



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
TELECONFERENCE
CAMDEN, NEW JERSEY
APRIL 26, 2022
12:31 p.m.

Directors Present:	Richard Alaimo	Chairman
	Joseph Maressa	Director ☎
	Robert DeAngelo	Director
	Christopher Chianese	State Treasurer Designee
	Carl Styles	Director
	William Higgins	Director
	Sheila Roberts	Director
	Chad Bruner	Director ☎
 Directors Absent:	 Eric Martins	 Director
	Jonathan Gershen	Director
 In Attendance:	 Janice Venables	 Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Raymond Zane, Esq.	General Counsel ☎
	Bruno Cellucci	AssistantED/CFO
	Victoria D'Amico	Board Secretary
	Neil Grossman	Financial Advisor
	Kevin Duffy	Assistant ED/COO
	Chris Perks	Director of Engineering ☎
	George Englehardt	Facilities Engineer ☎
	Dennis Culnan, Jr.	Phoenix Strategies
	Dan Bontempo	Stantec
	Mario Christina	GCIA
	Doug Miller	SJPC

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 10, 2022, 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 2022, 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 2022. The meeting schedule was also placed on the Port Corporation's website at www.southjerseyport.com.

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

PRESENTATION OF REGULAR MEETING MINUTES – MARCH 28, 2022

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on March 28, 2022 were presented for approval.

A motion was made to approve the March 28, 2022 Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by:	Joseph Maressa
Seconded by:	William Higgins

Voting for motion:	All
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES – MARCH 28, 2022

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on March 28, 2022 were presented for approval.

A motion was made to approve the March 28, 2022 Board of Directors Closed Meeting Minutes, as presented, with the condition that any matters contained in the closed session minutes may be withheld and not disclosed to the public until the need for the closed session has passed.

Moved by:	Joseph Maressa
Seconded by:	William Higgins

Voting for motion:	All
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 3/11/2022 – 4/13/2022 was presented for approval.

A motion was made to adopt Resolution 2022-04-0041 for the approval of the Operating Unpaid Bill list for the period 3/11/2022-4/13/2022.

Moved by:	Christopher Chianese
Seconded by:	Sheila Roberts
Voting for motion:	All
Voting against motion:	None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 3/11/2022–4/13/2022 was presented for approval.

A motion was made to adopt Resolution 2022-04-0042 for the approval of the Advance Payment Bills for the period 3/11/2022-4/13/2022.

Moved by:	Robert D'Angelo
Seconded by:	Joseph Maressa
Voting for motion:	All
Voting against motion:	None

CREDIT LIST

The Credit List for the period ending April 26, 2022 was presented for approval.

A motion was made to adopt Resolution 2022-04-0043 for the approval of the Credit List for the period ending April 26, 2022.

Moved by:	Joseph Maressa
Seconded by:	Carl Styles
Voting for motion:	All
Voting against motion:	None

CHANGE ORDERS

Fire Hydrant Replacements at Broadway – Change Order No. 1
Mount Construction, Inc.

The Fire Hydrant Replacements project at Broadway Marine Terminal was awarded to Mount Construction, Inc. of Berlin, NJ, on September 28, 2021. SJPC Resolution Number 2021-09-

0095. The scope of the contract included replacement of seven (7) obsolete fire hydrants and other DCA mandated fire line repairs as designed by ST Hudson Engineers.

On February 1, 2022, during a routine fire pump test at Broadway Marine Terminal Pier 5, water began gushing up through the pavement in the middle of the warehouse yard. The entire fire protection system was then unable to be pressurized. The fire line break warranted an emergency repair.

As this condition demanded immediate attention, ST Hudson Engineers was requested to oversee the emergency repair and developed the appropriate underground investigation and emergency scope of work.

Because Mount Construction was onsite at the Broadway Terminal completing the Fire Line and Hydrant replacement project, they were available to immediately respond to this location and proceed with the repair on a time and materials basis.

The work was overseen by ST Hudson and included excavation, demolition of existing piping and valves, installation of new piping and valve, and the restoration paving as detailed on the attached.

The original Contract amount	\$ 307,500.00
Change Order Number 1	\$ 53,733.48
Adjusted Contract Amount	\$ 361,233.48

A motion was made to adopt Resolution 2022-04-0044 for the approval the change order#1 for Fire Hydrant Replacements at Broadway for the amount requested.

