



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
JUNE 11, 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
	JT Triantos	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

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 – APRIL 30, 2024

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on April 30, 2024, were presented for approval.

A motion was made to approve the April 30, 2024, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by:	J. MacFarlane
Seconded by:	S. Roberts
Abstain:	J. Maressa
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES APRIL 30, 2024

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on April 30, 2024, were presented for approval.

A motion was made to approve the April 30, 2024, Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by:	J. MacFarlane
Seconded by:	S. Roberts
Abstain:	J. Maressa
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 4/1/2024–5/15/2024 was presented for approval.

A motion was made to adopt Resolution 2024-06-0069 for the approval of the Operating Unpaid Bill list for the period 4/1/2024-5/15/2024.

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

Abstain:	
Voting against motion:	None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 4/1/2024– 5/15/2024 was presented for approval.

A motion was made to adopt Resolution 2024-06-0070 for the approval of the Advance Payment Bills for the period 4/1/2024-5/15/2024.

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

Abstain:	J. MacFarlane
Voting against motion:	None

CREDIT LIST

The Credit List for the period ending May 15, 2024, was presented for approval.

A motion was made to adopt Resolution 2024-06-0071 for the approval of the Credit List for the period ending May 15, 2024.

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

Abstain:	
Voting against motion:	None

CHANGE ORDERS- (ONE)**RESOLUTION 2024-06-0072: CHANGE ORDER NO. 5 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 four Change Orders by Resolution Numbers 2023-12-0110, 2024-01-0005, 2024-02-0026, and 2024-04-0052.

The existence of undocumented existing underground utilities at the north end on the port required relocation of planned drainage pipes and inlet structures resulted in the placement of additional lengths of pipe and relocating concrete inlet structures. Tying into existing clay pipe has also been problematic as the pipe has deteriorated with age requiring additional new piping to make connections.

Additionally, the existing domestic waterline running from A-Building to Shed 1 t was in conflict with the new 18" diameter drainage pipe. This waterline is being relocated and will circumvent the conflict with drainage pipe and connect directly to the waterline at Shed 2 servicing the port's public restrooms.

Lastly, the allowance item in the contract for regulated soil removal needs to be increased due to unforeseen additional excavation of unsuitable material in the track right-of-way.

SJPC staff requests Board Approval of Change Order Number 5 in the amount of \$176,156.60, bringing the total contract amount from \$6,950,364.00 to \$7,126,520.60.

The Original Contract Amount	\$	6,656,968
Change Order Number 1	\$	150,799
Change Order Number 2	\$	75,971
Change Order Number 3	\$	25,859
Change Order Number 4	\$	40,767
Change Order Number 5	\$	176,157
Adjusted Contract Amount	\$	7,126,521

A motion was made to approve Resolution 2024-06-0072 of Change Order Number 5 in the amount of \$176,156.60, bringing the total contract amount from \$6,950,364.00 to \$7,126,520.60.

Moved by:

S. Roberts

Seconded by:

J. Maressa

Voting for Motion: All
Voting Against Motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented (21) advance construction fund requests in the amount of \$3,323,488.42 and (10) unpaid construction fund requisitions in the amount of \$720,942.03

A motion was made to adopt Resolution 2024-06-0073 to approve the Construction Fund List for the period ending May 15, 2024.

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

Abstain:
Voting against motion: None

TREASURER'S REPORT

For the month of April 2024, SJPC had net income in the amount of \$221,538 which is over budget by \$211,020 for the month. Overall tonnage in April 2024 is higher than tonnage for April 2023. Our (year-to-date) YTD net loss as of April 30th is \$152,661, which is under budget by \$194,737.

Please note that we recognized additional revenue of approximately \$207,000 due to a decrease in deferred revenue in April. Our deferred revenue balance decreased from March to April and is \$310,000 at month end. We had increases in handling and loading for cargo in April 2024.

