



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
JULY 30, 2024
12:30 p.m.

Directors Present:	Richard Alaimo	Chairman
	Christopher Chianese	State Treasurer Designee
	William Higgins	Director
	Sheila Roberts	Director
	Robert D'Angelo	Director
	James MacFarlane	Director
	Chad Bruner	Director
	Joseph Maressa	Director
	Carl Styles	Director
Directors Absent:	Eric Martins	Director
	Jonathan Gershen	Director
In Attendance:	Alexis Franklin	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Lou Lessig	Brown & Connery
	August Knestaut	Dir. of L&R Affairs
	Jonathan Atwood	Acting Board Secretary / Chief of Staff
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Kevin Duffy	COO
	Brendan Dugan	CCO
	Chris Perks	Director of Engineering
	Richard Altomare	General Mgr. Security
	Dennis Culnan, Jr.	Phoenix Strategies
	George Englehardt	Facilities Engineer
	Danny Bontempo	Stantec
	Vinny Antes	Senior Advisor Engineering
	Stephanie Axler	Marketing Intern
	Mikayla Jones	Engineering Intern

The Acting Board Secretary opened the meeting at 12:30 p.m. with the following statement: Pursuant to the provisions of the Open Public Meetings Act, Chapter 231, Public laws of 1975, adequate notice of this meeting has been provided. On December 12, 2023, the Acting 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 2024, 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 2024. The meeting schedule was also placed on the Port Corporation's website at www.southjerseyport.com.

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

PRESENTATION OF REGULAR MEETING MINUTES – JUNE 11, 2024

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on June 11, 2024, were presented for approval.

A motion was made to approve the June 11, 2024, Board of Directors Regular Open Session Meeting Minutes as presented.

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

Abstain:	
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES JUNE 11, 2024

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on June 11, 2024, were presented for approval.

A motion was made to approve the June 11, 2024, Board of Directors Regular Closed Session Meeting Minutes as presented.

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

Abstain:	
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 5/16/2024–6/30/2024 was presented for approval.

A motion was made to adopt Resolution 2024-07-0076 for the approval of the Operating Unpaid Bill list for the period 5/16/2024-6/30/2024.

Moved by: S. Roberts
Seconded by: C. Bruner

Abstain:
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 5/16/2024– 6/30/2024 was presented for approval.

A motion was made to adopt Resolution 2024-07-0077 for the approval of the Advance Payment Bills for the period 5/16/2024-6/30/2024.

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

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

CREDIT LIST

The Credit List for the period ending June 30, 2024, was presented for approval.

A motion was made to adopt Resolution 2024-07-0078 for the approval of the Credit List for the period ending June 30, 2024.

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

Abstain:
Voting against motion: None

CHANGE ORDERS- (ONE)**RESOLUTION 2024-07-0079: APPROVAL OF CHANGE ORDER NO.6 TO TRACKS UNLIMITED, LLC FOR RAIL REHABILITATION AT BALZANO MARINE TERMINAL**

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

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

The SJPC Board had previously approved five Change Orders by Resolution Numbers 2023-12-0110, 2024-01-0005, 2024-02-0026, 2024-04-0052, and 2024-06-0072.

The Shed 1 loading platform's new door location was relocated to allow for loading of two rail cars simultaneously thereby requiring a grade change of the adjacent concrete slab to reduce the sloped surface into the rail cars. Also, the sgell frame for the existing door opening was damaged which did not allow the installation of the new door and required replacement.

Additionally, at Shed 1, the contractor encountered areas of poor soil conditions during proof rolling necessitating the removal of the unsuitable soil and replacement with $\frac{3}{4}$ " stone as subbase material. A geogrid soil strengthening product was also installed before placing the rail ballast to improve the new track stabilization.

Lastly, inspection by the engineer found the piles to be in good condition resulting in a credit for not utilizing that pay item.

The Original Contract Amount	\$ 6,656,968.00
Change Order Number 1	\$ 150,799.00
Change Order Number 2	\$ 75,971.00
Change Order Number 3	\$ 25,859.00
Change Order Number 4	\$ 40,767.00
Change Order Number 5	\$ 176,156.60
Change Order Number 6	\$ 63,100.00
Adjusted Contract Amount	\$ 7,189,620.60

A motion was made to approve Resolution 2024-07-0079 for Change Order Number 6 in the amount of \$63,100, bringing the total contract amount from \$7,126,520.60 to \$7,189,620.60.

Moved by: R. D'Angelo
Seconded by: C. Bruner

Voting for Motion: All
Voting Against Motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented (25) advance construction fund requests in the amount of \$909,987.84 and (15) unpaid construction fund requisitions in the amount of \$360,574.21

A motion was made to adopt Resolution 2024-07-0080 to approve the Construction Fund List for the period ending June 30, 2024.

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

Abstain:
Voting against motion: None

TREASURER'S REPORT

For the month of June 2024, SJPC had net loss in the amount of \$91,718 which is under budget by \$102,236 for the month. Our (year-to-date) YTD net income as of June 30th is \$68,085, which is over budget by \$4,616. We had decreases in crane rental revenue in June 2024 due to a decrease in scrap and slag handling.

