



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
FEBRUARY 25, 2025
12:30 p.m.

Directors Present:	Richard Alaimo	Chairman 🗣️
	William Higgins	Director 🗣️
	Robert DeAngelo	Director
	James MacFarlane	Director
	Joseph Maressa	Director 🗣️
	Carl Styles	Director 🗣️
	Eric Martins	Director 📞
	Chad Bruner	Director 🗣️
	Robert Tighue	Director
	Jonathan Gershen	Director
	Sheila Roberts	Director

Directors Absent: N/A

In Attendance:	Alexis Franklin	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Louis Lessig, Esq	Brown & Connery
	August Kneustaut	Dir. of L&R Affairs
	Brendan Dugan	CCO
	Kevin Duffy	COO
	Victoria D'Amico	Board Secretary
	Lisa McLaughlin	CFO / Treasurer
	Neil Grossman	Financial Advisor
	Chris Perks	Director of Engineering
	Richard Altomare	General Mgr. Security
	Dennis Culnan, Jr.	Phoenix Strategies
	George Englehardt	Facilities Engineer 📞
	Dan Bontempo	Stantec
	Amirah Kane	Public
	Rev. Giselle Coutinho	Public
	Rev. Andrew Jones	Public
	Frank Sontos	Public
	Asiyah Kurtz	Public
	Kristin Sphrum	Public
	Mike Morgan	Public
	Carlos Morales	Public
	Anthony Morales	Public
	Al Stewart	Public

Melissa Miles	Public
Vida Niel	Public
Sarah Baldwin	Public
Orina Holmes-Proce	Public
Ajeenah Riggs	Public
Aliyia Jones	Public
Jonathan Compton	Public
S. Sharp	Public 📞

*Individuals listed in attendance may or may not have been in attendance during the entire Session but will be so noted in the text of the minutes.

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 December 3, 2024, 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 2025, 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 2025. 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 – JANUARY 28, 2025

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on January 28, 2025, were presented for approval.

A motion was made to approve the January 28, 2025, Board of Directors Regular Open Session Meeting Minutes as presented.

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

PRESENTATION OF CLOSED MEETING MINUTES – JANUARY 28, 2025

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on January 28, 2025, were presented for approval.

A motion was made to approve the January 28, 2025, Board of Directors Regular Closed Session Meeting Minutes as presented.

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

Abstain: None
Voting against motion: None

OPERATING BILLS

The Operating Unpaid Bill list for the period 1/1/2025–1/31/2025 was presented for approval.

A motion was made to adopt Resolution 2025-02-0021 for the approval of the Operating Unpaid Bill list for the period 1/1/2025-1/31/2025.

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

Voting for Motion: All
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 1/1/2025–1/31/2025 was presented for approval.

A motion was made to adopt Resolution 2025-02-0022 for the approval of the Advance Payment Bills for the period 1/1/2025-1/31/2025.

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

Abstain: J. MacFarlane (DRS & Fazzio)
Voting against motion: None

CREDIT LIST

The Credit List for the period ending January 31, 2025, was presented for approval.

A motion was made to adopt Resolution 2025-02-0023 for the approval of the Credit List for the period ending January 31, 2024.

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

Voting for Motion: All
Voting against motion: None

CHANGE ORDERS- (ONE)

RESOLUTION 2025-02-0024: APPROVAL OF CHANGE ORDER NO. 2 TO PAVING PLUS, LLC - INSTALLATION OF IN-LINE CHECK VALVE IN SOUTH 2ND STREET COMBINED STORM / SEWER INLET STRUCTURE

The contract for the Paving of the 551 S 2nd Street Lot on the Balzano Terminal was awarded to Paving Plus, LLC, of Glassboro, NJ, in September 2024 by Board Resolution Number 2024-09-0122 in the amount of \$ 470,470.

The scope of the work included the installation of drainage and the paving of the 551 South 2nd Street site.

The SJPC Board had previously approved one Change Order by Resolution Number 2025-01-0007.

This new additional work includes installation of an in-line check valve from the lot adjacent to South 2nd Street to a combined storm / sewer inlet structure in the city street.

Connecting to the city structure requires issuance of a City of Camden permit. The City has requested the check valve be installed to prevent the potential of a sewer backup into the SJPC water quality system.

The Original Contract Amount	\$470,470.00
Change Order No 1	\$7,900.00
Change Order No 2	\$9,583.36
Adjusted Contract Amount	\$487,953.36

A motion was made to approve Resolution 2025-0-0024 to approve Change Order Number 2 for Paving Plus, LLC, of Glassboro, NJ, in the amount of \$9,583.36, bringing the adjusted contract amount to \$ \$487,953.36.

Moved by: J. Maressa
Seconded by: C. Styles

Voting for Motion: All
Voting Against Motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented (11) advance construction fund requests in the amount of \$418,892.47 and (1) unpaid construction fund requisitions in the amount of \$786.50

A motion was made to adopt Resolution 2025-02-0025 to approve the Construction Fund List for the period ending January 31, 2024.

