



**SOUTH JERSEY PORT CORPORATION**  
**OFFICIAL BOARD OF DIRECTORS MEETING MINUTES**  
**TELECONFERENCE**  
**CAMDEN, NEW JERSEY**  
**October 27, 2020**  
**12:30 p.m.**

<b>Directors Present:</b>	Richard Alaimo	Chairman 🗳️
	Chad Bruner	Director 🗳️
	Christopher Chianese	State Treasurer Designee 🗳️
	Robert DeAngelo	Director 🗳️
	Joseph Maressa	Director 📞
	Sheila Roberts	Director 📞
	Carl Styles	Director 🗳️
	William Higgins	Director 🗳️
	Jonathan Gershen	Director 🗳️
	Eric Martins	Director 📞

**Directors Absent:**

<b>In Attendance:</b>	Rudy Rodas	Governor's Authorities Unit 🗳️
	Raymond Zane, Esq.	General Counsel– Zane & Assoc. 🗳️
	Andrew Saporito	Executive Director & CEO 🗳️
	Bruno Cellucci	AssistantED/CFO/ActingBoardSec🗳️
	Brendan Dugan	AssistantED/Bus. Development🗳️
	Jonathan Atwood	Chief of Staff & External Affairs🗳️
	Neil Grossman	GB Associates – FA 🗳️
	Kevin Duffy	Assistant ED/COO 🗳️
	Chuck O'Leary	Security Manager/FSO 🗳️
	George Englehardt	Facilities Engineer 🗳️
	Dennis Culnan, Jr.	Phoenix Strategies 📞
	Dan 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 January 10, 2020, the 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 2020, 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 2020. The meeting schedule was also placed on the Port Corporation's website at [www.southjerseyport.com](http://www.southjerseyport.com).

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

#### **PRESENTATION OF REGULAR MEETING MINUTES – September 29, 2020**

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on September 29, 2020 were presented for approval.

*A motion was made to approve the September 29, 2020 Board of Directors Regular Open Session Meeting Minutes as presented.*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>J. Gershen</b>
<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>
<b>Abstaining:</b>	

#### **PRESENTATION OF CLOSED MEETING MINUTES – September 29, 2020**

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on September 29, 2020 were presented for approval.

*A motion was made to approve the September 29, 2020 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.*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>J. Gershen</b>
<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>
<b>Abstaining:</b>	

**OPERATING BILLS**

The Operating Unpaid Bill list for the period 9/15/2020 – 10/15/2020 was presented for approval.

*A motion was made to adopt Resolution 2020-10-0086 for the approval of the Operating Unpaid Bill list for the period 9/15/2020 – 10/15/2020.*

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

**ADVANCE PAYMENT LIST**

The Advance Payment Bill List for the period 9/15/2020 – 10/15/2020 was presented for approval.

*A motion was made to adopt Resolution 2020-10-0087 for the approval of the Advance Payment Bills for the period 9/15/2020 – 10/15/2020.*

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

**CREDIT LIST**

There is no Credit List for the month of July

**CHANGE ORDERS**

There are no Change Orders for the month of June.

**CONSTRUCTION FUND REQUISITIONS**

Staff presented (1) advance construction fund requests in the amount of \$26,050.00 and (3) unpaid construction fund requisitions in the amount of \$15,535.60.

*A motion was made to adopt Resolution 2020-10-0088 for the approval of Construction Fund Requisitions for the period ending October 27, 2020 as presented.*

<b>Moved by:</b>	<b>R. DeAngelo</b>
<b>Seconded by:</b>	<b>J. Gershen</b>
<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>



**TREASURER'S REPORT**

For the month of September 2020, the SJPC generated a net loss before non-operating interest expense and depreciation and amortization of -\$3,936.00. On a year-to-date basis, the SJPC is under budget by -\$203,504.00.

We continue to incur COVID-19 related expenses and increased professional fees as we are involved in a variety of legal matters. In addition, we continue to pay the City of Camden for retroactive water charges as agreed. We will continue to closely monitor our overtime expenses and continue to be very frugal in our use of financial resources.

We are anticipating an uptick in business later in the year. We continue to do all that we can to increase revenues and reduce and control expenses. The Port is waiting to learn if its request for a FEMA grant to offset certain COVID-19 expenses will be approved.