Please note that we recognized additional revenue of approximately \$121,000 due to a decrease in deferred revenue in June. Our deferred revenue balance decreased from May to June and is \$348,000 at month end.

COUNSEL'S REPORT

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

EXECUTIVE DIRECTORS REPORT

The Executive Director & CEO for the South Jersey Port Corporation reports cargo tonnage for May 2024 was 279,579 s/tons: a 31.4% increase compared to May 2023. All terminals combined handled a total of 86,338 s/tons of breakbulk cargo during May 2024; showing a 24.6% increase compared to May 2023. May 2024 bulk cargo activity for all terminals was 193,241 s/tons: a 34.7% increase from May 2023. Year to date tonnage for all terminals through May 2024 totaled 1,446,565 s/tons; representing a 19% increase when compared to the same period in 2023.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for May 2024 totaled 250,914 s/tons, a 27.1% increase when compared to May 2023. Balzano Terminal tonnage for May 2024 was 157,370 s/tons; a 31.7% increase compared to May 2023. Broadway Terminal tonnage for May 2024 at 93,544 s/tons showed a 20.2%

increase compared to 77,850 s/tons in May 2023.

Camden steel imports in May 2024 were 63,275 s/tons showing a 3.1% decrease from May 2023. There were 8,327 s/tons of wood products in May 2024 compared to no cargo activity in May 2023. May 2024 had no cocoa bean activity compared to 4041 s/tons in May 2023. Broadway Terminal received 8,855 s/ton shipment of aluminum ingots and billets for the first time in 8 years.

Recycled metals exports were 94,095 s/tons in May 2024 compared to 53,523 s/tons in May 2023. May 2024 export of Grancem totaled 22,841 s/tons compared to 21,755 s/tons in May 2023. May 2024 cement imports were 53,521 s/tons compared to 52,752 s/tons in May 2023. There was no cargo activity of Gypsum in May 2024 and May 2023.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal handled 5,882 s/tons of steel cargo in May 2024 compared to no steel cargo activity in May 2023. May YTD tonnage at 278,639 s/tons is 44% ahead of YTD May 2023.

SALEM TERMINAL ACTIVITY

Export sand at 22,784 s/tons for May 2024 showed a 47.2% increase compared to May 2023. YTD sand at 85,894 s/tons is a 7.6% increase from YTD 2023.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 20 ships in May 2024, compared with 17 in May 2023. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for May 2024 was 75, compared to 39 days in May 2023. May 2024 YTD ship days were 329, compared to 253 YTD 2023.

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

AAPA Finance and Administration Conference

The Director of Legal and Regulatory Affairs and the CFO/Treasurer attended the AAPA Port Administration Management Conference held in Miami between June 10th and 12th, 2024. Each attended their AAPA Legal and Finance committee meetings, respectively, at the conference. The Director of Legal served as one of three panelists for the Legal Committee's Offshore Wind session/discussion at the conference. The conference provided excellent presentations and sessions concerning updates as to tariffs and tariff case law, port electrification, port insurance, leasing of port property and valuation of port real estate, as well as the changing hybrid workforce. The conference also allowed both to network with counsel and CFOs from ports around the country, to thereby gain insights and allow for information sharing concerning issues that are common to all ports. They were also given a tour of the Port of Miami and enjoyed a reception at Port Miami's newest state of the art Virgin Cruise Line terminal.

Safety Conference

SJPC became a member of the National Maritime Safety Association in 2024. NMSA was established in 1972 and is all about marine cargo handling safety. COO Kevin Duffy and Broadway Terminal Superintendent & Safety Officer, Franco Nestore attended the 2024 annual meeting held on June 25-27 in Tampa, Florida. There were over 290 members in attendance

where “best safety practices”, accident near miss reviews, emergency preparedness, and future safety possibilities were discussed and shared including AI Simulator Training for crane and machine operators.

Collective Bargaining Agreements Negotiations

We have reached a new 4-year agreement Local 169 which was approved by the union on July 16, 2024. The terms of the new agreement will be shared during closed session and presented at the August Board meeting for approval.

EEW Paulsboro

Orsted is continuing to speak to interested parties to facilitate a transition of the Monopile Plant. They hope to complete a negotiation by early fall. If anything changes, we will advise the Board.

New Electric Equipment

We are expecting our next delivery of 3 of 7 Electric Forklifts in September with the remaining 4 units arriving by the end of the year. The machines will be used at the Broadway Marine Terminal. All charging infrastructure has been installed and is ready to go.

NJ DCA Fire Code Violations Meeting

The Director of Legal and Regulatory Affairs and the Director of Engineering met with the Louis Kilmer, the Chief of the Bureau of Fire Code Enforcement at the DCA, as well as the DCA Deputy Commissioner, Katie McDonnell, to discuss some fire code violations, and the status of compliance of the port’s buildings generally at the Broadway and Balzano terminals. Based upon the meeting, the port will be withdrawing an appeal it had filed regarding some current notices of violation, as the DCA agreed to waive all penalties and assessments based upon the port’s now compliance after a re-inspection. Agreement was also made to continue discussion concerning the port’s continued work to upgrade fire suppression systems and egress lighting at several of its buildings at both Broadway and Balzano terminals.

