wide water treatment services and supplies an on-call Certified Water Technologist Consulting Services. 2023 represents the first year of a three-year service contract with this vendor.

The Knotts Company: Vessel Sanitary Systems Parts and Service

Each CMLF vessel uses a series of unique pumps to maintain a constant pressure within the sanitary system. These systems are aging and require service more regularly. The licensed distributor in our area is the Knotts Company.

Korn Ferry: Salary Structure Review

The Authority has utilized Korn Ferry, previously The Hay Group, to provide consulting services in assisting the Authority in evaluating existing salary structures for non-bargaining employees.

KOVA Corp.: Radio Communication Equipment

The Authority plans to replace the police radio audio recorder as the existing equipment has exceeded its use of life and is no longer supported. This equipment records all police radio transmissions. The police utilize this equipment for reviewing life safety instances and supplying a record of their radio transmissions for investigations. The equipment will be purchased pursuant to KOVA's state contract (*T0109 - RADIO COMMUNICATION EQUIPMENT AND ACCESSORIES*).

Kramer Beverage Co.: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Kramer Beverage for its Cape May terminal food operations. Kramer Beverage holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

Kronos: Software Licensing and Maintenance for Time and Attendance System

Kronos is the proprietary time and attendance system used throughout the Authority. The estimated cost includes the annual maintenance contract as well as the purchase of additional time clocks.

Kubota c/o Burke Equipment: Replacement Mowers and Utility Vehicle

The Authority is replacing two (2) zero turn mowers, three (3) front mount mowers, and one (1) utility vehicle that each have exceeded their useful life, meet the Authority's vehicle replacement criteria, and are programmed in the 2023 Capital Equipment Replacement Plan. The replacement vehicles will be purchased at prices pursuant to Kubota's state contract (*GSS21673-GRNDMAINT*) and the retired vehicles will be sold at public auction.

Lamar Outdoor: Billboard Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Lamar Outdoor to provide billboard advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Lands' End: DRBA Logo'd Attire

The Authority plans to provide employees with a piece of apparel carrying the new DRBA logo. Staff solicited quotes from three (3) suppliers with Land's End providing the lowest price meeting the Authority's specifications.

Lawmen Supply Company: Ammunition and Body Armor

Lawmen Supply Company is a party to state contracts (*GSS21585 – BODY ARMOR*) and (*GSS21043 - AMMUNITION*) and provides police and homeland security equipment to DRBA Police at their state contract price.

Lionetti Associates, d/b/a Lorco Petroleum Services

The Cape May-Lewes Ferry uses Lorco Petroleum Services throughout the year for the disposal of oily water and contaminated diesel fuel, and for oil filters and related supplies for the vessels. Staff solicited quotes from three contractors and Lorco submitted the lowest bid to perform the services.

Lufkin Power Transmission: Spare Reduction Gear Parts and Service for M/V Delaware & M/V New Jersey

Lufkin Power Transmission produced the precision-made reduction gears (a main component of the drive train) installed on the M/V Delaware and M/V New Jersey. Lufkin is the sole source for OEM replacement parts for our reduction gears. This purchase is to create a spare parts inventory to support the vessel in the future.

MailChimp: E-mail Services

The Authority has selected a secondary email service provider for additional email outreach efforts for Authority projects not previously included under previous CMLF email provider agreements.

Marine Safety Corporation d/b/a Sea Safety Services, Inc.: Vessel Life Raft Inspections

Marine Safety Corporation is the local proprietary providers and suppliers of replacement parts for overhauls, emergency repairs and maintenance of the existing life rafts installed on all Authority vessels.

Maritime Institute of Technology and Graduate Studies (MITAGS): CMLF Employee Maritime Training

Several CMLF employees will attend MITAGS throughout the year for maritime-related coursework.

MERE M-PACT Solutions, LLC: Maritime Emergency Response Training

The Authority utilizes professional instructors to provide emergency response training to the CMLF Marine department. The purpose of each course is to increase the knowledge and preparedness of Cape May-Lewes Ferry personnel concerning a variety of emergency situations.

Miles Partnership, LLC: CMLF Website Maintenance and Upgrades

Miles Media was previously hired to redesign and rebuild the CMLF.com website on a new content management/digital platform and will continue to maintain and provide upgrades on the CMLF page in 2023.

Miller Environmental Group, Inc.: Hazardous Waste Management

Miller Environmental Group, Heritage-Crystal Clean, Veolia North America and Northstar Environmental Group each have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

Mohawk Lifts, LLC: Replacement Tire Balancer and Tire Changing Machine at Cape May Ferry Auto Shop

The Authority is replacing the tire balancer and tire changing machine at the Cape May Ferry Auto Shop that each have exceeded their useful life and are programmed into the

2023 Capital Equipment Replacement Plan. The replacement equipment will be purchased at prices pursuant to Mohawk's state contract (*GSS17405-VEHLIFT*).

