



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
BROADWAY TERMINAL
CAMDEN, NEW JERSEY
MAY 20, 2008
12:30 p.m.

Directors Present:	Richard Alaimo	Chairman
	Craig Remington	Director
	Chad Bruner	Director
	Carl E. Styles	Director
Directors Absent:	Jonathan Gershen	Director
	Joseph Maressa, Jr.	Director
	Eric Martins	Director
In Attendance:	Joseph A. Balzano	Executive Director & CEO
	Robert Shane	Governor's Authorities Unit
	John Maier	Board Secretary
	Jay Jones	Deputy Exec. Dir./Admin. Services
	Kevin Castagnola	Assist. Exec. Dir. / Ops.
	Hank D'Andrea	Facilities Engineer
	Pat Abusi	Treasurer
	Marlin Peterson	Director of Port Development
	Maureen McHugh	Executive Assistant
	Clifford Goldman	Financial Advisor
	Michael Angelini, Esq.	General Counsel
	James Pierson, Esq.	General Counsel
	Joseph Antinori, Esq.	Brown & Connery, Labor Counsel
	Michael Smith	Commerce Insurance
	Thomas Nolan	Commerce Insurance
	Linda Artlip	Riverfront/Phoenix Strategies

Chairman Alaimo 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 2, 2008 the Secretary of the Corporation sent an ad with a schedule of Regular Meetings to be held at the South Jersey Port Corporation's Board of Directors, during the calendar year 2008 indicating the time and place to the following newspapers:

- ❑ Courier-Post
- ❑ Gloucester County Times
- ❑ Burlington County Times

In addition, the same notice was sent by Certified Mail to the Secretary of the State’s office and the following clerks:

- | | | |
|---------------------|-------------------|-------------------|
| ❑ Mercer County | Cape May County | Camden County |
| ❑ Cumberland County | Gloucester County | Burlington County |
| ❑ Salem County | | |

These seven counties comprise the Port’s district.

In addition, the Port Corporation has designated the Bulletin Board at its main entrance of the Broadway Terminal, its official place for posting and maintaining a schedule of the monthly Board of Director’s Meetings for 2008. On January 2, 2008, said schedule was posted.

PLEDGE OF ALLEGIANCE RECITED

Roll call was taken and recorded.

PRESENTATION OF REGULAR MEETING MINUTES - April 29, 2008

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on April 29, 2008 were presented for approval.

A motion was made to approve the April 29, 2008 Board of Directors regular meeting minutes as presented.

Moved by:	C. Remington
Seconded by:	C. Styles
Voting for motion:	All
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES – April 29, 2008

The minutes for the South Jersey Port Corporation Board of Directors closed meeting session held on April 29, 2008 were presented for approval.

A motion was made to approve the April 29, 2008 Board of Directors closed meeting minutes as presented.

Moved by:	C. Remington
Seconded by:	C. Bruner
Voting for motion:	All
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 4/19/08 to 5/14/08.

A motion was made to approve the Operating Unpaid Bill list as presented.

Moved by: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 4/19/08 to 5/14/08 was presented for approval.

A motion was made to approve the Advance Payment Bills as presented.

Moved by: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

CREDIT LIST

Thirteen (13) credits totaling \$201.45 were presented for approval.

CUSTOMER / DESCRIPTION	AMOUNT
Clipper Steel/DRS Unable to locate material	\$ 3.20
Clipper Steel/DRS Unable to locate material	\$ 3.20
Clipper Steel/DRS Unable to locate material	\$ 3.13
Clipper Steel/Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel/Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel/Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel/Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel/Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel /Cargo Delivered Prior to Billing	\$ 4.11
Clipper Steel /Cargo Delivered Prior to Billing	\$ 19.87
Clipper Steel /Cargo Delivered Prior to Billing	\$137.40
Midland Metals/Material Damaged	\$ 5.88
TOTAL	\$201.45

A motion was made to approve the credit list as presented.