**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 September 2020 was 230,809 short tons, which represents a 40.2% decrease compared to September 2019. Year to date tonnage through September totaled 2,357,220 short tons, a 26.6% decrease compared to the same period in 2019. Camden steels cargoes decreased by 25% compared to September of 2019. Overall breakbulk cargo is down 35.3%. Cocoa beans and wood products both continue to be positive, trending higher YTD over 2019. Recycled metals are 2.7% ahead of 2019 YTD. Imported cement YTD decreased 15.5% compared to 2019.

All SJPC terminals handled 15 ships in September 2020, down from 23 ships in September 2019. On a YTD basis, the Port handled 150 ships, compared to 194 YTD 2019.

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

**Offshore Wind** - We continue to have discussions about our port terminals and potential ways they can support the Offshore projects. Most parties are beginning to realize that there is long lead time to develop a viable terminal.

**Paulsboro** - Paulsboro Waterfront Development and EEW are continuing negotiations to finalize an agreement (additional information will be provided in closed session).

**Port of Salem** - On October 7th, I hosted a meeting with Director Higgins and Deputy Freeholder Director Hassler from Salem County, to discuss potential uses for the Port of Salem.

We plan to have a follow-up meeting sometime in November in Salem with City representatives. We believe that Salem has the potential to grow into a support port for Offshore Wind projects.

**COVID-19** - There have been no new reported cases at the port. We are strictly enforcing social distancing rules with visitors to keep the port safe.

**Delaware Valley Goods Movement Task Force** - On October 7th, Brendan Dugan gave a presentation to members of the DVGMTF on the SJPC port terminals during a virtual meeting focused on Delaware River Ports. Philaport also gave a presentation.

**South Jersey Chamber of Commerce** - On October 17th, Jonathan Attwood participated on a virtual panel discussing SJPC's experience dealing with COVID-19 while maintaining ongoing operations.

**Annual Ethics Training** – The Board of Director's were reminded that they must complete their On-line Annual Ethics Training. They are required to complete the form at the end to verify completion. After completing the form, a receipt of completion will be e-mailed to the Board member. They must retain a copy of the certificate of completion. Training must be completed by November 19, 2020.

#### **RESOLUTION 2020-10-0089: ACCEPTANCE OF THE 2020 RATE STUDY**

Staff is requesting Board acceptance of the 2020 Rate Study.

As required by our Bond Covenants, on an annual basis the South Jersey Port Corporation is required to conduct a study that evaluates our rates, fees and tariffs as compared to our regional competitors. The 2020 Rate Study was prepared by S.T. Hudson and is presented for acceptance. The report determined no significant rate increases are required or recommended at this time.

The report determined that significant additional increases in rates and charges would be necessary to meet the required 1.1 ratio of net revenue to debt service. A comprehensive analysis, beyond the scope of the report, needs to be conducted to determine if rate increases could be implemented without affecting the Port's ability to attract cargoes and remain competitive.

*A motion was made to approve Resolution 2020-10-0089 to approve acceptance of the 2020 Rate Study*

**Moved by:**  
**Seconded by:**

**J. Maressa**  
**R. DeAngelo**

**Voting for Motion:**  
**Voting Against Motion:**

**All**  
**None**



**RESOLUTION 2020-10-0090: APPROVAL OF THE SJPC 2021 PROPOSED ANNUAL BUDGET**

The South Jersey Port Corporation's (SJPC) bond covenants require that not less than 45 days prior to the beginning of each calendar year, the SJPC shall adopt an annual budget for the ensuing calendar year. Staff is proposing to the Board to adopt the attached operating budget for the 2021 fiscal year.

The proposed budget follows state prescribed guidelines limiting overall year to year increases in expenses to two percent. Staff also carefully analyzed projected 2021 revenues given the impact of COVID-19 on overall trade and the projected recovery of the economy to support an increase in international trade.