Motorola Solutions: Radio Maintenance and Equipment

The Authority continues to replace all 800 MHz hand-held and in-vehicle radios at pricing in accordance with the state contract held by Motorola (*GSS21676-COMMEQUIP*).

mXtr Automation, Inc.: Setup and Implementation of SharpSpring Tracking

mXtr Automation provides the Authority with marketing automation and tracking software and services to replace current email system, improve segmented outreach, integrate reporting across digital platforms, and track customer buying across multiple channels to get better data on the value of various marketing investments.

Norfolk Bearings and Supply: Replacement Bearings for Vessels

The Authority's CMLF operations requires the purchase of a specialty split bearing and cartridge housing. The Authority requested quotes from the three distributors permitted to stock and sell the required products within the CMLF sales area. Norfolk Bearings & Supply submitted the lowest-cost quote. The estimated purchase price reflects an aggregate estimate of expenditures for routine purchases made from the vendor throughout the year.

Northrop Grumman d/b/a Sperry Marine: Electronics for CMLF Vessels

Northrop Grumman Sperry Marine is the proprietary supplier of replacement parts for overhauls, emergency repairs and maintenance of the radars and navigational equipment on all Authority vessels.

Northstar Environmental Group: Hazardous Waste Management

Northstar Environmental Group, Heritage-Crystal Clean, Veolia North America and Miller Environmental Group each have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

OmniThruster, Inc.: Maneuvering and Propulsion System Parts for CMLF

OmniThruster, Inc. is the original equipment manufacturer of the hydraulic bow thruster system installed on the M/V Delaware and the M/V Cape Henlopen, and the sole distributor for parts necessary to keep the hydraulic bow thruster systems fully operational.

Oracle America, Inc.: Annual Maintenance and Support for Oracle Databases

Oracle is the proprietary database used for the existing Time Attendance System, the Fare Collection System, the Toll Reconciliation System, and the Procurement/Project Management System. The estimated cost will cover the annual maintenance plus the duplication of the Oracle database for disaster recovery.

Pacifico Ford: Replacement Vehicles

The Authority is replacing three (3) F-150 pickup trucks and two (2) cargo vans that have exceeded their useful life, meeting the Authority's vehicle replacement criteria, and are programmed into the Capital Equipment Replacement Plan. The vehicles will be purchased via Winner Ford's competitively-bid state contract (*GSS22560-TRUCK_VANS*) and the retired vehicles will be sold at public auction.

Palfinger Marine USA Inc.: Inspections, Service and Parts for Rescue Boat Davits

Palfinger is the sole source provider of five-year inspections, certifications, and periodic emergency services for the rescue boat davits aboard each of the CMLF ferries. Such services are required for each CMLF vessel to remain in conformance with the USCG. The estimate includes the cost of replacing the wire falls, weight test certificates, and the inspection of winch and davit assembly for each CMLF vessel.

Papco, Inc.: Unleaded Gasoline for DMB Vehicles & Equipment

The Authority stores and dispenses unleaded gasoline at the DMB Administrative Complex for use in Authority-owned vehicles and equipment. The price per-gallon for gasoline is competitively awarded by the State according to the county and the capacity of the tank which the purchased gasoline will be stored. Papco, Inc. is currently a party to the lowest-priced state contract to provide gasoline to "A" tanks located within New Castle County (*GSS21002-GASOLINE*).

Parker and Partners Marketing Resources, LLC: CMLF & ILG Marketing Consulting Services

The Authority plans to utilize the services of a marketing consultant for the messaging, production, and creative development for CMLF and ILG marketing campaigns. The firm designs our print and digital advertising, banners, and signs, and delivers creative options to target different segments of Ferry and airport ridership.

Pedroni Fuel Co.: Unleaded Gasoline for CMLF Vehicles and Equipment

The Authority stores and dispenses unleaded gasoline at the Cape May-Lewes Ferry Terminals for use in Authority-owned vehicles and equipment. Pedroni Fuel Co. supplies the Authority with unleaded gasoline at prices matching their current state contract (*T0083 Unleaded Automotive Gasoline*).

PetroChoice: Vessel Lube Oil

Due to the volatility of the petroleum markets, the Authority solicits quotes from all available area providers before making bulk purchases of the ExxonMobil lubricating oil utilized on all Authority vessels. PetroChoice has been identified as having the ability to provide a minimum of 1,000 USG to the Authority. This procurement method allows the Authority to react quickly to swings in spot pricing and ensure that the Authority receives the best value at the time of purchase.

Pivot Occupational Health: Occupational Health Services

The Authority will be using Pivot Occupational Health for various occupational health services including pre-employment physical examinations, lab work, fit-for-duty evaluations, drug and alcohol testing and vaccinations. Pivot Occupational Health offers

these services to the Authority at their competitively-bid state contract price (*GSSI9712-PHYTESTLAB*).