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 April 2024 was 278,519 s/tons: a 33% increase compared to April 2023. All terminals combined handled a total of 143,872 s/tons of breakbulk cargo during April 2024; showing a 25.5% increase compared to April 2023. April YTD 2024 bulk cargo activity for all terminals was 561,287 s/tons: a 1.1% increase from April 2023. Year to date tonnage for all terminals through April 2024 totaled 1,159,112 s/tons; representing a 16% increase when compared to the same period in 2023.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for April 2024 totaled 197,745 s/tons. This is a 45.4% increase when compared to April 2023. YTD Camden tonnage was 831,118 s/tons compared to 745,398 s/tons YTD April 2023: representing an 11.5% increase. Balzano Terminal tonnage for April 2024 was 119,315 s/tons; a 52% increase compared to April 2023, and April 2024 YTD at 521,386 s/tons showed a 3% increase compared to April 2023 YTD. Broadway Terminal tonnage for April 2024 at 78,430

s/tons showed a 36% increase compared to 57,767 s/tons in April 2023; and YTD 309,732 s/tons tonnage showing a 30% increase compared to April 2023 YTD.

Camden steel imports in April 2024 were 61,069 s/tons showing a 147.8% increase over April 2023. YTD Camden Steel at 286,889 s/tons is a 55.1% increase compared to YTD 2023. There were 10,272 s/tons of wood products in April 2024 compared to no cargo activity in April 2023. YTD wood products at 29,649 s/tons have already exceeded the total tonnage wood products in 2023; showing a 27.4% increase April 2024 YTD compared to the full year 2023. There was no cocoa bean activity in April 2024 compared to 12,263 s/tons in April 2023. YTD cocoa bean activity at 8,529 s/tons shows a 76.7% decrease compared to YTD April 2023.

There were 58,246 s/tons of exports of recycled metals in April 2024 compared to 53,631 s/tons in April 2023; and 176,259 s/tons YTD showed a 28.5% decrease YTD April 2023. April 2024 export of Grancem totaled 14,742 s/tons compared to 27,014 s/tons in April 2023. April YTD Grancem at 57,114 s/tons represents a decrease of 26.6% YTD March 2023. April 2024 cement imports were 53,415 s/tons compared to no cargo activity in April 2023. April YTD cement at 214,439 s/tons was 98% ahead of YTD April 2023. There was no cargo activity of Gypsum in April 2024 or April 2023. April YTD Gypsum at 58,238 s/tons was just ahead of the 58,160 s/tons YTD April 2023.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal handled 72,531 s/tons of steel cargo in April 2024 compared to 59,213 s/tons in April 2023 representing a 22% increase. April YTD tonnage at 272,757 s/tons is 41% ahead of YTD April 2023.

SALEM TERMINAL ACTIVITY

Export sand at 8,243 s/tons for April 2024 showed a 40% decrease compared to April 2023. YTD sand at 55,237 s/tons is a 14.2% decrease from YTD 2023.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 19 ships in April 2024, compared with 20 in April 2023. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for April 2024 was 55, compared to 58 days in April 2023. April 2024 YTD ship days were 253, compared to 214 YTD 2023.

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

Breakbulk Europe 2024, Rotterdam May

Brendan Dugan and I attended the conference which ran from May 21st -23rd in Rotterdam. The Port also sponsored the event which gave us better visibility to the attendees which totalled over 10,500 people on Wednesday May22nd. As part of our sponsorship, we sponsored a breakout panel on attracting the next generation into the logistics industry.

We met several shipping lines and logistics companies to discuss the benefits of utilizing the Port of Camden for their cargo. (See attachment)

College Interns

Stephanie Axler joined the SJPC team as our Marketing Intern. Stephanie is entering her senior year at Temple University majoring in Supply Chain Management and minoring in Marketing.

She is eager to have hands on training in the supply chain and is looking forward to using this experience to excel in her senior year.

We also have an engineering intern this summer. Mikayla Jones is entering her senior year at Rowan University for Civil and Environmental Engineering. She is an honors student with demonstrated leadership experience who has already published a paper derived from her work at Rowan's Center for Research and Education in Advanced Transportation Engineering, one of the nation's premier labs for the study of bituminous asphalt pavements.

Collective Bargaining Agreements Negotiations

We are currently waiting for Local 169 to schedule a new date to continue discussions.

EEW Paulsboro

Although we had negotiations with Orsted to facilitate a transition of the Monopile Plant, we were advised by Orsted on Monday June 10th that the interested party pulled out of the negotiations. We are currently waiting for additional information from Orsted.

There has also been a change in upper management at the EEW facility.