*A motion was made to approve Resolution 2020-10-0090 to approve the SJPC 2021 Proposed Annual Budget*

<b>Moved by:</b>	<b>C. Styles</b>
<b>Seconded by:</b>	<b>R. DeAngelo</b>

<b>Voting for Motion:</b>	<b>All</b>
<b>Voting Against Motion:</b>	<b>None</b>

**RESOLUTION 2020-10-0091: APPROVAL OF DEBT SERVICE RESERVE & TAX RESERVE CERTIFICATION LETTER**

The Certification Letter to the Governor for the Debt Service Reserve and Tax Reserve Fund Requirements has been prepared (attached). In summary, for the year ending December 31, 2020, State appropriations of **\$17,873,000** for the Senior Lien Bonds and **\$11,291,000** for the Subordinated Bonds are necessary to restore the South Jersey Port Corporation's reserve funds to the amount of the debt service required per the provisions of N.J.S.A. 12:11A-14 and certifies that the sum of **\$5,100,224.37** is required to be appropriated by the State of New Jersey to fund the Property Tax Reserve Fund for the Corporation's FY2021 tax payment obligations, which consist of payment in lieu of tax (PILOT) payments to the Local Governments.

*A motion was made to approve Resolution 2020-10-0091 to approve the Debt Service Reserve and Tax Reserve Certification Letter to Governor Murphy.*

**Moved by:** R. DeAngelo  
**Seconded by:** C. Styles

**Voting for Motion:** All  
**Voting Against Motion:** None

**RESOLUTION 2020-10-0092: APPROVAL TO APPLY TO BECOME A MEMBER ESCNJ COOPERATIVE PRICING SYSTEM**

N.J.S.A. 40A:11-11(5) authorizes contracting units to establish a Cooperative Pricing System and to enter into Cooperative Pricing Agreements for its administration. The Educational Services Commission of New Jersey, hereinafter referred to as the "Lead Agency" has offered voluntary participation in a Cooperative Pricing System for the purchase of goods and services. By participating in this Coop, the Port will have expanded access to competitive pricing on goods and services including vehicles, contractor services, maintenance equipment and supplies, and telecommunication services.

Purchasing through a Coop streamlines the procurement process and provides competitive pricing.

*A motion was made to approve Resolution 2020-10-0092 to approve for the Port to apply to become a member of the ESCNJ Cooperative Pricing System*

**Moved by:** R. DeAngelo  
**Seconded by:** J. Maressa

**Voting for Motion:** All  
**Voting Against Motion:** None

**RESOLUTION 2020-10-0093: APPROVAL TO AWARD P-1 ELEVATOR AND FACILITIES UPGRADE CONSTRUCTION PROJECT PROPOSAL**

Pursuant with the Board's Authorization to design and install an Elevator within P-1 Building complete with the required Facilities upgrades, a pre-bid site meeting was conducted on September 15, 2020 with 11 contractors attending:

Weatherby Construction, Bedwell Construction, Hall Construction, Daniel J. Keating Company, Sheet Metal Workers Local 19, AP Construction, Paul Otto Construction, JH Williams Enterprises, Tomar Construction, MJJ Construction, and Levy Construction Company

Six (6) proposals were received on October 13, 2020 and reviewed by Staff, with Legal Counsel's final review for Bid acceptance and award.

Bidder Name and Address	Amount
<b>Weatherby Construction &amp; Renovation Corp.</b>	<b>Lump Sum:</b>
<b>147 N. Iowa Ave</b>	<b>\$899,322.00</b>
<b>Atlantic City, NJ 08401</b>	<b>Alt. Pricing: \$14,460.00</b>
<b>Levy Construction Company</b>	<b>Lump Sum:</b>
<b>134 Cuthbert Blvd.</b>	<b>\$704,900.00</b>
<b>Audubon, NJ 08106-1066</b>	<b>Alt. Pricing: \$12,000.00</b>
<b>Hall Construction Co.</b>	<b>Lump Sum:</b>
<b>PO Box 1448</b>	<b>\$1,111,000.00</b>
<b>Wall, NJ 07719</b>	<b>Alt. Pricing: \$16,000.00</b>
<b>J. H. Williams Enterprises</b>	<b>Lump Sum:</b>
<b>231 Haines Dr.</b>	<b>\$799,000.00</b>
<b>Moorestown, NJ 08057</b>	<b>Alt. Pricing: \$12,000.00</b>
<b>MJJ Construction</b>	<b>Lump Sum:</b>
<b>471 Whitehorse Pike</b>	<b>\$861,000.00</b>
<b>Atco, NJ 08004</b>	<b>Alt. Pricing: \$9,000.00</b>
<b>The Bedwell Co.</b>	<b>Lump Sum:</b>
<b>1380 Wilmington Pike</b>	<b>\$1,914,000.00</b>
<b>West Chester, PA 19382</b>	<b>Alt. Pricing:</b>
	<b>\$35,000.00</b>

Funding for this project is available in the Bond Series 2017A account.