Poppulo, Inc.: Mobile Applications Development

The Authority has selected a professional mobile applications firm to develop a mobile application for employee communications not currently available within existing Authority systems.

Quincy Compressor: Servicing of Air Compressors on CMLF Vessels

The Authority plans to service the existing air compressors aboard the CMLF vessels. Staff solicited quotes from three (3) vendors with Quincy Compressor submitting the lowest quote in accordance with the Authority's specifications.

The Quotient Group: Airport Marketing at ILG

The Authority has selected an aviation marketing firm to develop an updated marketing plan for the New Castle Airport including social media and web efforts to build awareness for the airport with various identified audiences.

Radio Holland USA, Inc.: Public Address System Upgrade on M/V Delaware & Spare Shipset

The Authority plans to install a new Public Address (PA) system on the M/V Delaware as the current system has exceeded its designed operational life cycle during the upcoming 2023 drydocking. Radio Holland is the proprietary vendor for Zenitel Marine systems and previously installed Zenitel PA systems aboard the M/V Cape Henlopen and M/V New Jersey and no other local vendors can support the installation of the equipment components, the Authority requests to use Radio Holland for the installation of the M/V Delaware's PA system. The expenditure amount also represents the purchase of a spare shipset that will be stored in the Cape May Terminal warehouse in case of an emergency.

Randive: UWILD Hull Inspections at CMLF

Randive and Dryden Diving are the two available contractors that will be contacted to submit quotes for any UWILD (Under Water In Lieu of Dry-docking) inspection work that may be necessary. The Contractor's divers will do a complete video inspection of all hull weld seams, inspect all the propellers, shafts, rudders, bow thrusters, sea chests, intakes, anodes, and underwater valves. Each firm will be contacted to provide quotes for each UWILD inspection. It is impossible to predict which contractor will be the lowest bidder, thus in an effort to avoid an emergency condition, each of the two available vendors have been included.

The Rowland Company: Replacement Bearings and Clutches for Vessels

The Authority's vessel operations require the purchase of Thordon brand bearings for vessel steering gear and Eaton Airflex brand clutch parts for vessel reduction gears. The distribution of these products within our area of operations is authorized exclusively to the Rowland Company.

Saf-Gard Safety Shoe Co.: Safety Shoes

The Authority provides safety footwear for eligible employees. Saf-Gard is party to a competitively-bid state contract (*GSSI9070*) to supply safety shoes and offers the Authority the products at matching rates.

Ships Machinery International, Inc.: Maneuvering and Propulsion Systems Parts for CMLF:

The M/V New Jersey and M/V Delaware operate using a Brunvoll electric bow thruster system (The M/V Delaware uses a combination of electric and hydraulic thrusters). Brunvoll (of Norway) is a single-source supplier and has named Ships Machinery International as the exclusive Brunvoll agent for all sales, service, and parts in North America.

Siemens Building Technologies: Fire Detection System Installation and Support

The Authority utilizes fire alarm system equipment manufactured by Siemens Building Technologies at all Delaware Memorial Bridge and Cape May-Lewes Ferry facilities and requires the proprietary programming services of the original equipment manufacturer to update the system at each facility to reflect changes to building infrastructure. The Authority also utilizes Siemens for general deficiency resolution requiring hardware and software modifications.

Simpli.fi: ILG Digital Keyword and Advertising Development

The Authority has selected a specialty aviation advertising agency to provide services for keyword and programmatic digital advertisement on Google platforms.

South Jersey Paper Products: Food Service Items, Disposable, Paper and Plastic at CMLF:

South Jersey Paper offers the Authority state contract pricing via the state contract (*T0012 Food Service Items: Disposable, Paper and Plastic for Distribution and Support Services*).

Spotify: Radio Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Spotify to provide radio advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Steimling & Son, Inc.: Reconditioning of M/V Cape Henlopen Main Shafts, Rudders, Bearings and Sleeves

Steimling & Son is the only machine shop in the local area with the experience to work on propeller shafts of the size and vintage of the CMLF fleet. The Authority intends to have the items serviced in advance to ensure they are ready prior to the vessel arriving at the shipyard.

Talarico Building Services, Inc. d/b/a ServiceMaster TBS: Janitorial Services at MIV & WWD

The Authority uses a contractor to provide janitorial services at the Cape May and Millville Airports. Staff solicited quotes from six (6) contractors and received one (1) bid for three 1-year terms. ServiceMaster TBS submitted the lowest bid to perform the work in

accordance with the Authority's specifications. 2023 represents the first year of the potential three-year service agreement.