Moved by:

Carl Styles

Seconded by:

Sheila Roberts

Voting for motion:

All

Voting against motion:

None

DEMOLITION OF THE BUILDING AT 551 S SECOND STREET - CHANGE ORDER NUMBER 1

The contract for the demolition of the former Goldstein building at 551 South Second Street was awarded to Caravella Construction Co., by Board Resolution 2021-08-0080.

The design engineer was PS&S.

During the demolition of the building, 2.16 tons of tires were discovered in the building. These were removed from the site and legally disposed of by the contractor with the cost expense determined by weight.

In addition, an underground storage tank was discovered on the site. The contractor removed and legally disposed of it under the supervision of the project design engineer.

The original Contract amount	\$ 227,524.73
Change Order Number 1	\$ 11,915.00
Adjusted Contract Amount	\$ 239,439.73

A motion was made to adopt Resolution 2022-04-0045 to approve change order #1 for the Demolition of the Building at 551 S. Second Street.

Moved by:	Joseph Maressa
Seconded by:	Carl Styles
Voting for motion:	All
Voting against motion:	None

CONSTRUCTION FUND REQUISITIONS

Staff presented (12) advance construction fund requests in the amount of \$1,398,222.38 and (4) unpaid construction fund requisitions in the amount of \$4,994,791.44

A motion was made to adopt Resolution 2022-04-0046 for the approval of Construction Fund Requisitions for the period ending April 26, 2022 as presented.

Moved by:	Robert D'Angelo
Seconded by:	Sheila Roberts
Voting for motion:	All
Voting against motion:	None

TREASURER'S REPORT

For the month of March 2022, the SJPC generated net income before non-operating interest expense and depreciation and amortization in the amount of \$32,424.00, which is under budget by -\$37,755.00 for the month. On a year-to-date basis, we are under budget by -\$193,930.00.

Please be aware that we still have \$531,800.21 on the books in deferred revenue. This represents truck loading revenue that can only be recognized when the trucks are actually loaded and cargo moves off the terminal. This deferred revenue will benefit future periods.

We are contemplating a fuel surcharge to our customers as a way to offset higher fueling costs.

COUNSEL'S REPORT

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

EXECUTIVE DIRECTOR'S REPORT

Executive Director and CEO for the South Jersey Port Corporation reported total tonnage for March 2022 was 299,010 short tons, which represents a 26% decrease compared to March 2021. Camden steels cargoes decreased by 37.9% compared to March 2021. Overall breakbulk cargo decreased 54.1% for March 2022. March 2022 cocoa bean imports totaled 7,469 s/tons, compared to 19,787 s/tons in March 2021. There were 13,625 s/tons of plywood in March 2022 compared to no cargo activity in March 2021. March YTD plywood was 13,625 s/tons, a 74.0% decrease from March 2021. Recycled metals decreased 13.1% compared to 2021 YTD. There was no change in YTD activity for cement in March 2022 compared to March 2021.

All SJPC terminals handled 21 ships in March 2022, compared to 18 ships in March 2021. The number of ship days for March 2022 was 68 reflecting the same amount of ship days for March 2021.

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

COVID 19 Update

Effective March 14th all COVID mandated restrictions have been rescinded. We will commence live in person Board meetings on April 26, 2022.

We have 0 new cases to report at this time bringing the total numbers of employees infected to 52. Approximately 87 employees have been vaccinated with at least one shot, which is 74 percent of our workforce. We continue to encourage employees to get vaccinated.

The State has lifted most COVID protocols, including the need to socially distance, wear masks, or conduct temperature checks.

Weekly COVID Testing for all unvaccinated employees utilizing the services of the state authorized continues and we are being reimbursed by the state and FEMA.

Paulsboro Update

EEW continues to make good progress on Phase one of its project. The Circular Weld building is 95% complete and the Coating 1 building is 35% complete scheduled to be operational by the end of 2022. Site improvements adjacent to the two buildings is nearing completion in advance of paving this summer. This Phase 1 facility will employ 150 workers and upon completion of the Phase 2 buildout a total of 550 jobs will have been created at the facility. Funding for this project is comprised of the DOE loan program, and Orsted with contributions from Atlantic Shores. The project has been impacted by supply chain disruptions since much of the fabrication equipment is produced in Europe that has been hit hard by the war. Delays are being realized in electrical, mechanical, and steel related building materials resulting in 20-30% cost increases. The Phase 2 facility is scheduled to be online the end of 2024 to support the Atlantic Shores

offshore wind project. The capital expense for the buildings and equipment on this project has significantly increased from \$250 million to \$350 million. EEW and Orsted are currently working with the GCIA to prepare a federal grant application. We are also working with the GCIA and Jacobs to reconcile project funding and remaining work.