Other Events Attended by Staff

- MAC Quarterly Luncheon
- 3rd Annual Admiral Halsey Award Dinner

Customer Visits

- CSN
- Duferco
- Sumisho Global
- Samsung
- Tata Steel

Community Outreach

- NJ Youth Corps Terminal Tour

ACTION ITEMS:**RESOLUTION 2024-07-0081: APPROVAL OF PRE-QUALIFIED ENGINEERING FIRMS FOR CIVIL, CONSTRUCTION MANAGEMENT, MARINE, GEO TECH, AND CERTIFIED DIVERS****REQUEST**

Staff is requesting Board approval of the Review Committee's recommendations to add firms to the pre-qualified engineers list for a term of two years expiring on June 30, 2026.

BACKGROUND

The SJPC prequalifies Professional Engineering and related service firms on a three-year cycle. Each year during the three-year term, the Board considers engineering firms who wish to be added to the prequalified list for the remaining term through an RFQ process. Accordingly, Staff released a Request for Qualifications (RFQ) for Engineering Services for each of the categories of Civil Engineering, Construction Management, Marine Engineering, Geotechnical Services, and Certified Divers. The RFQ invited qualifications statements from interested firms in accordance with certain terms and conditions, in order for them to be considered pre-qualified for opportunities to submit cost proposals on upcoming projects.

We are in the second year of the cycle which began in 2023. This specific prequalification term will therefore be for two (2) years, commencing on July 1, 2024, and expiring on June 30, 2026.

The deadline to submit qualifications was on July 12, 2024, and there were fifteen qualifications packages received across the five categories.

<u>Category</u>	<u>2023</u>	<u>2024</u>
Civil Engineering	25	5
Construction Management	22	4
Marine Engineering	15	3
Geo Technical Engineering	13	1
Certified Divers	8	2
Number of Submissions	83	15

The Review Committee consisting of Board Members and Staff have reviewed the submissions.

A motion was made to approve Resolution 2024-07-0081 to add these firms to the pre-qualified engineering list in their respective categories for a term of two years expiring on June 30, 2026

Moved by:	S. Roberts
Seconded by:	C. Bruner
Voting for Motion:	All
Voting against motion:	None

RESOLUTION 2024-07-0082: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS ON THE HIGH MAST LIGHT TOWERS AT BALZANO TERMINAL

REQUEST

Staff is requesting Board approval to award a construction contract for repairs to the high mast light towers at the Balzano Marine Terminal.

BACKGROUND

The light towers were inspected in the fall of 2021. Many of the lowering mechanisms were deteriorated requiring their replacement. In addition, some of the pedestal concrete foundations require crack repairs and the leveling bolts replaced.

Pursuant to the Board Authorization: RESOLUTION 2022-01-0009 APPROVAL TO ADVERTISE FOR BIDS FOR REPAIRS TO THE HIGH MAST LIGHTING, an Invitation for Bidders (IFB) was advertised to solicit public bids. This is a rebid.

The IFB was posted on the SJPC website, advertised in three papers, and sixteen firms were notified of the opportunity. A Prebid meeting was held on Thursday, June 20, 2024, with four contractors in attendance. A total of three addenda were issued, and one bid was received on Friday, July 12, 2024, as follows:

Bidder Name and Address	Bid Amount
PKF-Mark III, Inc. Newtown, PA	\$ 834,300

Legal review confirmed that the bid met all the requirements of the IFB.

A motion was made to approve Resolution 2024-07-0082 to award a construction contract to the low bidder, PKF-Mark III of Newtown, PA in the Lump Sum Bid Amount of \$834,300.00.

Moved by: J. Maressa

Seconded by: S. Roberts

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-07-0083: APPROVAL TO ISSUE AN RFP FOR DESIGN SERVICES TO REPLACE THE “D” BUILDING ROOF AT THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to issue an RFP to the list of prequalified civil

engineering firms to perform design and construction phase services for the replacement of the D Building roof at the Broadway Marine Terminal.

BACKGROUND

The existing D Building warehouse structure was constructed in the early 1900's and formed part of the New York Ship buildings complex. The building roof material is well beyond its useful life and experiences chronic leaking. Many repairs are performed every year, and many areas are beyond repair. In addition, the wooden planks supporting the roofing system are deteriorated and there is a safety risk associated with walking in areas. The skylight structures on the roof are in disrepair and consistently leak causing further deterioration to the wood planks.

As it is no longer feasible to continuously perform temporary repairs to this roof system, SJPC plans to replace the obsolete roof system and remove all the skylight structures. Drainage components of the roof system will also be replaced.

A motion was made to approve Resolution 2024-07-0083 to issue a Request For Proposals to our list of prequalified civil engineering firms to perform design and construction phase services for the replacement of the D Building roof system at the Broadway Marine Terminal.

Moved by: S. Roberts

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-07-0084: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR A RAIL TRACK EXTENSION AT THE BROADWAY MARINE TERMINAL

REQUEST

Staff is requesting Board approval to award a construction contract for construction of a rail track extension at the Broadway Marine Terminal, Camden, New Jersey.