Talarico Building Services, Inc. d/b/a ServiceMaster TBS: Janitorial Services at ILG Terminal

In preparation for the return of commercial airline service to Wilmington-New Castle Airport (ILG), the Authority must have a contractor in place to provide the necessary janitorial services at the terminal by February 1. If the Authority were to adhere to our Board authorization timelines and veto period, this project would not be able to be publicly advertised, approved and executed prior to the due date. DRBA staff thus prepared a scope of work, solicited quotes from twelve (12) contractors, and received six (6) competitive quotes for three 1-year terms. ServiceMaster TBS submitted the lowest bid to perform the work in accordance with the Authority's specifications. 2023 represents the first year of a potential three-year service agreement.

Taylor Oil Co.: Gasoline and Diesel Fuel

The Authority stores and dispenses Gasoline and Diesel Fuel at its New Jersey-based facilities for use in Authority-owned vehicles and equipment. The price per-gallon of gasoline and diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Taylor Oil Co. is currently a party to a competitively-bid state contract to provide gasoline and diesel fuel within all counties and for all tank sizes (*T0083 GASOLINE, AUTOMOTIVE and T1845 - ULTRA-LOW SULFUR DIESEL AND BIODIESEL FUEL*).

Thomas J. Morris, III, d/b/a Eagle Point Gun / T.J. Morris & Son: Police Ammunition, Range and Target Supplies

Eagle Point Gun / T.J. Morris & Son is a party to a state contract (*17-Fleet-00721 - Law Enforcement Firearms Equipment and Supplies*) and provides firearms and supplies to DRBA Police at their state contract price.

TIMCO Industries, Inc.: Spare Control Parts and Service for M/V Delaware

TIMCO Industries, Inc. owns the distributorship rights of Kobelt Controls for parts and service for the main engine and reduction gear controls installed on the M/V Delaware. The estimated amount of the purchase is intended to create a spare parts inventory to support the vessel in the future.

Tornado II Janitorial Services, LLC: Air Traffic Control Tower Janitorial Services at ILG

The Authority uses a contractor to provide janitorial services at the FAA Air Traffic Control Tower at New Castle Airport. In 2021, staff solicited quotes from four (4) contractors and received three (3) bids for the potential 3-year contract. Tornado II Janitorial Services submitted the lowest bid to perform the work in accordance with the Authority's specifications. 2023 will represent the final year of three-year contract with this vendor.

Townsquare Media: Radio Advertising Associated with Commercial Air Service at ILG

The Authority plans to contract with Townsquare Media to provide radio advertising related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

Trellist, Inc.: Digital Marketing at CMLF and Customer Email Program at ILG

Trellist provides the Authority with professional email marketing and development, social business strategy and marketing support services for the Cape May-Lewes Ferry.

Triad Associates: Grant Writing Services for Cape May and Millville Airports

The Authority has identified Triad Associates, based on their experience and success with projects in the region, to assist with grant writing services to pursue a grant(s) from the United States Economic Development Administration (USEDA). The grant application will attempt to gain funding for two (2) light industrial buildings, one each at the Cape May and Millville Airports.

Tri-State Battery & Alternator, LLC: Batteries for DMB Vehicles & Equipment

The Authority purchased various replacement batteries for DMB fleet vehicles and equipment through Tri-State Battery & Alternator's state contract (*GSS20007-AUTO_PARTS*).

TRGroup, Inc.: Upgrade CMLF Vessel Wi-Fi

The Cape May-Lewes Ferry currently relies on a licensed microwave point-to-point wireless solution developed by TRGroup to keep CMLF employees and passengers Internet-connected while traveling. This continued project will replace the current tower equipment with new equipment required to license the Wi-Fi frequency, thereby eliminating interference with unlicensed frequencies.

TRMI: Toll Lane Treadles

TRMI manufactures the treadles that are used to classify vehicles as they enter DRBA toll collection lanes. TRMI treadles are proprietary to the toll lanes installed at the Delaware Memorial Bridge and cannot be purchased from any other vendor.

Tyler Technologies: Maintenance and Support for Finance and Human Resources ERP Systems and Police CAD System

Tyler Technologies is the proprietary vendor that developed the Authority's Enterprise Resource Planning Systems (MUNIS) and the Police CAD System. This purchase will cover the annual maintenance expenses for these systems.

UniFirst Corporation: New and Replacement Employee Uniforms

The Authority purchases quality embroidered and logo-imprinted work uniforms for use by Maintenance, Electronics and Engineering Department personnel. A variety of uniforms that the Authority requires throughout the year will be purchased via UniFirst's competitively bid cooperative contract (*Sourcewell #040920-UFC: Uniforms and Uniform-Related Products and Services*).

United Electric Supply Co.: Various Electrical Supplies for all Facilities

The Authority purchases bulbs, lighting fixtures, panel boxes, covers, ballasts, wire, cable, circuit breakers and other miscellaneous electrical components for use at all facilities through state contract pricing (*GSS22491-ELECTRICAL*) as awarded to United Electric.

