



**SOUTH JERSEY PORT CORPORATION**  
**OFFICIAL BOARD OF DIRECTORS MEETING MINUTES**  
**CAMDEN, NEW JERSEY**  
**MARCH 28, 2023**  
**12:30 p.m.**

<b>Directors Present:</b>	Richard Alaimo	Chairman ☎
	Christopher Chianese	State Treasurer Designee
	Carl Styles	Director ☎
	William Higgins	Director ☎
	Sheila Roberts	Director ☎
	Joseph Maressa	Director ☎
	Robert D'Angelo	Director
	Eric Martins	Director ☎
<b>Directors Absent:</b>	Jonathan Gershen	Director
	Chad Bruner	Director
<b>In Attendance:</b>	Janice Venables	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Louis Lessig	General Counsel
	August Kneustaut	Dir. of L&R Affairs
	Victoria D'Amico	Board Secretary
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Chris Perks	Director of Engineering
	Kevin Duffy	COO
	Chuck O'Leary	Security Manager
	George Englehardt	Facilities Engineer ☎
	Dennis Culnan	Phoenix Strategies
	Dan Bontempo	Stantec
	Doug Miller	Terminal Superintendent
	Bob Britland	Crane Operator
	Patrick Boyle	Senior Purchasing Agent

**The Board Secretary opened the meeting at 12:30 p.m. with the following statement:**

Pursuant to the provisions of the Open Public Meetings Act, Chapter 231, Public laws of 1975, adequate notice of this meeting has been provided. On January 5, 2023, the Board Secretary of the Corporation sent a legal notice with a schedule of Regular Meetings to be held by the South Jersey Port Corporation's Board of Directors, during the calendar year 2023, indicating the time and place to the County Clerks within the seven counties of the Port District and the Secretary of

State. A legal notice was sent to the following newspapers: Courier-Post, South Jersey Times and the Burlington County Times.

In addition, the meeting schedule was posted at the Port Corporation's designated Bulletin Board at the main entrance to the Broadway Terminal, its official place for posting and maintaining a schedule of the monthly Board of Director's Meetings for 2023. The meeting schedule was also placed on the Port Corporation's website at [www.southjerseyport.com](http://www.southjerseyport.com).

Roll call was taken and recorded. **PLEDGE OF ALLEGIANCE RECITED.**

#### **PRESENTATION OF REGULAR MEETING MINUTES – FEBRUARY 28, 2023**

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

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

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

**Abstain:**  
**Voting against motion:** None

#### **PRESENTATION OF CLOSED MEETING MINUTES FEBRUARY 28 , 2023**

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

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

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

**Abstain:**  
**Voting against motion:** None

#### **OPERATING BILLS**

The Operating Unpaid Bill list for the period 2/10/2023–3/10/2023 was presented for approval.

*A motion was made to adopt Resolution 2023-03-0028 for the approval of the Operating Unpaid Bill list for the period 2/10/2023- 3/10/2023.*

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

Voting for motion: All  
Voting against motion: None

### ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 2/10/2023– 3/10/2023 was presented for approval.

*A motion was made to adopt Resolution 2023-03-0029 for the approval of the Advance Payment Bills for the period 2/10/2023-3/10/2023.*

Moved by: C. Styles  
Seconded by: W. Higgins

Voting for motion: All  
Voting against motion: None

### CREDIT LIST

The Credit List for the period ending March 28, 2023, was presented for approval.

*A motion was made to adopt Resolution 2023-03-0030 for the approval of the Credit List for the period ending March 28, 2023.*

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

Voting for motion: All  
Voting against motion: None

### CHANGE ORDERS - (NONE)

### CONSTRUCTION FUND REQUISITIONS

Staff presented (13) advance construction fund requests in the amount of \$761,898.29 and (11) unpaid construction fund requisitions in the amount of \$1,180,458.49

*A motion was made to adopt Resolution 2023-03-0031 to approve the Construction Fund List for the period ending March 28, 2023.*

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

Voting for motion: All  
Voting against motion: None

### TREASURER'S REPORT

For the month of February 2023, the SJPC generated net income before non-operating interest expense and depreciation and amortization in the amount of \$293,487 which is over budget by

\$270,989 for the month. Our (year-to-date) YTD net income as of February 28<sup>th</sup> is \$811,574, which is over budget by \$776,080.