Moved by: C. Remington
Seconded by: C. Bruner

Voting for motion: All
Voting against motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented construction fund requisitions totaling **\$168,135.96** as follows:

REQ. #	VENDOR	AMOUNT
139	Gloucester County Professional Services	\$ 13,285.98
140	Schnader Harrison Segal & Lewis	\$ 14,561.48
141	John D. Lawrence, Inc.	\$ 132,863.50
142	JYE, Inc.	\$ 7,425.00
TOTAL		\$ 168,135.96

A motion was made to approve the Construction Fund Requisitions as presented.

Voting for motion: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None
Abstaining Req. 139 & 140: C. Remington
 C. Bruner
Abstaining Req. 141: C. Styles

TREASURER'S REPORT

Patrick Abusi presented the Treasurer's report. He reported that for the period ending April 30, 2008, the gross operating revenue less pass thru's was \$1,986,403. For the same period, the net income before interest, depreciation and amortization totaled \$326,096. Our estimated budgeted amount is \$324,531. Our net income before interest, depreciation and amortization compared to budget amount is an increase of \$1,565. Our monthly interest income is \$58,549 and our year-to-date interest income totaled \$298,059. The Board reviewed the A/R aging reports.

A motion was made to accept the Treasurer's Report as presented.

Moved by: C. Remington
Seconded by: J. Maressa, Jr.
Voting for motion: All
Voting against motion: None

COUNSEL'S REPORT

Michael Angelini, Esq. reported that he has business to discuss in closed session.

EXECUTIVE DIRECTOR'S REPORT

Joseph Balzano presented his Executive Director's Report. He reported tonnage activity for the month of April 2008 totaled 263,934 improving over the same period in 2007. Breakbulk activity totaling 82,285 tons and bulk activity totaling 151,247, each saw increases for the month of April. He noted that container tonnage for April 2008 YTD totaled 123,128 tons, a 1% increase compared to 2007.

The Executive Director reported that the decline in import wood products is a result of the economic slowdown. Import plywood from China has slumped partially due to the cargo going to other ports, in addition to economic factors. Holcim's import furnace slag is up on the year, as

the first 4 months during 2007 only produced one ship. We are projecting Holcim to have three less ships during 2008 as compared to 2007. He noted that the downturn in port business began in April/May 2007 as a result of the slowdown in the U.S. economy. Staff continues to market for new business and will be represented at the 3rd Annual Breakbulk Europe Conference in Antwerp, Belgium at the end of May.

The Executive Director also reported that on May 5, 2008, SJPC hosted a press conference, along with DRPA and PRPA with regard to the Green Ports Initiative. Chairman Alaimo, Director Remington and Director Styles represented the Board of Directors at the press event. He noted that a RFQ is being prepared for advertisement in late May to identified qualified firms to work with the three agencies on the green initiative.

Lastly, he reported that SJPC's Ethics Liaison Officer is currently administering the mandatory annual ethics briefing to all employees.

The Executive Director's Report was received and filed.

ACTION ITEMS

The following action items were considered:

NEW/USED BOOM LIFTS (2) PURCHASE

At the April board meeting, staff presented the below listed prices for used boom lifts and that per the Board's direction we advertised for two (2) new boom lifts and received the below bids.

USED BOOM LIFTS COMPARATIVE PRICING SUMMARY

Year	Mfg	Model	Hours	Reach	Vendor	Price
2002	Genie	S-85	849	91'	Power Access	\$95,000
2002	Genie	S-85	5385	91'	Power Access	\$80,000
2002	JLG	800AJ	1412	86'	United Rentals	\$70,186*
2002	JLG	860SJ	2762	92'	United Rentals	\$68,127*
2000	Genie	S-85	3275	91'	Modern Handling	\$60,000
2000	Genie	S-85	4300	91'	Modern Handling	\$58,000
2000	JLG	80HX+6	3654	92'	United Rentals	\$56,850
2000	JLG	80A	3173	86'	United Rentals	\$47,500
2000	Genie	S-80	3237	86'	Western Res.Trading	\$44,000
1999	Genie	S-85	4225	91'	Power Access	\$47,500
1999	Genie	S-85	4050	91'	Power Access	\$47,500

NEW 2008 BOOM LIFT BID RESULTS

Vendor	Trade-In Two (2) Used Lifts	Quotation for New Boom Lifts	Net Cost After Trade-ins
Modern Equipment King of Prussia, Pa.	\$ 2,000	\$ 229,600	\$ 227,660
Trico Lift Millville, N.J.	\$ 15,000	\$ 224,144	\$ 209,144

Note on new boom lift bids: Modern Equipment met all five of the bid specs. Trico Lift only met 4 of the 5 bid specs.