United Electric Supply Co.: Electrical and Lighting Materials

United Electric Supply, Billows Electric Supply, and Colonial Electric Supply each have the ability to provide specialized new and repair materials for lighting and electrical supplies for airport-related facility buildings. While United Electric Supply is part to a Delaware State Contract, the materials predominately purchased for the Authority's airports are manufactured by a vendor not offered under such contract. Since it is impossible to predict which vendor will be offering the best price at any time during the year, all three vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's needs.

University of Delaware: Marketing Associated with Commercial Air Service at ILG

The Authority plans to work with the University of Delaware to provide marketing services related to the Air Service Incentive Agreement and the airport marketing associated with commercial air service at ILG.

The VATv Network: Video Production Services for DRBA

The Authority uses a professional video production firm to provide camera crews, post-production and script-to-screen production services. Video services are being expanded to include Executive Leadership employee communications.

Veolia North America: Hazardous Waste Management

Veolia North America, Heritage-Crystal Clean, Miller Environmental Group, Northstar Environmental Group each have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

Verizon Connect NWF, Inc.: Authority-wide Wireless Fleet Management Services

Verizon Connect NWF (formally Network Fleet, Inc.) is under state contract (*GSS22838-VEH_TRACK*) to provide wireless fleet management services. The estimated cost will cover the annual wireless expense to track and monitor all Authority-owned vehicles.

W&O Supply, Inc.: Low-smoke Thermoplastic Piping, Valves, and Strainers for Vessels

The Authority requires the purchase of thermoplastic piping and various marine plumbing for use in its vessels. W&O Supply, Inc. is the only North American distributor of a commercially available thermoplastic piping system that is approved for marine applications by the USCG, and meets requirements for flame spread, low smoke, and toxicity.

W.B. Mason: Office Supplies

The Authority purchases various office supplies through W.B. Mason's state contract (GSS18489).

W.W. Grainger, Inc.: Industrial Supplies, Equipment and Maintenance

Grainger and holds competitively-bid state contracts for Industrial Supplies and Equipment and Maintenance, Repair and Operations Items. Purchases will be made at a cost that Grainger has guaranteed on either state Contract (GSS18577 or M0002), whichever is less.

Waste Management: Refuse Removal Services

Waste Management provides the Authority with solid waste removal. Waste Management holds a state contract for refuse hauling and container rental service (GSS20061).

WatchGuard: Police In-Car Video Management System

The DRBA Police Department requires the proprietary purchase of WatchGuard in-car video systems. This is the final stage of the effort to equip all Police Officers with similar technology. The Authority also intends to add Body Cam systems in the future.

Wayman Fire Protection, Inc.: Fire Alarm Monitoring, Inspection and System Installations

The Authority currently uses the services of Wayman Fire Protection for fire alarm monitoring inspections, replacements, and repairs at all DRBA facilities.

Yardi Systems, Inc.: Property Management Software

The Authority uses Property Management Software provided by Yardi Systems, Inc.

Classification Definitions:

Committee Waiver.

The Budget and Finance Committee, in consideration of the overall procurement process, may increase or waive the thresholds established in paragraphs 1 and 2 of Resolution 98-31 for the following reasons: operational needs and issues, a need for uniformity and continuity in materiel and services required by the Authority, and unique or special needs of the Authority including, but not limited to, the desirability of owner furnished materiel and supplies in vessel repair, maintenance, renovation and rehabilitation (DRBA Resolution 98-31 Part 3)

Cooperative Contract. A purchase of equipment, supplies or non-professional services which, under normal circumstances, would require public competitive bidding in accordance with Resolution 98-31, however the vendor has agreed to provide the goods or services to the Authority at prices less than or equal to that vendor's respective contract pricing awarded as a result of a public and competitively bid cooperative contract intended for the use of other state and governmental entities. In accordance with Resolution 11-36, this purchase classification includes those "*...purchases from cooperatives and/or the piggy-backing of existing publicly-bid contracts for state and governmental entities which State of Delaware or New Jersey may or may not individually publicly advertise*".

Professional Service. A purchase of services valued less than \$50,000 that are provided by a professional acting in a capacity that requires specialized education, knowledge, judgment, and skill, and is

predominantly mental or intellectual (as opposed to physical or manual) in nature, also including any clerical or administrative support that is required for the proper delivery of the professional service. Professional services may also be classified as those types of services that are original and creative in character and in a recognized field of artistic endeavor.

Proprietary. A purchase necessary to support or maintain existing Authority equipment for which a vendor has the right to prohibit an equivalent product from being supplied. Similar products or services may be available; however, the Authority must purchase from the original equipment manufacturer or service provider to uphold a contract, warranty, etc. A proprietary specification typically restricts the acceptable product or service to one manufacturer or vendor; although the product or service may be available from more than one distributor. In another typical example of this classification, a purchase of closed-source commercial software would be categorized as proprietary because the software remains the property of its owner/creator and is utilized by end-users (such as the Authority) under predefined conditions.