Please note that we recognized \$19,403 into income from deferred revenue in February. Our deferred revenue balance decreased from January and is \$454,124 at month end. February 2023 month-ended net income is approximately \$180,000 higher as compared to February 2022.

### **COUNSEL'S REPORT**

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

### **EXECUTIVE DIRECTORS REPORT**

Total cargo tonnage in February 2023 was 230,556 s/tons: an 11% increase versus February 2022. Camden Steel imports in February 2023 showed a .3% increase versus February 2022 and a YTD decrease of 9.6% compared to 2022. There was no plywood activity in February 2023 or 2022.

There was 8,361 s/tons of cocoa bean activity in February 2023 compared to no activity in February 2022.

Bulk activity for February 2023 was 142,343 s/tons; a 30.6% increase from February 2022.

Exports of recycled metals in February was 62,469 s/tons; a 1% increase compared to February 2022. February 2023 cement was 54,947 s/tons. February 2023 Grancem totaled 15,814 s/tons for a decrease of 45%. Sand was 9,113 s/ tons for February 2023 and there was no Gypsum activity in February 2023 or February 2022.

SJPC handled 14 ships in February 2023 compared to 18 in February 2022.

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

### **Paulsboro MT EEW**

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

We continue to discuss funding and next steps with EEW and the GCIA including applying for a federal grant.

### **CMMA International Cocoa Conference - March 7-9 – New Orleans La**

Brendan Dugan and I attended CMMA's conference which was attended by over 200 people. Participants included our cocoa bean warehousing tenant, as well as key traders, importers, and shipping lines such as General Cocoa, Atlantic Cocoa, Cargill, Blommer and Unicargo. Market analysis updates were provided on key origin markets including Ghana, Ivory Coast, and Ecuador.

### **Collective Bargaining Agreements**

We are scheduled to have our first negotiating sessions with the CWA on April 4<sup>th</sup> and April 11<sup>th</sup>. We will also be scheduling meetings with Local 18 and Teamster Local 79 for later in April with the hope of having negotiated contracts in time for the June board cycle.

Local 18's contract expired last July, and the other contracts expire on June 30<sup>th</sup> of this year.

**Maritime Exchange of the Delaware River**

The Maritime Exchange has established a Government Affairs committee to track state and federal issues that affect the maritime industry along the Delaware River. Jonathan Atwood has been named as the inaugural Chair of the committee. Their first meeting was in late February at the Maritime Exchange office. Their second meeting will take place in June and be held here at the SJPC offices.

**Photographer - Reminder**

We have scheduled a photographer to come to our April Board meeting to take updated headshots and a group photo of the Board of Directors. The photographer will also be on hand for staff photos. We ask that if you are able, to please attend the April Board meeting in person.

**Port of Salem**

We are currently scheduling a presentation of the Port of Salem development study with John Martin Associates and the Salem City Council and Mayor in a closed session meeting.

**Customer Visits:**

- Norton Lilly Operations Manger

**Outside Events**

During the past month, we attended the following events:

- February 28- Rose Hope and Jamie Thompson spoke at the Camden County Technical Schools
- March 23- Camden Works Job Fair – Camden High School

**ACTION ITEMS:****RESOLUTION 2023-03-0032: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR ASPHALT PAVING SERVICES ON AN AS-NEEDED BASIS AT THE BALZANO AND BROADWAY MARINE TERMINALS****REQUEST**

Pursuant to the Board Authorization: RESOLUTION 2022-07-007 APPROVAL TO ISSUE REQUEST FOR BID FOR ASPHALT PAVING AT THE BALZANO AND BROADWAY TERMINALS, a Request for Bid was advertised for the solicitation of public bids to perform asphalt paving services for all areas requiring maintenance paving at the Balzano and Broadway Marine Terminals.

**BACKGROUND**

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

The Request for Bids was advertised in three newspapers and posted on the SJPC website.