AAPA Legislative Summit

Jonathan Atwood and I attended the AAPA Legislative Summit March 28 – 31 2022 in Washington DC. The Summit included a number of prominent speakers, including Transportation Secretary Pete Buttigieg, Labor Secretary Marty Walsh, White House Senior Adviser Mitch Landrieu, and Army for Civil Works Assistant Secretary Michael Connor. Jonathan attended several meetings with members of Congress and staff, including Rep. Jeff Van Drew, and the offices of Rep. Bonnie Watson Coleman, Rep. Frank Pallone, and Senate Majority Leader Chuck Schumer.

International Wood Product Association Conference

Staff members Brendan Dugan and Rose Hope attended the International Woods Product Association Conference in Orlando Florida April 5- April 8, 2022.

They had the opportunity to meet with most of our plywood importers and learn our importers challenges as well as them understanding ours. This led to productive discussions which resulted in the development of solutions for some of the issues we have been facing. From these conversations our customers had changed some of their banding and crate sizes to lessen damages from the vessel. They also worked on solutions for saving space in the warehouses to allow for more storage space.

Congressionally Directed Spending Projects and Federal Infrastructure Grants

At the request of our various US Representatives, we have submitted a number of potential projects for consideration including the following:

Balzano Marine Terminal Berth 1 Shoreline Stabilization

Crane Electrification – Diesel Emissions Reduction Project

Port of Salem Expansion project

Purchase of additional Electric Cargo Handling Equipment charging stations

We are also preparing a Port Improvement Grant for our Camden Terminals

Waterfront South Improvement Plan / Heart of Camden

On Monday April 18th, we had a meeting with representatives from the Heart of Camden to discuss and review the status of their Improvement Plan.

We provided some feedback and suggestions and plan to meet again in early June.

Employee Recognition

Congratulations to Doug Miller for achieving 35 years of service with SJPC. As our Marine Superintendent, Doug is responsible for keeping our terminal operations flowing, working very closely with all our supply chain customers and partners.

ACTION ITEMS:**RESOLUTION 2022-04-0047: AUTHORIZATION TO RELEASE REQUEST FOR PROPOSALS FOR PROFESSIONAL SERVICES****REQUEST**

Staff is requesting authorization to release the Request for Qualifications/Proposals for seven (7) professional service categories. Staff will have General Counsel review the RFQ/P documents. The legal notices will be posted with a deadline to submit packages in May. The current contracts are in holdover status. General Counsel, Maritime Counsel, Labor Counsel, and General Health and Insurance Broker, will have a term of two years. Bond Counsel, Financial Advisor, and Marketing Consultant will have a term of one year with a one-year option at the prerogative of the Board.

- General Counsel
- Maritime Counsel
- Bond Counsel
- Labor Counsel
- Financial Advisor
- General Health and Insurance Broker
- Marketing Consultant

The packages received will be provided to the Board Review Committee and recommendations will be provided to the Board at the June Board meeting for consideration.

A motion was made to approve Resolution 2022-04-0047 to advertise the Request for Qualifications/Proposals for Professional Services.

Moved by:
Seconded by:

Christopher Chianese
Joseph Maressa

Voting for Motion:
Voting Against Motion:

All
None

RESOLUTION 2022-04-0048: APPROVAL TO AWARD A CONTRACT FOR THE DESIGN SERVICES TO CONDUCT ENGINEERING AND PERMITTING WORK FOR TERMINAL DEVELOPMENT AT THE PORT OF SALEM**REQUEST**

Staff is requesting Board approval to award a design service contract to conduct engineering and permitting work for terminal development at the Port of Salem as part of the recently awarded USDOT INFRA grant.

BACKGROUND

Pursuant to the Board's Authorization: RESOLUTION 2021-09-0097 - APPROVAL TO ISSUE AN RFP FOR THE DESIGN SERVICES TO CONDUCT PRELIMINARY ENGINEERING AND PERMITTING WORK FOR TERMINAL DEVELOPMENT AT THE PORT OF SALEM, an RFP was issued to the prequalified Marine Engineer list of firms to perform environmental services together with preliminary and final engineering services including federal and state permitting to develop the first 400' waterfront berth structure and adjacent upland area identified as Phase 1A at the Port of Salem Terminal in Salem County, NJ.