BACKGROUND

South Jersey Port Corporation was awarded a grant for \$1,525,860 from the New Jersey Department of Transportation's (NJDOT's) FY 2022 Rail Freight Assistance Program (RFAP) for the Port's "Rail Integration Project." The grant enabled SJPC to purchase an electric rail car mover and two mobile rail loading docks. It also provided funding to extend the existing rail at the Broadway Marine Terminal. The scope of this project is to replace and extend approximately 280 feet of rail at the N Building loading area.

Pursuant to the Board Resolution 2024-03-0042, an Invitation for Bidders (IFB) was prepared and advertised. Bid documents were posted to the SJPC website and advertised

in three papers. In addition, four qualified firms were notified of the opportunity. A Prebid meeting was held on Thursday, June 20, 2024, with two contractors in attendance. Three addenda were issued, and three bids were received on Friday, July 12, 2024:

Company	Amount
Railroad Construction Company of SJ Paulsboro, NJ	\$341,000.00
Grade Construction Patterson, NJ	\$450,124.65
Tracks Unlimited Mountainside, NJ	\$501,000.00

Legal review confirmed that the bid proposal met all the requirements of the IFB.

A motion was made to approve Resolution 2024-07-0084 to award a construction contract to the low bidder, Railroad Construction Company, Inc. of South Jersey, Paulsboro, NJ in the Lump Sum Bid Amount of \$341,000.00.

Moved by: S. Roberts

Seconded by: C. Bruner

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-07-0085: APPROVAL TO AWARD A CONTRACT FOR THE REPLACEMENT OF AN OVERHEAD DOOR AT BUILDING “M” AT THE BALZANO MARINE TERMINAL

REQUEST

Staff are requesting Board Authorization to award a contract to furnish and install an overhead door at Building M at the Balzano Marine Terminal.

BACKGROUND

The overhead door on the Southeast corner of Building M at the Balzano Marine Terminal is inoperable in the down position. It cannot be repaired.

Earlier this year our facilities were inspected by OSHA inspectors who informed us that these doors also fulfill a means of egress function which must be maintained while the buildings are in use. Therefore, we advanced this project in an expedited manner from the perspective of life safety.

The scope of the work is to supply and install a new replacement galvanized steel door in the 28-foot-6 inch-wide by 22-foot-high opening, along with the electric motor and controller. The project was advertised and posted on the SCPC website. Six overhead door firms were notified of the bid opportunity. Bids were opened on July 12th, 2024. One bid was received:

Company	Bid Amount
American Overhead Door Levittown, PA	\$63,189.09

Legal review confirmed that the bid proposal met all the requirements of the IFB.

A motion was made to approve Resolution 2024-07-0085 to award a contract to furnish and install the specified overhead door in the M Building at the Balzano Marine Terminal to the low bidder, American Overhead Door from Levittown, PA, in the lump sum bid amount of \$63,189.09.

Moved by: C. Bruner
Seconded by: S. Roberts

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0086: AWARD A CONTRACT TO REPLACE THE BOOM HINGE AND FORESTAY PINS AND BUSHINGS IN BALZANO CRANE NO. 1

REQUEST

Requesting Board authorization to award a contract to replace the boom hinge and forestay pins and bushings in Balzano Crane No. 1.

BACKGROUND

As reported in the March board meeting, operator safety inspections had revealed movement in the upper and lower boom hinge and forestay pins. Ultrasonic testing was performed to determine the integrity of the stay pins themselves, which indicated that they were intact. Attention then turned to the shims and bushings where the pins are mounted in the crane. The boom's hinge pin, sleeves, and bushings were also evaluated and found to need replacement. The manufacturer was consulted, as they are the sole source for the replacement parts.

Because this crane is mission critical to the loading of scrap steel for export, SJPC staff sought pricing on replacement of the deteriorated parts.

Because it would be virtually impossible to source the parts anywhere except from the original equipment manufacturer, Kocks Kranbau, Germany, we considered the new parts to be a sole source procurement. Otherwise, they would have to be custom made and could not be warrantied.

The OEM, Kocks Kranbau, Germany, has submitted a quote for the supply and installation of the needed replacement parts in the amount of \$163,700.

A motion was made to approve Resolution 2024-07-0086 to authorize to issue a purchase order to the original equipment manufacturer, Kocks Kranbau GmbH, Breman, Germany to replace the upper and lower boom hinge and forestay pins and bushings in Balzano Crane No. 1 at the Balzano Marine Terminal, in the amount of \$163,700.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0087: AMEND CONTRACT WITH S.T. HUDSON ENGINEERS FOR PORT OF SALEM PHASE 1 DEVELOPMENT DESIGN AND ENVIRONMENTAL ASSESSMENT

REQUEST

Staff are requesting Board approval for an amendment to the S.T. Hudson Engineers (STHE) contract, to provide additional design services for an expanded scope of work due to an increased Federal grant award at the Port of Salem, Salem City, New Jersey.

BACKGROUND

In August 2021, SJPC was the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$9 million towards a \$16 million project for the redevelopment of the Port of Salem.