*A motion was made to approve Resolution 2020-10-0093 approval to award Levy Construction to install an elevator within P-1 Building in the Lump Sum amount of \$716,900.00.*

Moved by: R. DeAngelo  
Seconded by: C. Styles

Voting for Motion: All  
Voting Against Motion: None

**RESOLUTION 2020-10-0094: APPROVAL TO ISSUE AN RFP FOR DESIGN SERVICES TO INITIATE PRIORITY REPAIRS ON MARINE WATERFRONT STRUCTURES AT THE BALZANO AND BROADWAY MARINE TERMINALS**

The marine waterfront structures include berths, piers and bulkhead walls all to be inspected on a three year cycle with implementation of recommended repairs to follow. These structures are subject to damage and deterioration from ship impact, river and weather conditions, age and the water environment. In June of this year, Board approval was given to perform condition surveys of the waterfront marine structures at the Balzano and Broadway Terminals. To reduce overall project costs and save time, we intend to combine the condition survey inspection with the design work for implementing priority repairs. By attending to the repairs identified in the inspections on the waterfront marine structures, we ensure their safety and performance while extending their useful life.

Estimated costs for completing the condition surveys, issuing the reports, and preparing design repair drawings for the waterfront marine structures are estimated to be \$200,000.

*A motion was made to approve Resolution 2020-10-0094 approval to issue an RFP to the Marine Engineer List of prequalified firms to perform design services for the construction of priority marine repairs at Balzano Terminal Berths 2, 3, 4, 4 Extension, Broadway Terminal Piers 1, 1A, and 5.*

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

Voting for Motion: All  
Voting Against Motion: None

**RESOLUTION 2020-10-0095: APPROVAL TO AWARD A DESIGN FIRM FOR THE BALZANO TERMINAL DEMOLITION OF BUILDING AT 551 SOUTH SECOND STREET**

Pursuant to the Board's Authorization: RESOLUTION 2020-07-0060 - APPROVAL TO SOLICIT BIDS FOR THE ENVIRONMENTAL ABATEMENT AND STRUCTURAL DEMOLITION OF THE GOLDSTEIN BUILDING, an RFP was issued soliciting the design services to demolish the Goldstein Building located at 551 South Second Street, Camden NJ.

Bidder Name and Address	Amount
Urban Engineers 220 Lake Drive East, Suite 300 Cherry Hill, NJ 08002 (Electronic Submission)	Total Lump Sum: \$51,930.00
Langan 300 Kimball Drive Parsippany, NJ 07054	Estimated Fees: Hazmat Consulting: \$52,750.00 Demolition Consulting: \$45,050.00 *No lump sum given
T&M Associates 200 Century Parkway, Suite B Mount Laurel, NJ 08054	Total Lump Sum: \$39,650.00 Total w/ Added Task 6: \$53,150.00
Dewberry Engineers Inc. 1015 Briggs Rd., Suite 200 Mount Laurel, NJ 08054	Total Lump Sum: \$99,800.00
Remington & Vernick Engineers 232 Kings Highway East Haddonfield, NJ 08033	Total Lump Sum: \$50,350.00
Paulus, Sokolowski and Sartor, LLC 1909 Route 70 East Cherry Hill, NJ 08003	Total Lump Sum: \$42,500.00

An RFP was prepared and distributed to our prequalified civil consultant firm list. A site visit attended by six civil design firms was held on Tuesday, September 22, 2020. The following six proposals were received on October 13, 2020.



Proposals were reviewed by SJPC staff and it was determined that Paulus, Sokolowski and Sartor, LLC' proposal for the not to exceed amount of \$42,500.00 was the best value and met all requirements of the RFP.

Estimated costs to complete construction of this project are approximately \$800,000 and will be funded through the 2017A Capital Projects account.