Quotes. A purchase of equipment, supplies or non-professional services or a contract for construction or construction management that is anticipated to cost between \$25,000 and \$49,999 during a calendar year and for which the Authority has solicited written quotes. *“Contracts for materiel and supplies and non-professional services, awarded to any [vendor for an amount of] more than \$25,000 but less than \$50,000 in the aggregate require the solicitation of three written quotes or all available sources, whichever is less... Construction management contracts or construction contracts...which are less than \$50,000 do not require formal solicitation of competitive prices and, if more than \$25,000 but less than \$50,000 require the solicitation of three written quotes or all available sources, whichever is less...”* (DRBA Resolution 98-31 Part 4).

Sole Source. A purchase made without a competitive process, based on the justification that only one known source exists or that only one single supplier can fulfill the requirements of the Authority. Sole source procurement is appropriate when the goods or services being acquired: are uniquely qualified to meet the objectives of the Authority; must be compatible with existing equipment; are available within a limited geographic boundary (e.g., distributor with exclusive rights or sales area); are required for use in conjunction with a grant or contract, etc. *“A contract may be awarded without competition if the General Manager or Director of Operations of an Authority facility, or Police Administrator, prior to procurement, determines in writing that there is only one source for the required contract and no other reasonable alternative sources exist that will satisfy the requirements of the Authority”.* (DRBA Resolution 98-31 Part 2.f.)

State Contract. A purchase of equipment, supplies or non-professional services which, under normal circumstances, would require competitive bidding, however the vendor has agreed to provide the goods or services to the Authority at fees less than or equal to that vendor’s respective contract as awarded by the State of Delaware or New Jersey. *“Any contract for the purchase of materiel and supplies and non-professional services....which contract individually exceeds \$50,000, or in the combination with other contracts, exceeds \$50,000 in any one calendar year shall be pursuant to a contract entered into by the Authority after competitive bidding. This provision shall not apply to purchases by the Authority from suppliers in cases where the Authority is purchasing at prices pursuant to contracts awarded by the States of Delaware or New Jersey for state agencies.”* (DRBA Resolution 11-36 Part 2.a.).

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RESOLUTION 22-67 - LEASE AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND AVELO AIRLINES, INC. AT THE WILMINGTON AIRPORT

WHEREAS, The Delaware River and Bay Authority (the “Authority”), is the operator of the Wilmington Airport (“Airport”); and

WHEREAS, Avelo, Inc. (“Avelo”) desires to lease hangar and office space totaling approximately 3,900 sq.ft. in a facility commonly referred to as 153 North DuPont Hwy. at the Wilmington Airport; and

WHEREAS, Avelo has agreed to pay the Authority Twenty-Three Thousand and Four Hundred Dollars (\$23,400) annually; and

WHEREAS, the initial term of the Lease (“Lease Agreement”) is for one (1) year; and

WHEREAS, Avelo shall have the right to renew this agreement for nine (9) additional one (1) year periods; and

WHEREAS, rent shall increase annually by the Consumer Price Index (CPI) with a cap of 3%; and

WHEREAS, rent shall adjust at the beginning of year six (6) to then then Fair Market Value (FMV); and

WHEREAS, Avelo will have the right to terminate this agreement with ninety (90) days advance notice by paying an early termination fee that shall be equal to half of the rent due for the remaining term of the Lease Agreement; and

WHEREAS, in the event the hangar shall require substantial repairs or if there is the enforcement of any applicable requirement by a federal, state, or local governmental agency with a cost in excess of the annual rent, and should Avelo elect not to fund the excess costs, the airline shall have the right to terminate the Lease with Ninety (90) days advance notice.

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of the Lease Agreement with Avelo Airlines, Inc., and, with the advice and consent of counsel, to have such Agreement executed by the Chairperson, Vice Chairperson and the Executive Director.

NOW, THEREFORE, BE IT RESOLVED, that Resolution 22-46 is hereby rescinded.

Resolution 22-67 was moved by Commissioner Ratchford, seconded by Commissioner Becker, and was approved by a roll call vote of 12-0.

Resolution 22-67 - Executive Summary

Resolution: Authorizing the Execution of a Lease Agreement between the Delaware River and Bay Authority and Avelo Airlines, Inc., regarding Wilmington Airport

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution: To permit the Executive Director, Chairman and Vice Chairman to execute and deliver a Lease Agreement for space at the Wilmington Airport.

Background for Resolution: The Delaware River and Bay Authority owns a hangar located at 153 North DuPont Hwy at the Wilmington Airport. Avelo Airlines wishes to lease the hangar in order to support their commercial service air operation at the adjacent terminal building. The company will be storing ground support equipment and improving existing office space in the hangar to serve as administrative offices.

