

SOUTH JERSEY PORT CORPORATION



BOARD OF DIRECTORS MEETING APRIL 26, 2022

THE CHAIRMAN COMMENCES MEETING WITH PLEDGE OF ALLEGIANCE AND ROLL CALL:

- 1. APPROVAL OF MINUTES**
Regular Open Meeting March 28, 2022
Closed Session Meeting March 28, 2022
- 2. APPROVAL OF OPERATING BILLS**
RESOLUTION 2022-04-0041
- 3. APPROVAL OF ADVANCE PAYMENT BILL LIST**
RESOLUTION 2022-04-0042
- 4. APPROVAL OF CREDIT**
RESOLUTION 2022-04-0043
- 5. APPROVAL OF CHANGE ORDERS (TWO)**
RESOLUTION 2022-04-0044
RESOLUTION 2022-04-0045
- 6. APPROVAL OF CONSTRUCTION FUND REQUISITIONS**
RESOLUTION 2022-04-0046
- 7. RECEIPT OF TREASURER'S REPORT**
- 8. RECEIPT OF COUNSEL'S REPORT**
- 9. RECEIPT OF EXECUTIVE DIRECTOR'S REPORT**



10. ADDITIONAL AGENDA ITEMS REQUIRING BOARD ACTION:

ACTION ITEMS

- A. RESOLUTION 2022-04-0047: AUTHORIZATION TO RELEASE REQUEST FOR PROPOSALS FOR PROFESSIONAL SERVICES

- B. 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

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

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

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

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

- G. RESOLUTION 2022-04-0053: APPROVAL TO AWARD THE ELECTRIC CARGO HANDLING EQUIPMENT CHARGING INFRASTRUCTURE AT BALZANO AND BROADWAY TERMINALS, CAMDEN, NJ



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

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

SUPPLEMENTAL BOARD INFORMATION:

- J. MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP
COMMUNICATIONS REPORT**
- K. PORT SECURITY UPDATE**
- L. PAULSBORO MARINE TERMINAL PROJECT UPDATES**

PUBLIC SESSION FOR QUESTIONS / COMMENTS

12. CLOSED SESSION AND/OR ADJOURNMENT



ACTION ITEM:

A. 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.

RECOMMENDATION:

Staff recommends Board authorization to advertise the Request for Qualifications/Proposals for Professional Services.



ACTION ITEM:

B. 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

Jacobs Engineering Group, Inc

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Hamilton, NJ

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

RECOMMENDATION:

Staff is therefore recommending Board Approval 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.



ACTION ITEM:

C. 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.

RECOMMENDATION:

Staff is therefore recommending Board Approval to publicly advertise an invitation for bids for the construction of rail track improvements at the Balzano Terminal.



ACTION ITEM:

D. 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.

RECOMMENDATION:

Staff is recommending Board approval 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.



ACTION ITEM:

E. 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.

RECOMMENDATION:

Staff is therefore recommending Board Approval to advertise an invitation for bids for the construction of a perimeter barrier wall at the Balzano Terminal.



ACTION ITEM:

F. 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.

RECOMMENDATION:

Staff is recommending Board Approval to prepare and release the Construction RFP for the Broadway Terminal Pier 1 sink hole repairs.



ACTION ITEM:

G. 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:

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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

RECOMMENDATION:

Staff is recommending Board Approval 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.



ACTION ITEM:

H. 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.

RECOMMENDATION:

Staff recommends Board approval to pay Seaman's Church Institute \$8,000.



ACTION ITEM:

I. 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)

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<p>ESVEE Technologies Inc Envision Enterprise America 14101 Sullyfield Circle, Suite 400D Chantilly, VA 20151</p>	<p>Saas Offering: \$2,869,400.00 (5-year total) On Prem Offering: \$2,275,400.00 (5-year total)</p> <p>(E-Copy Rec'd)</p>
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RECOMMENDATION:

Staff recommends Board approval 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.



INFORMATION ITEM:

**J. MARKETING COMMITTEE REPORT &
PHOENIX/ARTLIP COMMUNICATIONS REPORT**

PHOENIX STRATEGIES/ARTLIP COMMUNICATIONS REPORT ATTACHED.



INFORMATION ITEM:

K. SECURITY UPDATE:



INFORMATION ITEM:

L. PAULSBORO MARINE TERMINAL PROJECT UPDATES

The Paulsboro Marine Terminal Project updates are provided by the Gloucester County Improvement Authority.



MATTERS INVOLVING LITIGATION, PERSONNEL MATTERS & SPECIAL MATTERS

The subject matter is covered by one or more of the following legal exemptions:

- Matters made confidential by state, federal law or rule by court.
 - Disclosure would result in an unwarranted invasion of individual privacy, unless the person affected consents in writing.
 - Disclosure would impair the body's right to receive federal or state funds.
 - Collective bargaining.
 - Lease or acquisition of property, setting of banking rates, investment of public funds if disclosure would harm the public interest.
 - Investigations into violations of law.
 - Strategies to protect public security.
 - Pending, ongoing or anticipated litigation or contract negotiation, including attorney-client privilege. The threat of litigation must be more than theoretical for this exemption to apply.
 - Personnel matters affecting employees of the public bodies, unless all parties request or consent to a public hearing. Prior to discussion of personnel, affected employees must be given notice, known as a Rice notice, which gives the employee the right to request a public hearing.
 - Proceedings that could result in a suspension, civil penalty, or loss of a license or permit.
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1. COUNSEL'S REPORT