Staff is now requesting Board approval to award a design RFP for the Phase 1A development of the Port of Salem Marine Terminal. In August 2021, we were advised that SJPC was the recipient of a 2021 Office of Port Infrastructure Development at the Maritime Administration (MARAD) grant in the amount of \$9 million. The first phase of development is estimated at \$15 million, with the federal MARAD grant funding the \$9 million and SJPC together with other sources will fund the remainder of the project cost.

An RFP for the Phase 1A development of the Port of Salem was released on 12/17/2021, and a site visit was conducted on 1/5/2022 with twelve (12) prequalified firms in attendance.

Proposals were received from the following five (5) firms on 2/11/ 2022:

McLaren Engineering Group
Woodcliff Lake, NJ

S.T. Hudson Engineers, Inc.
Cherry Hill, NJ

Mid-Atlantic Engineering Partners
Hamilton, NJ

Jacobs Engineering Group, Inc
Philadelphia, PA

GEI Consultants, Inc.
Mount Laurel, NJ

The five firms submitted technical proposals and cost proposals in separate envelopes since, as a federal MARAD grant recipient project, the Brooks Act for evaluation of proposals were to be followed. SJPC was approved to use a modified Brooks Act model in that the top three rated technical proposals were identified, and those three cost proposals were opened and evaluated. Well received presentations were made by the three firms. The three highest rated technical proposals were received from S.T. Hudson, Jacobs, and McLaren. With three highly rated proposals identified, the cost proposals were considered.

The cost proposal provided by the three firms were as follows:

S.T. Hudson Engineers, Inc.	\$ 871,742
McLaren Engineering Group	\$1,688,000
Jacobs Engineering Group	\$1,988,411

A motion was made to approve Resolution 2022-04-0048 to award the environmental, design, and regulatory permitting services for the Phase 1A development of the Port of Salem to S.T. Hudson Engineers, Inc. for the not to exceed amount of \$871,742.

Moved by: Christopher Chianese
Seconded by: Robert D'Angelo

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2022-04-0049: APPROVAL TO ADVERTISE AN INVITATION FOR BIDS FOR THE CONSTRUCTION OF RAIL TRACK IMPROVEMENTS AT BALZANO TERMINAL, CAMDEN, NJ

REQUEST

Staff is requesting Board approval to publicly advertise an invitation for bids for the construction of rail track improvements at the Balzano Marine Terminal.

BACKGROUND

The on-port rail track network needs rehabilitation and does not conform to the current operating specifications for Conrail. This project will include replacement and realignment of rail track, set the proper clearances to structures, addition of a rail spur at A-Building thus increasing the capacity to load cargo to rail cars, and replacement of the rail crossing at the main entrance gate.

The SJPC was awarded a NDOT Rail Freight Assistance Program 2020 grant consisting of two separate agreements:

Phase 1: Emergency Work and Rail Improvements Design
Phase 2: Rail Improvements Construction

The total amount of the award for the FY2020 RFAP grant award was \$6,010,650.00 with a local match of \$1,426,200.00. The grant agreement for Phase I included NJDOT funding in the amount of \$500,821.20 and a local match of \$55,646.80. This leaves a remaining amount of \$5,509,828.80 funding available for Phase 2, with remaining required local match of \$1,370,553.20.

The 75% design Engineer's Estimate for construction is \$6,922,388 with costs in excess of the grant amount to be provided for in the 2017A Capital Projects account.

A motion was made to approve Resolution 2022-04-0049 to publicly advertise an invitation for bids for the construction of rail track improvements at the Balzano Terminal.

Moved by: Carl Styles
Seconded by: Christopher Chianese

Voting for Motion: All
Voting Against Motion: None
Not Voting:

**RESOLUTION 2022-04-0050: APPROVAL TO ADVERTISE
CONSTRUCTION BIDS FOR PHASE III OF THE BROADWAY
TERMINAL DRY-PIPE FIRE PROTECTION SPRINKLER SYSTEMS
REPLACEMENT PROJECT**

REQUEST

Staff is requesting Board approval for the release of construction bids for Phase 3 of the Broadway Terminal dry-pipe fire protection sprinkler systems replacement project.