In April of 2024, MARAD offered a grant round to eligible recipients for up to \$3 million in reallocated funding. SJPC therefore submitted an application for a Phase 1B Salem Development which included property acquisition, demolition of existing buildings, and site improvements to support upland cargo placement.

In June 2024, MARAD awarded SJPC an additional \$2,125,000 in INFRA FY 2021 funding bringing the total INFRA FY2021 grant to \$11,125,000.

STHE was then requested to provide a proposal for additional design services to produce a second set of plans and specifications for the development of the Phase 1B upland property. They also need to perform the extensive revisions that are necessary to the NEPA Environmental Assessment, Tribal, Fish & Wildlife, and Section 106 Historic Properties reviews to include this additional property.

The deadline for performing the additional work and executing the grant agreement with MARAD remains September 30, 2024.

In addition, STHE has been preparing the associated river dredging permits. Unforeseen underwater river bottom conditions precluded STHE from taking river core samples with their marine equipment. To obtain the required core samples, a subcontractor to STHE

will be needed with a larger barge and drilling equipment. STHE also needs to respond to additional requirements from the National Marine Fisheries Service on the original project EA application.

Original Contract Amount	\$	871,742
Amendment Number 1	\$	260,300
Adjusted Contract Amount	\$	1,132,042

A motion was made to approve Resolution 2024-07-0087 to approve of Amendment No.1 to the STHE Contract in the amount of \$260,300, bringing the total contract amount from \$871,742 to \$1,132,042.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0088: APPROVAL TO ADVERTISE CONSTRUCTION CONTRACTS FOR THE PORT OF SALEM PHASES 1 A&B DEVELOPMENTS, SALEM CITY, NEW JERSEY

REQUEST

Staff is requesting Board approval to issue publicly advertised requests for bids for the construction of the improvements to the Port of Salem Terminal, Salem City, NJ.

BACKGROUND

The SJPC is the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$11,125,000 towards a \$18 million construction project for the redevelopment of the Port of Salem.

The Phase 1A Salem Redevelopment work consists of constructing a sheet pile bulkhead wall to replace the existing deteriorated bulkhead, a new 400' high level precast concrete berth, perimeter fencing, gate house, high mast lighting, fire hydrants and site drainage to outfalls. In addition, the grade will be raised up approximately 3' to the FEMA flood elevation, with pavement provided at the berth and upland area.

The Phase 1B Salem Redevelopment work includes adjacent property acquisition, demolition of existing buildings, and site improvements to support upland cargo placement, grading, drainage, and fencing.

A third construction contract will be advertised for dredging the berth to 22'.

A motion was made to approve Resolution 2024-07-0088 to issue a publicly advertised requests for bids for the construction of the improvements to the Port of Salem Terminal, Salem City, NJ.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0089: APPROVAL TO ISSUE A REQUEST FOR PROPOSALS FOR CONSTRUCTION MANAGERS FOR THE PORT OF SALEM REDEVELOPMENT

REQUEST

Staff are requesting Board approval to issue publicly advertised requests for bids for construction managers to provide services during construction of the redevelopment at the Port of Salem, Salem City, New Jersey.

BACKGROUND

The SJPC is the recipient from the US Department of Transportation Marine Administration (MARAD), of an Infrastructure for Rebuilding America (INFRA), grant in the amount of \$11,125,000 towards a \$18 million construction project for the redevelopment of the Port of Salem.

Three construction contracts are anticipated, the port reconstruction, redevelopment of an adjacent upland parcel, and dredging at the berth.

This RFP will be for a Construction Management firm to provide construction management and inspection services during construction.

The Federal grant agreement requires all contracts to be competitively selected.

A motion was made to approve Resolution 2024-07-0089 to issue publicly advertised requests for bids for construction managers to provide services during construction of the redevelopment at the Port of Salem, Salem City, New Jersey.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0090: RECONSTRUCTION OF THE RAIL TRACK AT THE BALZANO MARINE TERMINAL, CONTRACT AMENDMENT FOR URBAN ENGINEERS

REQUEST

SJPC staff is requesting Board approval for an amendment to the Urban Engineers contract to address continuously discovered unforeseen site conditions as the construction work progresses.

BACKGROUND

Urban Engineers was awarded a contract for design services to rehabilitate the rail track and associated underground drainage systems impacted by the new rail alignment at the Balzano Marine Terminal at the December 2020 board meeting by Board Resolution 2020-12-0110 in the amount of \$249,000. In December of 2022, Urban Engineers was provided a contract amendment for \$55,500 by Board Resolution 2022-12-0141 to redesign the project due to above budget bids received. A construction contract within budget was subsequently awarded to Tracks Unlimited, LLC.

In December of 2023, Urban Engineers was provided a contract amendment for \$71,100 by Board Resolution 2023-12-0141 to address a significant amount of submittal review and RFI resolution work to address issues with long lead materials and numerous undocumented underground drainage infrastructure conflicts in the first two stages of the construction.

Urban Engineers has been requested to continue providing further increased services during construction to address a continuous series of unforeseen underground conditions associated with the replacement of drainage systems and the placement of new alignment rail track on the project.