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RESOLUTION 22- 68 - AMENDS AND RESTATES THE SCHEDULE OF FEES AND CHARGES AT DELAWARE RIVER AND BAY AUTHORITY OPERATED AIRPORTS

WHEREAS, the Delaware River and Bay Authority (the “Authority”) is the operator of the Wilmington Airport, Millville Airport, Cape May Airport, Delaware Airpark Airport, and the Dover Civil Air Terminal at DAFB (the “Airports”), and

WHEREAS, the Authority has adopted a Schedule of Fees and Charges for the Airports; and

WHEREAS, the Authority has fiduciary responsibility to review this schedule of fees and charges and make modification necessary to meet the financial and operating requirements of the Airports; and

WHEREAS, The Authority has determined that the revised Schedule of Fees and Charges is necessary and proper to generate revenue sufficient to support Airport activities; and

WHEREAS, under Article VII(d) of the Compact, after the Board of Commissioners approval, the Schedule of Fees and Charges will be filed with the Secretary of State of the States of Delaware and New Jersey and will take effect at that time; and

NOW, THEREFORE, BE IT RESOLVED, that the attached Schedules of Fees and Charges for the Millville Airport, Cape May Airport, Delaware Airpark Airport, and the Dover Civil Air Terminal at DAFB are hereby amended by the attached Schedule of Fees and Charges, effective January 1, 2023.

NOW, THEREFORE, BE IT FURTHER RESOLVED, that the Secretary of the Board of Commissioners is hereby authorized and directed to file a copy of said Schedule of Fees and Charges with the Secretary of State of the States of Delaware and New Jersey.

Resolution 22-68 was moved by Commissioner Ransome, seconded by Commissioner Becker, and was approved by a roll call vote of 12-0.

Resolution 22-68 - Executive Summary

Resolution: Amend and Restate the Schedule of Fees and Charges for Delaware River and Bay Authority operated airports.

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution: To amend the Schedule of Fees and Charges at Delaware River and Bay Authority airports and place them on file with the Secretary of each State.

Background for Resolution: There is a Schedule of Fees and Charges adopted for each airport operated by the Authority that sets predetermined rates for various operations and service at each facility. The last update to the Schedule at the Authority's General Aviation Airports were in 2010 and 2015, respectively. Airport staff recommend updating airport fee structures to include landing fees, apron fees and fuel flowage rates that reflect operations and economic conditions at each of the airports, and consistent with other airports in the region.

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RESOLUTION 22-69 - PARKING LICENSE AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND DAWN CAREER INSTITUTE, LLC. AT THE WILMINGTON AIRPORT

WHEREAS, The Delaware River and Bay Authority (the “Authority”), is the operator of the Wilmington Airport (“Airport”); and

WHEREAS, Dawn Career Institute, LLC. (“Dawn”) desires to utilize an existing parking lot commonly referred to as the former Boeing Parking Lot at the Wilmington Airport, to start and operate its business of CDL (commercial) driver training location; and

WHEREAS, Dawn has agreed to pay the Authority an annual rate of Thirty-Two Thousand Four Hundred dollars (\$32,400.00); and

WHEREAS, the initial term of the Lease (“Lease Agreement”) is for three (3) years; and

WHEREAS, the Authority shall have the right to terminate this agreement with sixty (60) days’ notice for a prospective aviation-related use; and

WHEREAS, rent during the initial term shall increase annually by the Consumer Price Index (CPI); and

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of the Lease Agreement with Dawn Career Institute, LLC., and, with the advice and consent of counsel, to have such Agreement executed by the Chairperson, Vice Chairperson, and the Executive Director.

Resolution 22-69 was moved by Commissioner Smith, seconded by Commissioner Becker, and was approved by a roll call vote of 12-0.

Resolution 22-69 - Executive Summary

Resolution: Authorizing the Execution of a Parking License Agreement between the Delaware River and Bay Authority and Dawn Career Institute, LLC., regarding the Wilmington Airport

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution:

To permit the Executive Director, Chairman and Vice Chairman to execute and deliver a Parking License Agreement for space at the Wilmington Airport.

Background for Resolution:

The Delaware River and Bay Authority owns a parking lot located at the former Boeing facility located on Penns Way at the Wilmington Airport. Dawn wishes to use the space to start and operate a CDL driver training facility. Dawn will be providing training as a third party for the State of Delaware.