If anything changes, we will advise the Board

New Electric Equipment – US EPA Grant Application

To comply with the new NJDEP rules for equipment at marine terminals (NJAC 7:37-24), our staff worked with DRS, Holt, and Triad to prepare and submit a grant application to the USEPA's Clean Ports Program: Zero-Emission Technology Deployment Competition, in the amount of \$165,147,374. The project will significantly overhaul the Broadway, Balzano, and Paulsboro Marine Terminals with zero-emission equipment and infrastructure, including two all-electric mobile harbor cranes for the Balzano Marine Terminal.

Terminal Tours and Meetings

We hosted the following groups for meetings and tours to discuss our ongoing projects and the need for additional funding to modernize our terminals and attract additional cargo.

5/15/24 - Governor's Authorities Unit and Governor's staff, NJ EDA, Choose NJ, Acting Transportation Commissioner Frank O'Connor, Senator John Burzichelli, and Legislative District 5 Representatives and staff.

5/16/24 – Staff attended the NJ Alliance for Action program *10th Annual City of Camden: A Growing Economic Force* conference at the Kroc Center, followed by a tour of our Camden Marine Terminals with the Alliance senior staff.

The Port Corporation was then the topic of an episode of *The Bottom Line* with Jerry Keenan <https://allianceforaction.com/bottom-line-with-jerry-keenan/>, and was featured in a video on the Alliance's YouTube channel, *A Hidden Gem In South Jersey*, <https://www.youtube.com/watch?v=TF5WtMvZHXc>.

5/29/24 – Staff met with and provided a tour for Camden County Commissioner Director Lou Capelli, Commissioner Jeff Nash, Camden County Improvement Authority Executive Director Jim Lex, and Rowan University-Rutgers Camden Board of Governors Chief Operating Officer Dean D'Astuto.

PSE&G MGP Site Remediation Project

5/9/24 – SJPC Staff met with representatives from PSE&G to hear a presentation about their proposed Municipal Coal Gas Site Remediation project which is being planned for implementation over the next few years. The remediation will impact operations in and around Shed 4 as well as a storage area utilized by EMR.

Other Events Attended by Staff

- Camden Community Clean-up
- Spring 2024 Camden Works Job Fair at Camden High School
- Independence Seaport Museum

Customer Visits

- G2 Ocean
- Global Prime Woods

Activity Report: Breakbulk Europe Conference & Expo, Rotterdam NL May 20-23, 2024

Andy Saporito and Brendan Dugan attended Breakbulk Europe, which had over 10,000 registered delegates and several hundred exhibitors. Specific highlights of the trip included Andy Saporito introducing one of the conference panel discussions, as well the following key meetings:

- **Tata Steel Europe** – preliminary meeting to lay the groundwork for a new multi-year agreement with this long-time customer. We plan to have a new agreement negotiated by the end of October. The current agreement expires on March 31, 2025.
- **Metsa Group** – met with head of maritime logistics of this Finnish-based forest products manufacturer as a follow-up to their recent RFP for North American logistics services. If we are successful at obtaining this new business, we would start seeing new cargo in 2027.
- **Spliethoff Shipping** – ocean carrier handling Metsa Group shipping requirements
- **Onego** – ocean carrier handling pipe and other steel products to Camden including pipe for John Lawrie Tubulars, one of our tenants.
- **Balena Projects** – follow-up meeting with this logistics service provider working on project to ship 35,000 tons of steel products to Camden.
- **Ultrabulk** – ocean carrier shipping European lumber to US East coast
- **Saga Welco** – ocean carrier shipping forest products and steel to US East Coast

ACTION ITEMS:**RESOLUTION 2024-06-0074: APPROVAL TO ISSUE AN INVITATION FOR BIDS FOR CONSTRUCTION REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY MARINE TERMINAL****REQUEST**

Pursuant to the Board's Authorization: RESOLUTION 2023-10-0093 APPROVAL OF DESIGN SERVICE TO REPAIR THE INSHORE SECTION OF PIER 1 SEAWALL AT THE BROADWAY MARINE TERMINAL, Board approval is hereby requested to

issue an IFB for public bids to perform construction services to repair the Pier 1 concrete seawall at the Broadway Martine Terminal.

BACKGROUND

In mid-April 2023 during the construction of sinkhole repair work in Pier 1, it was noted that a section of the inshore concrete seawall had rotated caused by the advanced deterioration of supporting steel piles. The area of concern was cordoned off for safety considerations.