This project is funded in the amount of \$6,010,650 by a NJDOT Rail Freight Assistance Program grant from FY 2020.

Original Contract	\$	249,000
Amendment No 1	\$	55,500
Amendment No 2	\$	71,100
Amendment No 3	\$	48,000
Amended Contract Total	\$	423,600

A motion was made to approve Resolution 2024-07-0090 to amend Urban Engineers' contract in the amount of \$48,000 to address additional engineering services as required for the Rail Reconstruction Project at the Balzano Terminal. The total engineering fees would be adjusted from \$249,000 to \$423,600.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0091: APPROVAL TO ISSUE REQUEST FOR BIDS FOR CONSTRUCTION OF THE REPLACEMENT UNDERGROUND FIRE MAIN SYSTEM AT BROADWAY MARINE TERMINAL, CAMDEN, NEW JERSEY

REQUEST

Staff is requesting Board approval to publicly advertise bids for construction of the replacement of the underground fire main piping system at the Broadway Marine Terminal, Camden, New Jersey.

BACKGROUND

The existing underground fire main system at the Broadway Marine Terminal dates back to the property's ship building days and, due to age and deterioration, has experienced multiple pipe breaks and joint leakage with time. This piping system provides water to the valve rooms for distribution to the fire sprinkler system zones in the various buildings. The replacement underground fire piping will be sized properly for port facilities and the piping materials will be improved as compared to the 100-year-old system. The current piping system leakage causes the fire pump booster pumps to cycle on/off more often to maintain system pressure and the port continues to experience excessive water loss. The State of New Jersey has provided \$15 million in funds for this work. The project to replace the fire water mains will be accomplished in multiple phases. Request to advertise is being requested for each phase of construction.

A motion was made to approve Resolution 2024-07-0091 to issue publicly advertised bids for construction of the replacement underground fire main piping system at the Broadway Marine Terminal.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0092: APPROVAL TO ADVERTISE FOR CONSTRUCTION BIDS FOR PHASE 4 OF THE BROADWAY TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS REPLACEMENT PROJECT, BUILDING “E”

REQUEST

Staff is requesting Board approval for advertisement of an invitation to bidders for construction of Phase 4 of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project. Phase 4 addresses Building “E”.

BACKGROUND

The Board has previously authorized design, bidding, and construction awards for Phases 1, 2, and 3 of the entire Broadway Terminal Sprinkler Replacement Project. Phase 4 of the Broadway Terminal Dry-Pipe Fire Protection Sprinkler Systems replacement project will complete the program.

The building is the largest at Broadway, with 111,0000 square feet. The Engineer’s Estimate for the sprinkler system replacement is \$3,000,000.

A motion was made to approve Resolution 2024-07-0092 to for an advertisement of an invitation to bidders for construction of Phase 4 (Building “E”), of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project.

Moved by: R. D’Angelo

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-07-0093: APPROVAL FOR EXECUTIVE DIRECTOR/CEO TO ACCEPT ADDITIONAL \$2.1 MILLION INFRA GRANT AWARD

REQUEST

Staff requests Board approval for the SJPC Executive Director/CEO to accept an additional \$2,125,000 award from USDOT’s Maritime Administration (MARAD) for the Port’s 2021 INFRA grant.

BACKGROUND

The Port was awarded a \$9,000,000 grant from the MARAD’s INFRA program in 2021 for the redevelopment of the Port of Salem. The grant will enable SJPC to begin Phase 1A of the redevelopment project by rehabilitating the existing 150-linear-foot bulkhead and expanding it to 400 linear feet; dredging the new berth; perform site preparation, improvements, and refurbish a multi-modal rail connection.

In April 2024, the Port received notice from MARAD that there were potentially additional funds available for this project and encouraged to submit an application for said funds. Staff submitted an application, and the Port was notified in June that MARAD had awarded an additional \$2,125,000 for the project.

A motion was made to approve Resolution 2024-07-0093 to permit the SJPC Executive Director/CEO to accept an additional \$2,125,000 award from USDOT's Maritime Administration (MARAD) for the Port's 2021 INFRA grant.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0094: APPROVAL TO AWARD A CONTRACT FOR CONSULTANT SERVICES REGARDING REDESIGN AND MAINTENANCE OF THE SJPC WEBSITE

REQUEST

Staff requests Board approval to award a two-year contract with a 1-year extension option at SJPC's discretion for consultant services to Stokes Creative Group of Vincentown, NJ, to redesign and maintain SJPC's website.