A pre-bid meeting was held on February 15, 2023, with one (1) contractor, Paving Pluss, LLC, in attendance. Bids were opened in public on March 2, 2023. One (1) bid proposal was received from Paving Plus, LLC in the amount of \$266,880 based on placement of approximately 1,000 tons of asphalt for paving services in 2023. The option to extend the contract for up to two (2) one-year periods at the discretion of the SJPC is included. Paving Plus, LLC was the recipient of the 2022 one-year maintenance paving repairs contract and therefore familiar with our port operations.

SJPC General Counsel review indicated that the bid proposal met all the requirements of the Request for Bids.

*A motion was made to approve Resolution 2023-03-0032 to award this construction contract to Paving Plus, LLC of Glassboro, NJ, in the Not to Exceed Amount of \$266,880.00. The contract terms for the requested solicitation will be for a one-year term with the option of two additional, one-year extensions.*

<b>Moved by:</b>	<b>C. Chianese</b>
<b>Seconded by:</b>	<b>S. Roberts</b>
<b>Voting for Motion:</b>	<b>All</b>
<b>Voting Against Motion:</b>	<b>None</b>

**RESOLUTION 2023-03-0033: APPROVAL TO SUBMIT PIDP GRANT FOR PAULSBORO MARINE TERMINAL ON BEHALF OF EEW AND ORSTED**

**REQUEST**

Staff requests Board approval for SJPC to serve as the applicant for a Port Infrastructure Development Program (PIDP) grant to complete work at the Paulsboro Marine Terminal on behalf of EEW and Orsted.

**BACKGROUND**

Gloucester County Improvement Authority (GCIA) submitted a PIDP grant application for PMT in 2022, but the application was not approved. SJPC is offering to serve as the public entity applicant for the roughly \$35 million project for 2023. The costs associated with the application (grant preparation, grant administration, and local cost-share) will be assumed by EEW and Orsted.

*A motion was made to approve Resolution 2023-03-0033 to serve as the applicant for a Port Infrastructure Development Program (PIDP) grant to complete work at the Paulsboro Marine Terminal on behalf of EEW and Orsted.*

<b>Moved by:</b>	<b>W. Higgins</b>
<b>Seconded by:</b>	<b>S. Roberts</b>
<b>Voting for Motion:</b>	<b>All</b>
<b>Voting Against Motion:</b>	<b>None</b>

**RESOLUTION 2023-03-0034: APPROVAL TO ISSUE RFP TO PURCHASE TWO REACH STACKERS****REQUEST**

Staff is requesting Board approval to issue a request for bids to purchase two American-made, low emission reach stackers.

**BACKGROUND**

South Jersey Port Corporation has been awarded a grant of \$1,010,800 from the US Department of Transportation's FY 2021 American Marine Highway grant program. The grant will enable SJPC to purchase two American-made, low-emission reach stackers.

*Resolution 2022-03-0034 was not presented for action.*

**RESOLUTION 2023-03-0035: APPROVAL TO PURCHASE FOUR (4) 2023 RAM 1500 PICKUP TRUCKS****REQUEST**

Staff requests Board approval to purchase four (4) 2023 Ram 1500 pickup trucks.

**BACKGROUND**

The 2023 Ram Pickup Trucks will be utilized by SJPC Operations. Staff has received a quotation from National Auto Fleet Group for the vehicles under Sourcewell Contract 091521-NAF in the total amount of \$125,373.48. The trucks will be used by our operations and maintenance departments and will replace older trucks which are in need of replacement.

*A motion was made to approve Resolution 2023-03-0035 to purchase four (4) 2023 Ram 1500 pickup trucks in the amount of \$125,373.48.*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>S. Roberts</b>
<b>Voting for Motion:</b>	<b>All</b>
<b>Voting Against Motion:</b>	<b>None</b>

**INFORMATION ITEMS:****MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT**

The report was received and filed.

**PORT SECURITY UPDATE**

The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

The report was received and filed.

**PUBLIC COMMENTS**

The Chairman asked if there were any public comments.

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

*A motion was made to adjourn the Regular Open Meeting*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>R. D'Angelo</b>
<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>

At 1:02p.m. the regular open session was adjourned.

Following closed session, the Regular Session was reopened at 1:11 p.m.

*A motion was made to adjourn the Regular Open Meeting at 1:11pm*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>S. Roberts</b>
<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Regular Open Session of the Board of Director's Meeting held Tuesday, March 28, 2023.



Victoria D'Amico  
Board Secretary