After Board discussion, it was agreed to purchase two used boom lifts from United Rentals in the amount of \$70,186 and in the amount of \$68,127.

A motion was made to purchase the used 2002 JLG, 800AJ, 86' boom lift for \$70,186 and the used 2002 JLG, 860SJ, 92' boom lift for \$68,127 from United Rentals as presented by staff.

Moved by: C. Bruner
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

TRASH REMOVAL CONTRACT

Republic Waste Services, our present trash removal contractor, even though they have a one (1) year option at a 4% increase, they have decided not to exercise that option. Since the contract expires May 31, 2008, staff has advertised for the trash removal with bids due on Wednesday, May 28, 2008. Republic Waste Services has agreed to extend their contract until the end of June at the same rate.

A motion was made to advertise for bid the trash removal contract.

Moved by: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

HIRING APPRAISERS TO EVALUATE FOUR (4) TERRACE LOTS

Staff accepted two (2) proposals from existing appraisers for the evaluation of the four (4) terrace lots. Renwick & Associates quoted \$1,200 and Steve Bartelt quoted \$2,700. Renwick & Associates was the lowest qualified bidder who has done appraisal work for us in the past, including work in that area. The contract was awarded to Renwick & Associates in the amount of \$1,200. Staff requested Board approval

A motion was made to approve the award of the hiring of Renwick & Associates to appraise and evaluate the four (4) terrace lots in the amount of \$1,200.

Moved by: C. Remington
Seconded by: C. Bruner

Voting for motion: All
Voting against motion: None

RFP FROM CONSULTANTS TO ESTIMATE COSTS TO RENOVATE AIR PRODUCTS BUILDING

This item to be discussed in closed session.

INSURANCE RENEWALS

Michael Smith from Commerce Insurance made a presentation to the Board regarding insurance policy renewals: He noted that after review of the carriers submitting quotes, Commerce has recommended the following carriers. He also noted that the premium for these policies for the year 2007-2008 totaled \$202,195.86 and the renewal premium for 2008-2009 has decreased to \$164,905.29.

POLICY	CARRIER	PREMIUM
Public Officials Liability	Ace American Insurance Co.	\$ 50, 278.73
Boiler & Machinery	Hartford Steam Boiler	\$ 42, 833.56
Hull & Machinery	Federal Insurance Co.	\$ 4,560.00
Protection & Indemnity	Federal Insurance Co.	\$ 2,000.00
Marine Operator’s Legal Liability	Federal Insurance Co.	\$ 45,360.00
Excess Marine Liability	Federal Insurance Co.	\$ 17,696.00
Pollution Liability	Water Quality Insurance	\$ 2,177.00
TOTAL RENEWAL PREMIUMS		\$ 164,905.29

A motion was made to renew the insurance policies as presented and recommended by Commerce Insurance Services for a total amount of \$164,905.29.

Moved by: C. Remington
Seconded by: C. Bruner
Voting for motion: All
Voting against motion: None

At this time, the following information items were presented.

RIVERFRONT ASSOCIATES / PHOENIX STRATEGIES

Linda Artlip presented the marketing report and the status of activities performed by River Associates /Phoenix Strategies.

SECURITY UPDATE

Jay Jones presented the Security Update highlighting the following items:

Transportation Worker Identification Credential (TWIC) Program: The Department of Homeland Security have delayed the date for all port workers to have a Transportations Worker Identification Credential (TWIC) from September 25, 2008 to April 15, 2009. This deadline means that all ports have to be in compliance with the TWIC rules and workers will not be permitted unescorted access to secure areas without the card in hand at any facility in the United States covered by the Maritime Transportation Security Act and the SAFE Port Act.

TSA/Lockheed Martin returned their proposed changes to the lease for a TWIC enrollment center in SJPC’s Building P-6 at the Broadway Terminal today, May 20th. Staff and counsel will review the changes and provide a final lease for the Executive Director’s approval. The lease start date is proposed for June 1, 2008.