BACKGROUND

After SJPC's Board resolution 2022-10-125 approved the issuance of an RFP to redesign the Port's website, including a maintenance provision, an RFP was issued on April 23, 2024, with proposals due May 13, 2024. The following proposals were received and evaluated according to several criteria, including staff qualifications, overall experience, ability to perform, public & government experience, understanding of the project, completeness of response, and cost-effectiveness:

Proposer Name and Address	Cost Proposal Summary
RP SYSTEMS ORLANDO, FL	\$31,000
STOKES CREATIVE GROUP VINCENTOWN, NJ	\$73,544
SPARK CREATIVE GROUP COLLINGSWOOD, NJ	\$87,000

PLANTERIA MEDIA SANTA ROSA, CA	\$98,430
eGROVE SYSTEMS CORP. EAST BRUNSWICK, NJ	\$106,000
VTECH SOLUTIONS WASHINGTON, DC	\$157,200
COOLSOFT LLC LOUISVILLE, KY	\$170,250
EXEMPLIFI LLC PAOLO ALTO, CA	\$175,200

A motion was made to approve Resolution 2024-07-0094 to award a two-year contract with a 1-year extension option at SJPC's discretion for consultant services to Stokes Creative Group of Vincentown, NJ, for redesign and maintenance of SJPC's website.

Moved by: C. Bruner
Seconded by: S. Roberts

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2024-07-0095: APPROVAL TO EXECUTE FIRST AMENDMENT TO THE LEASE WITH US CONCRETE, INC.

REQUEST

Staff is requesting Board approval to authorize the Executive Director and CEO to execute the first amendment to the lease with US Concrete, Inc. at the Port of Salem, to commence on Sept 1, 2024

BACKGROUND

The current lease with US Concrete at the Port of Salem dates to the 2014 lease with National Docks, LLC, which was subsequently assigned to US Concrete, and which consists of approximately 3.5 acres expiring on August 31, 2024. The premises, including waterfront acreage and the existing barge berth has been used by US Concrete to stockpile and load sand onto barges destined for construction projects, primarily in New

York City. The sand is trucked to the port from a nearby sand quarry owned and operated by US Concrete.

US Concrete's sand stockpile has been relocated from the current premises leased from SJPC to an adjacent site owned by US Concrete, so the tenant no longer requires the full 3.5 acres. The lease amendment shrinks the leased premises to approximately 1.51 acres including the existing barge berth, to allow for conveyor transfer of sand from the stockpile site to barge. The balance of the vacated area will be part of SJPC's new berth and upland development project at the Port of Salem. The lease amendment provides for a short term (2 year) lease extension commencing September 1, 2024 and expiring August 31, 2026, allowing both SJPC and US Concrete time to consider additional business opportunities that might benefit the Port of Salem redevelopment project.

Summary Comparison of Key Lease Terms

Item	Current Lease	Lease Amendment
Premises	3.5 acres	1.51 acres
Term	Expires Aug. 31, 2024	Expires August 31, 2026
Rent	\$77,028/year (\$0.50 psf), including prior annual CPI escalations	\$61,409/year (\$0.92 psf) + 9/01/25 CPI escalation
Variable Revenue	\$0.20 per ton w/no prior escalations	\$0.40 per ton + 9/01/25 CPI escalation

A motion was made to approve Resolution 2024-07-0095 to authorize the Executive Director and CEO to execute the first amendment to the lease with US Concrete, Inc. at the Port of Salem, to commence on September 1, 2024.

Moved by: S. Roberts

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2024-07-0096: AUTHORIZING THE ACQUISITION BY NEGOTIATION, PURCHASE, CONDEMNATION OR EMINENT DOMAIN THE PROPERTIES KNOWN AS BLOCK 10, LOTS 1.02 AND 35 AND BLOCK 10, LOTS 34 AND 40, ALL IN THE CITY OF SALEM, COUNTY OF SALEM, STATE OF NEW JERSEY, AND ACCEPTING AND APPROVING IN THEIR ENTIRETY THE APPRAISALS OF THE SAID PROPERTIES DONE BY MOLINARI & ASSOCIATES, P.C.

REQUEST

Staff requests the Board to: (1) authorize the South Jersey Port Corporation's ("SJPC") Executive Director/CEO, SJPC's legal counsel, and any of their qualified designees, to

enter into bona fide negotiations for the acquisition by voluntary purchase, and if voluntary purchase cannot be effectuated, to carry out the condemnation of the properties known as Block 10, Lots 1.02 and 35 in the City of Salem, County of Salem, State of New Jersey (hereinafter collectively the “Revival Fellowship Properties”), and Block 10, Lots 34 and 40 in the City of Salem, County of Salem, State of New Jersey (hereinafter collectively the “Bader Properties”); (2) accept and approve in their entirety the appraisal report prepared by Molinari & Associates, P.C. for the Revival Fellowship Properties dated March 14, 2024, and for the Bader Properties dated March 14, 2024, including, but not limited to the appraised values for the said properties as set out in those said appraisal reports; and, (3) authorize the SJPC’s Executive Director/CEO and/or designee to execute any and all agreements and other legal documents necessary to accomplish the acquisition of the Revival Fellowship Properties and the Bader Properties, including, but not limited to, written offers for purchase of the said properties, land sale contracts and deeds for conveyance of the said properties, and Verified Complaints, Declarations of Taking and any other necessary documents for eminent domain proceedings for the said properties in accordance with the *Eminent Domain Act of 1971*, N.J.S.A. 20:3-1, et seq. and in accordance with N.J.S.A. 12:11A-6(k) of the *South Jersey Port Corporation Act*.