A more comprehensive inspection was performed, and design work was performed to prepare bid documents for the construction of the Pier 1 seawall repair work.

A motion was made to approve Resolution 2024-06-0074 to publicly advertise a construction contract for the repairs to the Pier 1 Seawall at the Broadway Marine Terminal.

Moved by:	W. Higgins
Seconded by:	S. Roberts
Voting for Motion:	All
Voting against motion:	None

RESOLUTION 2024-06-0075: APPROVAL OF FOREIGN TRADE ZONE 142 TARIFF NO.1 REVISION

REQUEST

Staff is requesting Board approval to revise Foreign Trade Zone 142 Tariff No.1, to take effect July 1, 2024: 1) to remove references to FTZ-designated sites in Salem, Millville, and Gibbstown, New Jersey, 2) to conform the language of the tariff, to reflect that the Foreign Trade Zone is now operated under the Alternate Site Framework and 3) to revise the fee schedule to include an additional fee category and eliminate a fee ambiguity.

BACKGROUND

A Foreign Trade Zone is considered to be outside the U.S. Customs' territory, and through use of a FTZ, businesses can combine imported materials with domestic or other imported components, potentially reducing, deferring, or in some cases eliminating Customs duties. SJPC is the Grantee of Foreign Trade Zone (FTZ) No. 142 as authorized by the FTZ Board. FTZ No. 142 is governed by a Tariff/Zone Schedule, which governs operations in the FTZ, through implementation of rules, regulations, and fees.

- Removal of Designated Sites in Salem, Millville, and Gibbstown

Earlier this year, The FTZ Board notified SJPC and other FTZ Grantees around the country that certain FTZ-designated sites that did not have qualifying activity within certain time periods (5 years for magnet sites and 3 years for subzones and usage driven sites) would be "sunsetting" (de-designated) as of June 30, 2024. The FTZ Board

periodically does this to reduce its administrative burden overseeing sites that are not active. Four sites within Zone 142 are among those to be sunsetted.

Site 1, Parcels A & B, totaling 90 acres in Salem

Site 2, totaling 10 additional acres in Salem

Site 3, totaling 144 acres at the Millville Airport Industrial Park

Site 4, consisting of 1,630 acres in Gibbstown at the Repauno/Greenwich Rail and Port Terminal Complex

Based on this FTZ Board action, references to these four sites, would be deleted from SJPC's FTZ 142 Tariff.

- Operation Under the Alternative Site Framework

FTZ 142 was initially established pursuant to a Grant issued by the Foreign-Trade Zones Board, on August 25, 1987, under the traditional framework, through designations of FTZ zones, subzones, and magnet sites. Subsequently FTZ 142 was approved for Reorganization under the Alternative Site Framework (ASF) regulations which allows additional locations within the seven county FTZ to benefit from FTZ status through designation as usage driven sites. This can be done through a quicker and simpler application process than under the traditional framework.

The Tariff is to be updated to reflect the transition from the traditional framework to the ASF.

- Changes to Fee Schedule

A user may request the alteration of a zone site, but the Tariff did not specify a fee for the alteration. Modifications to the fee schedule will include a designated fee for this request. Modification of the fee schedule is also needed to eliminate a pre-existing ambiguity for manufacturing within a zone site.

A motion was made to approve Resolution 2024-06-0075 to accordingly revise FTZ 142 Tariff No.1, to take effect July 1, 2024, to remove references to the aforementioned FTZ-designated sites in Salem, Millville, and Gibbstown, New Jersey, which have been sunsetted, to modify the tariff's language to conform with the Zone's operation under the ASF, and to modify the fee schedule to include a new fee category for zone site alteration and to eliminate an ambiguity.

Moved by:

S. Roberts

Seconded by:

R. D'Angelo

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 1:13 p.m.

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

Voting for Motion: All
Voting Against Motion: None

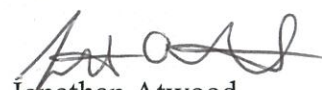
Following closed session, the Regular Session was reopened at 1:36 pm.

A motion was made to adjourn the Regular Open Meeting at 1:36 p.m.

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

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, June 11, 2024.


Jonathan Atwood
Acting Board Secretary