*A motion was made to approve Resolution 2020-10-0095 approval to award the design services to complete the environmental abatement and demolition of the building at 551 South Second Street to Paulus, Sokolowski and Sartor, LLC of Cherry Hill, NJ for the not to exceed amount of \$42,500.*

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

Voting for Motion: All  
Voting Against Motion: None

**RESOLUTION 2020-10-0096: SOUTH JERSEY PORT CORPORATION'S PRIMARY PROPERTY (INCLUDING EQUIPMENT BREAKDOWN), EXCESS PROPERTY, STANDALONE TERRORISM, CRIME, NETWORK PRIVACY & SECURITY LIABILITY, ABOVE GROUND STORAGE TANK POLLUTION LEGAL LIABILITY AND PAULSBORO MARINE TERMINAL POLLUTION LEGAL LIABILITY POLICIES WILL RENEW ON 12/15/2020**

Primary Property (Including Equipment Breakdown), Excess Property & Standalone Terrorism: The Port's current insurance carrier for the Primary Property is Underwriters at Lloyds London (Lloyds) with a loss limit of \$25,000,000. For the Excess Property, RSUI Indemnity Company provides a limit of \$30,000,000, which is excess of the Underwriters at Lloyds London (Lloyds) \$25,000,000 limit. Additionally, Underwriters at Lloyds London (Lloyds) also writes a standalone policy covering Property losses resulting from an act of Terrorism with a \$55,000,000 loss limit. The total expiring bound premium on 12/15/2019 was \$850,882 inclusive of New Jersey surcharges, for the Primary and Excess Property policies as well as the standalone Terrorism policy. This was based on \$249,838,946 of total insured values. This figure does not include the annualized cost for adding the Paulsboro Marine Terminal "Down River" Wharf to the program, effective 09/28/2020. Adding the Paulsboro Marine Terminal "Down River" Wharf, at a negotiated reduced policy rate per \$100 of value, the Total Insured Values



increased from \$249,838,946 to \$324,574,946. On an annualized basis, this would have increased the expiring cost from \$850,882 to \$1,046,765.

At the time of this Action Plan, Conner Strong & Buckelew is still in negotiation for the entire Property Renewal. Given the current state of the challenging Property market, it is difficult to obtain renewal quotes more than 30 days in advance. As such, we are presenting what we believe to be “not to exceed” pricing based on our discussions with the markets to date. We will update South Jersey Port Corp with firm renewal quotations as soon as possible. For the Primary Property (including Equipment Breakdown), a “not to exceed” pricing renewal quote from Underwriters at Lloyds London (Lloyds) for the 12/15/2020-2021 policy term is \$1,090,479, based on \$326,899,082 of total insured values. These increased values include equipment changes made throughout the year, in addition to the Paulsboro Marine Terminal “Down River” Wharf. Note that there will not be any New Jersey surcharges at renewal as Underwriters at Lloyds London (Lloyds) is a non-admitted insurance company in the State of New Jersey (AM Best Rating A; XV). The Excess Property “not to exceed” pricing renewal quote from RSUI Indemnity Company for the 12/15/2020-2021 policy term is \$148,435, including New Jersey surcharges, based on \$326,899,082 of total insured values. At the time of this write up, we are also working to obtain an option for increased limits which will be described in our proposal. The standalone Terrorism “not to exceed” pricing renewal quote from Underwriters at Lloyds London (Lloyds) is \$16,338, the same price as expiring. Similar to the Property policy, there will not be any New Jersey surcharges at renewal as Underwriters at Lloyds London (Lloyds) is a non-admitted insurance company in the State of New Jersey (AM Best Rating A; XV).

The total renewal premium for all three of these policies is \$1,255,252 with coverages, terms and conditions as described in our proposal. This represents an overall increase of 19% (+\$200,458) over the adjusted expiring pricing. Increased pricing is due to the changing property marketplace made by the impact of multiple hurricanes, severe weather and fire events over the past several years. It is also due to 5 years of rate reductions (2012-2017) which has led insurance carriers to reexamine their books, appetites and underwriting. We pursued quotes from over 45 other markets/programs on your behalf, and the results of our marketing effort are included in our proposal. After consultation with SJPC’s staff, Conner Strong & Buckelew recommends that South Jersey Port Corporation place the primary \$25,000,000 limit policy with Underwriters at Lloyds London (Lloyds), the excess \$30,000,000 limit policy with RSUI Indemnity Company, and the standalone Terrorism policy with Underwriters at Lloyds London (Lloyds) for a total annual renewal cost of \$1,238,485. As discussed above, we will let South Jersey Port Corporation know the final results of our efforts as soon as possible. We also anticipate the Property carriers will put a disclosure on their quotations that pricing will be based on no new claims between now and the binding of renewal coverage.