BACKGROUND

The SJPC is authorized by the *South Jersey Port Corporation Act*, N.J.S.A. 12:11A-1, et seq. (hereinafter the “Act”), to acquire by purchase, or by and through the power of eminent domain, any land and other property that it may determine is reasonably necessary for any marine terminal. The SJPC maintains and operates the Salem Marine Terminal on the Salem River in the City of Salem, County of Salem, State of New Jersey (hereinafter the “SMT”). The SJPC had previously commissioned Martin Associates (“Martin”) in 2022 to make recommendations concerning SJPC’s possible expansion and upgrade of the SMT. Martin submitted to SJPC for consideration the following: “Port of Salem NJ Phased Development Study” dated June 1, 2022, and a “Potential Development Plans for the Port of Salem” presentation report dated June 14, 2022. Based upon these in depth reports done by Martin, and the recommendations set out there in concerning the Properties, the SJPC has found and determined that expansion of the SMT is necessary, and in the public interest, to grow the SMT by and through increasing the land area of same to permit the handling of increased amounts of inbound and outbound cargo, and the storage and warehousing of same, including but not limited to the anticipated additional capacity needed for handling, storage and warehousing of cargo required to support the burgeoning offshore wind industry in New Jersey, and off the entire Atlantic seaboard. As such, to undertake this expansion and growth of the size and capacity of the SMT, SJPC staff identified the Revival Fellowship Properties and the Bader Properties, which staff determined should become a part of, and be added to, the SMT. Thus, since it is was determined to be reasonably necessary, and in the public interest, to expand the land area footprint of the SMT, by and through acquisition of the Revival Fellowship Properties and Bader Properties, the appraisal firm of Molinari & Associates, P.C was

retained by SJPC to determine the value of the said properties, which they did as set forth in appraisal reports prepared by them which are dated March 14, 2024, respectively. The March 14, 2024, appraisal report for the Revival Fellowship Properties encompasses Block 10, Lots 1.02 and 35 (approximately 1.59 acres total), and determined the fair market value of those said parcels collectively to be \$179,000.00. The March 14, 2024, appraisal report for the Bader Properties encompasses Block 10, Lots 34 and 40 (approximately 0.612 acres total), and determined the fair market value of those said parcels collectively to be \$85,000.00. Acquisition of the Revival Fellowship and Bader Properties is requested as necessary and required to grow and expand the SMT, and beneficial to, and in, the public interest that they become part of the SMT; and authority to make such acquisition via negotiation and/or eminent domain, as permitted by the Act is recommended.

A motion was made to approve Resolution 2024-07-0096 to (1) authorize the SJPC's Executive Director/CEO, SJPC's legal counsel and any of their qualified designees, to enter into bona fide negotiations for the acquisition by voluntary purchase, and if voluntary purchase cannot be effectuated, to carry out the condemnation of the Revival Fellowship and Bader Properties; (2) accept and approve in their entirety the appraisal reports prepared by Molinari & Associates, P.C. for the Revival Fellowship and Bader Properties, each dated March 14, 2024, including, but not limited to the appraised values of the said properties as set out in each of the reports; and, (3) authorize the SJPC's Executive Director/CEO, SJPC's legal counsel and any of their qualified designees, to execute any and all agreements and other legal documents necessary to accomplish the acquisition of the Revival Fellowship and Bader Properties, including, but not limited to, written offers for purchase for the said properties, land sale contracts and deeds for conveyance of the said properties, Verified Complaints, Declarations of Taking, and any other necessary documents for eminent domain proceedings for the said properties in accordance with the Eminent Domain Act of 1971, N.J.S.A. 20:3-1, et seq. and in accordance with N.J.S.A. 12:11A-6(k) of the Act.

Moved by: W. Higgins

Seconded by: S. Roberts

Voting for Motion: All

Voting Against Motion: None

INFORMATION ITEMS:

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

Dennis Culnan, Jr. provided the marketing report to the board. The report was received and filed.

PORT SECURITY UPDATE

The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

The report was received and filed.

PUBLIC COMMENTS

The Acting Chairman asked if there were any public comments.

Hearing none, the Acting Chairman asked for a motion to adjourn the regular session meeting and enter into closed session.

A motion was made to adjourn the Regular Open Meeting at 1:55 p.m.

Moved by:	C. Bruner
Seconded by:	J. Maressa
Voting for Motion:	All
Voting Against Motion:	None

Following closed session, the Regular Session was reopened at 2:21 pm.

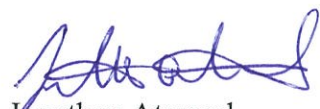
A motion was made to appoint Victoria D'Amico, Senior Executive Assistant, as Board Secretary to the SJPC Board of Directors and receive a compensated rate of \$550.00 per Board of Directors Meeting

Moved by:	R. D'Angelo
Seconded by:	S. Roberts
Voting for Motion:	All
Voting Against Motion:	None

A motion was made to adjourn the Regular Open Meeting at 2:23 p.m.

Moved by:	R. D'Angelo
Seconded by:	S. Roberts
Voting for motion:	All
Voting against motion:	None

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Regular Open Session of the Board of Director's Meeting held Tuesday, July 30, 2024.



Jonathan Atwood
Acting Board Secretary