BACKGROUND

As previously authorized by the Board for the entire Broadway Terminal Sprinkler Replacement Project, Phase III of the Broadway Terminal Dry-Pipe Fire Protection Sprinkler Systems replacement project is now designed and ready to issue a Construction RFP for the Bldg. "D" system replacement.

The Engineer's Estimate is \$900,000, minus the anticipated DCA demolition variance as previously approved for the initial two phases.

Funding for this project will come from a combination of the 2016S account and the life/safety budget in operations.

A motion was made to approve Resolution 2022-04-0050 to release the Construction RFP for Phase III of the Broadway fire sprinkler replacement project for building "D," contingent upon the approval of a variance from NJDCA.

Moved by: William Higgins
Seconded by: Christopher Chianese

Voting for Motion: All
Voting Against Motion: None

**RESOLUTION 2022-04-0051: APPROVAL TO ISSUE AN RFP FOR THE
CONSTRUCTION OF A STRENGTHENED PERIMETER BARRIER WALL AT
BALZANO TERMINAL**

REQUEST

Staff is requesting Board approval to advertise an invitation for bids for the construction of a strengthened concrete perimeter barrier wall at the Balzano Terminal.

BACKGROUND

The scrap metal recycling operation has compromised the integrity of the chain link fence forming the perimeter barrier between the tenant and the remaining port operations areas. A series of empty shipping containers were placed to strengthen and secure the perimeter until a more permanent solution could be developed.

SJPC was awarded \$647,172.00 through a Department of Homeland Security 2019 Port Security Grant. The grant agreement has been executed and security perimeter improvements have begun with the replacement of chain link fence around the Balzano Terminal perimeter. That contract was awarded to Fox Fence in the amount of \$256,259 (SJPC Resolution 2022-01-0005), leaving remaining funding from the grant of \$390,913.

The remaining grant funds will be allocated toward the construction of the barrier wall. The estimated cost to construct the barrier wall is \$1.3 million.

A motion was made to approve Resolution 2022-04-0051 to advertise an invitation for bids for the construction of a perimeter barrier wall at the Balzano Terminal.

Moved by:

Sheila Roberts

Seconded by:

Christopher Chianese

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2022-04-0052: APPROVAL TO ADVERTISE CONSTRUCTION BIDS FOR BROADWAY TERMINAL PIER 1 SINK HOLE REPAIRS

REQUEST

Staff is requesting Board approval for the release of another Construction RFP for the ongoing repairs to the additional Sink Holes within the Broadway Pier 1.

BACKGROUND

Over the past several years sink holes have continuously developed within the Broadway Pier 1 due to the age and subsequent deterioration of the existing low deck structure. S.T. Hudson Engineers have provided a report evaluating the issue and providing recommendations on repairs.

Monitoring the conditions with exploratory excavations has confirmed an unsealed water leakage condition causing localized low deck deterioration.

As recommended by Hudson, the progression will continue and require further excavation to uncover these suspected areas of infiltration to determine the current extent of the deterioration; fabricate a low deck structural repair, if required; then seal and reinforce the affected areas with a concrete slurry before backfilling and repaving. Attached is a report from S.T. Hudson Engineers.

The engineer's estimate for this project is \$489,600, with the understanding that the current condition poses both a structural and safety concern for further collapse of an operational cargo pier.

Funding is available in the 2017A Bond.

A motion was made to approve Resolution 2022-04-0052 to prepare and release the Construction RFP for the Broadway Terminal Pier 1 sink hole repairs.

Moved by:
Seconded by:

Robert D'Angelo
Sheila Roberts

Voting for Motion:
Voting Against Motion:

All
None

RESOLUTION 2022-04-0053: APPROVAL TO AWARD THE ELECTRICAL CARGO HANDLING EQUIPMENT CHARGING STATIONS INFRASTRUCTURE CONSTRUCTION AT BALZANO AND BROADWAY TERMINALS, CAMDEN, NJ

REQUEST

Pursuant to the Board's Authorization: RESOLUTION 2021-09-0094 - APPROVAL TO RELEASE THE FINALIZED DESIGN FOR SOLICITATION OF THE ELECTRIC FORKLIFT INFRASTRUCTURE CONSTRUCTION RFP, staff is requesting Board approval to Award the Bid for the installation of charging station electrical infrastructure at Broadway and Balzano Terminals.