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RESOLUTION 22-70 - LEASE AGREEMENT BETWEEN THE DELAWARE RIVER AND BAY AUTHORITY AND GAUDELLI BROS., INC. AT THE WILMINGTON AIRPORT

WHEREAS, The Delaware River and Bay Authority (the “Authority”), is the operator of the Wilmington Airport (“Airport”); and

WHEREAS, Gaudelli Bros., Inc. (“Gaudelli”) desires to lease garage and shop space in a facility commonly referred to as 141 Old Churchmans Rd. at Wilmington Airport; and

WHEREAS, Gaudelli has agreed to pay the Authority the annual rate of Thirty-Three Thousand Seven Hundred and Fifty Dollars (\$33,750.00); and

WHEREAS, the initial term of the Lease (“Lease Agreement”) is for one (1) year; and

WHEREAS, Gaudelli shall have the right to renew this agreement for one (1) additional one (1) year period; and

WHEREAS, rent during the initial term shall increase annually by the Consumer Price Index (CPI); and

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of the Lease Agreement with Gaudelli Bros. Inc., and, with the advice and consent of counsel, to have such Agreement executed by the Chairperson, Vice Chairperson and the Executive Director.

Resolution 22-70 was moved by Commissioner Ratchford, seconded by Commissioner Becker, and was approved by a roll call vote of 12-0.

Resolution 22-70 - Executive Summary

Resolution: Authorizing the Execution of a Lease Agreement between the Delaware River and Bay Authority and Gaudelli Bros., Inc., regarding Wilmington Airport

Committee: Economic Development

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution: To permit the Executive Director, Chairman and Vice Chairman to execute and deliver a Lease Agreement for space at the Wilmington Airport.

Background for Resolution: The Delaware River and Bay Authority owns a building located at 141 Old Churchmans Rd. at the Wilmington Airport. Gaudelli wishes to lease space as a construction office and construction yard for a building project (school) in the City of Wilmington.

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RESOLUTION 22-72 – ADOPTING THE DELAWARE RIVER AND BAY AUTHORITY’S 2023 CAPITAL IMPROVEMENT PROGRAM (CIP)

WHEREAS, The Delaware River and Bay Authority (the “Authority”) has developed a 2023 Capital Improvement Program (CIP) for major and minor capital projects Authority-wide in the amount of \$174,745,000.00 in Authority funds and \$33,280,000.00 in external funds, for a total of \$208,025,000.00; and

WHEREAS, the Projects Committee has conducted a publicly advertised meeting on the proposed 2023 CIP; and

WHEREAS, the Authority’s Projects Committee has reviewed and approved the proposed 2023 CIP and recommends its adoption by the Board of Commissioners.

NOW, THEREFORE, BE IT RESOLVED, that the Authority hereby adopts the 2023 CIP investment proposal in the amount of \$208,025,000.00.

Resolution 22-72 was moved by Commissioner Ratchford, seconded by Commissioner Ransome, and was approved by a roll call vote of 11-0.

Resolution 22-72 - Executive Summary Sheet

Resolution: Authorizing the adoption of The Delaware River and Bay Authority's 2023 Capital Improvement Program (CIP) investment proposal

Committee: Projects Committee

Committee Date: December 20, 2022

Board Date: December 20, 2022

Purpose of Resolution: To authorize adoption of the Delaware River and Bay Authority's 2023 Capital Improvement Program (CIP) investment proposal in the amount of \$174,745,000.00 in Authority funds and \$33,280,000.00 in external funds, for a total of \$208,025,000.00.

Background for Resolution:

The Delaware River and Bay Authority has developed a 2023 Capital Improvement Program (CIP) for major capital improvement projects, minor capital maintenance projects, minor capital equipment purchases, and automation/telecom upgrades at the Delaware Memorial Bridge, the Cape May-Lewes Ferry, the Forts Ferry, the New Castle Airport, the Millville Airport, the Cape May Airport, the Delaware Airpark, and the Civil Air Terminal in the amount of \$174,745,000.00 in Authority funds and \$33,280,000.00 in external funds, for a total of \$208,025,000.00.

The implementation of this 2023 Capital Improvement Program (CIP) will provide for the proper maintenance and improvement of the Authority's infrastructure and facilities and assure that the public continues to enjoy safe and efficient transportation services.

The 2023 CIP is accompanied by a Five-Year (2023-2027) Strategic Plan showing projections for four additional years of capital spending.

The Projects Committee has conducted a publicly advertised meeting on the proposed 2023 CIP, approved the proposed 2023 CIP, and recommends its adoption to the Board of Commissioners.

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12049. EXECUTIVE DIRECTOR'S COMMENTS

The Executive director reminded the Board that the January and February meetings would both be held on the third Wednesday of the month.

Upcoming Board of Commissioner Meetings:

Wednesday, January 18, 2023 at 10:00 a.m.
Wednesday, February 22, 2023, at 10:00 a.m.

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12050. COMMISSIONERS PUBLIC FORUM

Vice-Chairperson Lathem called for comments from the Commissioners.

There were no additional comments.

There being no further business, Vice-Chairperson Lathem adjourned the meeting at 12:50 p.m.

Respectfully submitted,

THE DELAWARE RIVER AND BAY AUTHORITY

Stephen D. Williams
Assistant Secretary