Crime: The Port’s current insurance carrier is National Union Fire Insurance Company of Pittsburgh, PA (AIG) and their policy provides a \$500,000 limit with a \$10,000 deductible. The expiring premium is \$8,769, including New Jersey surcharges. Following our negotiations, as a result of our marketing effort, AIG’s renewal quote for the 12/15/2020-2021 policy term is \$6,307, including New Jersey surcharges. This represents

a 28% (-\$2,462) rate-reduction against expiring pricing. TRIA is not available under a Commercial Crime Policy. We also pursued quotes from other markets on your behalf, and the results of our marketing effort are included in our proposal. After consultation with SJPC's staff, Conner Strong & Buckelew recommends that South Jersey Port Corporation renew with National Union Fire Insurance Company of Pittsburgh, PA.

**Privacy & Security / Cyber Liability:** The Port's current insurance carrier is ACE American Insurance Company (Chubb) and their policy provides a \$1,000,000 Privacy Liability limit subject to a \$10,000 Each Claim Retention and a separate \$1,000,000 Data Breach limit (notification and credit monitoring expenses) if using a provider from ACE's Cyber Incident Response Team. The expiring premium is \$6,655, inclusive of TRIA and New Jersey surcharges. ACE American Insurance Company's renewal quote for the 12/15/2020-2021 policy term is \$8,206, including TRIA and New Jersey surcharges. As a result of our marketing effort, we were successful in securing an alternative option through Coalition Insurance Solutions at a premium charge of \$5,050 which includes taxes and fees. Coverage will be underwritten through a quota-share placement with North American Capacity Insurance Company providing 51% and Peleus Insurance Company providing 49% of the overall policy limit. Differences in coverage between the two carriers is detailed within our Proposal along with our full marketing effort. After consultation with SJPC's staff, Conner Strong & Buckelew recommends that South Jersey Port Corporation renew with the alternative option through Coalition Insurance Solutions for a 24% (-\$1,605) rate-reduction against last year's premium.

**Storage Tank Pollution Legal Liability:** The Port's current insurance carrier is ACE American Insurance Company (Chubb) and their policy provides a \$1,000,000 per Storage Tank Incident Limit / \$6,000,000 Total Policy Aggregate Limit subject to a \$5,000 deductible per Storage Tank incident (4 aboveground storage tanks). The expiring premium is \$2,526, including TRIA and New Jersey surcharges. ACE American Insurance Company's renewal quote for the 12/15/2020-2021 policy term is \$2,604, including TRIA and New Jersey surcharges. This represents a 3% (+\$78) increase against expiring pricing which is strictly due to aging tanks. After consultation with SJPC's staff, Conner Strong & Buckelew recommends that South Jersey Port Corporation renew with ACE American Insurance Company.

**Pollution Legal Liability – Paulsboro Marine Terminal:** The Port's current insurance carrier is Zurich American Insurance Company and their policy provides a \$10,000,000 Each Pollution Event limit and a \$10,000,000 Policy Aggregate Limit subject to a \$100,000 Each Pollution Event Deductible under a long-term policy basis. The expiring annualized premium is \$90,942 inclusive of TRIA and New Jersey surcharges. Generally, these policies are issued on a three (3) year term basis; however, the decision was made in 2017 to issue the policy on a three year and 3 month basis so that it would align with your December 15th Property Insurance Renewal. As such, the actual expiring premium paid is \$98,487. Zurich American's renewal quote for the 12/15/2020 – 12/15/2023 policy term is \$95,490, including TRIA and New Jersey surcharges. This represents a 5% (+\$4,548) increase against annualized expiring pricing which is in line with current market conditions.