BACKGROUND

Commensurate with the Board's Authorization to purchase the 27 pieces of Electric Cargo Handling Equipment, ST Hudson Engineers and Port Operations Staff explored and developed various Electrical Infrastructure designs and Construction scenarios, in preparation for the final selection and potential for increased equipment allotments specific to the off-hour base locations for the required charging facilities at both terminals. Accessibility and operational space requirements together with the availability of high voltage electrical power were the predominant criteria.

An invitation for bids for construction was subsequently developed and advertised for public bid. A pre-bid meeting was held on Tuesday, March 29, 2022, with seven (7) electrical contractors in attendance. Six (6) bids were received on Thursday, April 14 as listed below:

Bidder	Amount
MJF Electrical Morrisville, PA	\$ 571,000
PKF Mark III Newton, PA	\$ 588,000
Scalfo Electric Vineland, NJ	\$ 596,000
JJD Electric Paulsboro, NJ	\$ 654,924
Bryan Electric Hamilton, NJ	\$ 863,950
Gary Kubiak & Sons Robbinsville, NJ	\$ 928,376

A motion was made to approve Resolution 2022-04-0053 to Award a contract for the Construction of the Cargo Handling Electrical Charging Infrastructure to: MJF Electrical Contracting & Maintenance in the not to exceed Lump Sum amount of \$571,000.00.

Moved by:
Seconded by:

Robert D'Angelo
Christopher Chianese

Voting for Motion:
Voting Against Motion:

All
None

RESOLUTION 2022-04-0054: APPROVAL OF ANNUAL SCI SUPPORT FOR SERVICES

REQUEST

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

BACKGROUND

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

The payment will be funded through the Operations account.

A motion was made to approve Resolution 2022-04-0054 to approve to pay Seaman's Church Institute \$8,000.

Moved by: Carl Styles
Seconded by: Sheila Roberts
Voting for Motion: All
Voting Against Motion: None

**RESOLUTION 2022-04-0055: AUTHORIZATION TO AWARD RFP FOR
 TERMINAL OPERATING SYSTEM**

REQUEST

Staff is requesting Board approval to award a five-year contract for a Terminal Operating System (TOS) software application for bulk and breakbulk operations.

BACKGROUND

The current TOS legacy software is nearing the end of its life and it is of utmost importance to replace it with the best fit for SJPC. As such, the goal of this contract is to make a long-term investment in SJPC's future, producing a technology enabler and long-term partner that can satisfy expected and robust growth projections. The new TOS should be cloud hosted by the successful bidder, which will reduce SJPC costs for new servers and other hardware. This will also reduce cyber security risks and attacks. The goals of SJPC management in investing in a new TOS include: improved cargo visibility throughout all processes, improved operating processes, eliminate duplicate / redundant work primarily duplicate data entry, bring data entry closer to where the work is being done, work smarter, provide customer access with visibility to cargo activity / availability / status.

On January 27, 2022, the following proposals were received:

Bidder Name and Address	Cost Proposal/Notes
ePortation 405 S. Third St. Philadelphia, PA 19147	SaaS offering \$1,189,300.00 (Total 5-year Cost) (E-Copy Rec'd)

Navis LLC 55 Harrison Street, Suite 600 Oakland, CA 94607-3776	Incomplete bid - Bid Security for proposal was late (received via regular mail at 1:30pm)
ESVEE Technologies Inc Envision Enterprise America 14101 Sullyfield Circle, Suite 400D Chantilly, VA 20151	Saas Offering: \$2,869,400.00 (5-year total) On Prem Offering: \$2,275,400.00 (5-year total) (E-Copy Rec'd)

A motion was made to approve Resolution 2022-04-0055 to award a five-year contract for a Terminal Operating System (TOS) software application to ePortation for the total cost of \$1,189,300.00.

Moved by:
Seconded by:

Sheila Roberts
William Higgins

Voting for Motion:
Voting Against Motion:

All
None

INFORMATION ITEMS:

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

The report was received and filed.

PORT SECURITY UPDATE

The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

The report was received and filed.

PUBLIC COMMENTS

The Chairman asked if there were any public comments.

Hearing none, the 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.

Moved by:	Robert D'Angelo
Seconded by:	Joseph Maressa
Voting for motion:	All
Voting against motion:	None

At 1:16 p.m. the regular open session was adjourned.

Following closed session, the Regular Session was reopened at 1:30 p.m.

A motion was made to adjourn the Regular Open Meeting at 1:31 p.m.

Moved by:	William Higgins
Seconded by:	Joseph 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, April 26, 2022.



Victoria D'Amico
Board Secretary