Regional Live Training Exercise: The live exercise planned for the Beckett Street Terminal, is scheduled for Saturday, May 31, 2008 with the Camden Fire Department, Camden County OEM, Camden County HAZMAT, NJ Transit, the N. J. State Police and Cooper Hospital. The exercise has been titled, "Smoke on the Water". On May 13, 2008 SJPC hosted a planning meeting and will host a final meeting on May 28, 2008.

U.S. Coast Guard / Sector Delaware: On June 13, 2008, the U.S. Coast Guard, Sector Delaware, will celebrate the 20th Anniversary of their move to their current facility at One Washington Avenue in Philadelphia.

UPDATE OF AWARD OF HYDROGRAPHIC STUDY

Staff reported that representatives from the Engineering Committee met with the engineering groups concerning the award of the hydrographic study project. The Engineering Committee interviewed representatives from Pennoni, Castle Associates and S.T. Hudson. At the conclusion of the interviews concerning the scope of work, etc., it was decided that S.T. Hudson Engineers be awarded the contract. At the April 29, 2008 a motion was made to award the contract to S.T. Hudson Engineers in the amount of \$39,300 subject to the Engineering Committee's review and approval.

REHAB OF RAILROAD SPUR TRACK – BROADWAY TERMINAL

Staff reported that the rehabilitation of the spur track leading into the Broadway Terminal project has been completed at a total cost of \$108,995.00 and that 90% of that cost of \$108,995.00, a total of \$98,095.00, has been submitted to NJDOT for payment. SJPC was responsible for only 10% of the total number, which amounted to \$10,900.00.

PUBLIC COMMENT

At this time, Chairman opened the meeting to Public Session for Questions/Comments

Chairman Alaimo asked if there was any additional business for the regular open session. Hearing none, he asked for a motion to adjourn the open session.

A motion was made to adjourn the Regular Open Meeting.

Moved by:	C. Remington
Seconded by:	C. Styles
Voting for motion:	All
Voting against motion:	None

At 1: 15 p.m. the regular open session was adjourned.

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Open Session of the Board of Director's Meeting held Tuesday, May 20, 2008.

John R. Maier
Board Secretary

JRM/JJ/mm

At 1:40 p.m. the regular open session was reopened.

LIEDTKA SITE

Counsel James Pierson reported the two parcels of the Liedtka site to be conveyed to EDA are approaching completion of their remediation requirements and that a Deed Notice is required to complete the requirements to obtain a Letter of No Further Action from the NJDEP to allow the conveyance of the property to EDA pursuant to the existing agreements. He requested the Board’s approval for execution of the Deed Notice and extension of three (3) months of the existing lease with ACP, which expires on June 30, 2008, to allow for the filing of the Deed Notice, receipt of the Letter of No further Action and conveyance of the property to EDA.

A motion was made to approve execution of the Deed Notice and extension of the three (3) months lease with ACP as recommended by General Counsel.

Moved by: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

RFP FROM CONSULTANTS TO ESTIMATE COSTS TO RENOVATE AIR PRODUCTS BUILDING

Staff reported quotes were requested from five (5) engineering firms that are our pre-qualified list of engineering and construction managers to estimate costs for the total renovation of one Air Products building. On May 19, 2008, quotes were received as follows:

FIRM	QUOTATION
Pennoni Associates, Inc.	\$ 7,400.00
CH2M Hill, Inc.	\$ 14,900.00
S.T. Hudson Engineers	Chose not to quote
T&M Associates	Chose not to quote
CMX Engineering	\$ 16,950.00

A motion was made to award the contract to Pennoni Associates, Inc. in the amount of \$7,400.00.

Moved by: C. Remington
Seconded by: C. Styles

Voting for motion: All
Voting against motion: None

At 1:45 p.m. the regular open session was adjourned.

I certify that this is a true copy of the minutes of the South Jersey Port Corporation's Open Session of the Board of Director's Meeting held Tuesday, May 20, 2008.

John R. Maier
Board Secretary

JRM/JJ/mm