After consultation with staff, Conner Strong & Buckelew recommends that South Jersey Port Corporation renew the Pollution Legal Liability Coverage through Zurich American Insurance Company. Please note that this coverage is specifically for the Paulsboro Marine Terminal and would not cover Pollution losses at any other Port properties. This policy is required as part of the Cooperation Agreement, specific to the Paulsboro Marine Terminal, between South Jersey Port Corporation, Borough of Paulsboro and Paulsboro Waterfront Development LLC.

*A motion was made to approve Resolution 2020-10-0096 approval of the recommendations from Conner Strong & Buckelew for the above insurance renewals*

**Moved by:** J. Maressa  
**Seconded by:** R. DeAngelo

**Voting for Motion:** All  
**Voting Against Motion:** None

**RESOLUTION 2020-10-0097: AUTHORIZING EXECUTIVE DIRECTOR/CEO TO EXECUTE NJDOT FY 2020 RAIL FREIGHT ASSISTANCE PROGRAM GRANT**

Staff is requesting the Board authorize the Executive Director/CEO to execute the NJDOT FY 2020 Rail Freight Assistance Program (RFAP) grant agreement.

South Jersey Port Corporation has been awarded a grant of \$6,010,650.00 from the New Jersey Department of Transportation's (NJDOT's) FY 2020 Rail Freight Assistance Program (RFAP) for the "Balzano Marine Terminal Rail Improvements" project. NJDOT believes the successful completion of this project will help achieve their goal of providing assistance to New Jersey's freight railroads for improvements to and the preservation of its rail transportation network.

The first phase has a budget of \$400,000 for the design work, as well as a budget of \$156,468 for repairs to the Shed 1 rail track and concrete loading platform and is required to be completed before the award of the construction phase, which has a budget of \$5,951,880.

*A motion was made to approve Resolution 2020-10-0097 approval to authorize the Executive Director/CEO to execute the NJDOT FY 2020 Rail Freight Assistance Program (RFAP) grant agreement.*

**Moved by:** C. Styles  
**Seconded by:** R. DeAngelo



Voting for Motion: All  
Voting Against Motion: None

**RESOLUTION 2020-10-0098: APPROVAL TO ADD JUNETEENTH TO THE SJPC HOLIDAY SCHEDULE**

June 19, commonly referred to as Juneteenth, marks the day when federal troops arrived in Galveston, Texas in 1865 to ensure that all enslaved people be freed. The troops' arrival was a full two and a half years after President Abraham Lincoln signed the Emancipation Proclamation. Juneteenth commemorates the end of slavery in the United States and is considered the longest-running African American holiday.

On September 10, 2020, Governor Murphy signed S19, which designated the third Friday in June as a State and public holiday, known as Juneteenth Day. As a public agency with a diverse workforce, it is important that we value our employees and the overall goal of diversity and inclusion in the workplace. The addition of this significant holiday helps demonstrates SJPC's overall and continuing commitment. 8

*A motion was made to approve Resolution 2020-10-0098 approval to add the third Friday in June to the annual SJPC Holiday Schedule to commemorate Juneteenth Day*

Moved by: C. Styles  
Seconded by: R. DeAngelo

Voting for Motion: All  
Voting Against Motion: 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 a second closed session.

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

<b>Moved by:</b>	<b>R. DeAngelo</b>
<b>Seconded by:</b>	<b>C. Styles</b>

<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>

At 1:12 p.m. the regular open session was adjourned.

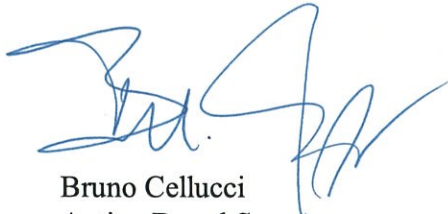
Following closed session, the Regular Session was reopened at 1:38 p.m.

*A motion was made to adjourn the Regular Open Meeting at 1:41 p.m.*

<b>Moved by:</b>	<b>R. Styles</b>
<b>Seconded by:</b>	<b>J. Maressa</b>

<b>Voting for motion:</b>	<b>All</b>
<b>Voting against motion:</b>	<b>None</b>

I certify that this is a true copy of the Minutes of the South Jersey Port Corporation's Regular Open Session of the Board of Director's Meeting held Tuesday, October 27, 2020.



Bruno Cellucci  
Acting Board Secretary