Moved by: J. Maressa
Seconded by: C. Styles

Voting for Motion: All
Voting against motion: None

TREASURERS REPORT

For the month of January 31, 2025, SJPC had net income in the amount of \$363,355 which is over budget by \$355,067 for the month. In January 2025 the Port had greater ships days and cargo tonnage, which generated more revenue as compared to 2024. Crane rental revenue was up for the month as we loaded more scrap in January 2025 vs. January 2024. Increased tonnage and ship activity led to more overtime for operations. Overall expenses stayed in line with budget. Cost of Goods Sold was 78% of total revenue. Gross profit was 22% of total revenue. G&A was 10% of total revenue and Net Income was 12% of total revenue.

COUNSEL'S REPORT

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

EXECUTIVE DIRECTORS REPORT

The Executive Director & CEO for the South Jersey Port Corporation reports cargo tonnage for January 2025 was 339,289 s/tons: a 36.4% increase compared to 248,832 s/tons in January 2024. All terminals combined handled a total of 168,911 s/tons of breakbulk cargo during January 2025; showing a 48.9% increase compared to January 2024. January 2025 bulk cargo activity for all terminals was 170,378 s/tons: a 25.9% increase from January 2024.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for January 2025 totaled 224,002 s/tons, a 28.3% increase when compared to 174,647 s/tons in January 2024. Balzano Terminal tonnage for January 2025 was 151,309 s/tons; a 55.8% increase compared to 97,119 s/tons in January 2024. Broadway Terminal tonnage for January 2025 at 72,693 s/tons showed a 6.2% decrease compared to 77,528 s/tons in January 2024.

Camden steel imports in January 2025 were 48,563 s/tons showing a 10.1% increase from January 2024. There were 9,341 s/tons of wood products in January 2025 compared to no cargo activity in January 2024. There was no cocoa bean activity in January 2025 compared to 8,529 s/tons in January 2024.

Recycled metals exports were 44,092 s/tons in January 2025 compared to 53,001 s/tons in January 2024. January 2025 exports of Grancem totaled 5,582 s/tons compared to 16,419 s/tons in January 2024. January 2025 cement imports at 54,000 s/tons are just above the 52,580 s/tons in January 2024. There were 58,654 s/tons of Gypsum in January 2025 compared to no cargo activity in January 2024. Balzano Terminal had 1 lay berth vessel day for January 2025 and Broadway Pier 5 handled 3,770 s/tons of fruit cargo.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal handled 107,237 s/tons of steel cargo in January 2025 showing a 76.4% increase compared to January 2024. There were 7 lay berth vessel days for January 2025.

SALEM TERMINAL ACTIVITY

Export sand at 8,050 s/tons for January 2025 showed a 39.8% decrease compared to 13,379 s/tons in January 2024.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 11 ships in January 2025, compared with 21 in January 2024. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for January 2025 was 60, compared to 54 days in January 2024.

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

The Executive Director advised the Board that there was a bad fire at EMR on Friday, February 21, 2025, which impacted the local community. The fire did not occur on port property but there were several residents in attendance who wanted to speak in public session.

STEEL AND PLYWOOD VOLUMES PUSHING BUILDING CAPACITY

February has been a challenging month for the receipt and delivery of both steel and plywood as cargo being delivered by ship is outpacing deliveries by truck and rail. Our terminals are scheduled to receive three additional steel ships with over 84,135 metric tons of steel and two plywood ships due with 20,269 crates of plywood and forest products over the next 3 weeks. We have advised our customers that we need the cargo to move out quicker to discharge the cargo coming in. To meet this demand on an ongoing basis, we would need another 120,000 square feet of covered space.

EEW Paulsboro

We have been advised that EEW has extended its sublease with Paulsboro Redevelopment for three additional years. EEW is currently analyzing possible next steps given the current state of the Offshore Wind Industry.

SOUTH FRONT STREET TRAIN DERAILMENT

Conrail was pulling 17 Rail cars from Balzano when two of them derailed at the EMR Gate on Friday February 14th. Conrail attempted to but was unable to rerail the two cars. We hired a crane to rerail the cars and utilized Railroad Construction to repair the damaged pavement along the rail tracks. All repairs were completed on Tuesday February 18th and Conrail resumed the delivery of rail cars. We submitted a grant request to NJ DOT last year which included the replacement of this section of track and are awaiting a response from DOT.

NEW EQUIPMENT DELIVERIES

Over the past month we took delivery of a new reach stacker which was funded by a Marine Highway grant from MARAD and two new 60-foot-high reaches which the Board approved in January. The delivery of this equipment will increase our ability to operate more efficiently at our terminals.

Other Events Attended by Staff:

- Tampa Steel Conference Feb. 2-4

Customer Visits:

- Tata Steel
- Allied Salt / Prieto

ACTION ITEMS:**RESOLUTION 2025-02-0026: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY TERMINAL****REQUEST**

Staff is requesting Board approval to award a construction contract for repairs to the Pier 1 Seawall at the Broadway Marine Terminal.

BACKGROUND

During the construction of sinkhole repair work in Pier 1, it was noted that a section of the inshore concrete seawall had rotated caused by the advanced deterioration of supporting timber and steel piles. The area of concern was cordoned off for safety. In October of 2023, a contract for design services was awarded to GEI consultants per Board Resolution Number 2023-10-0093. A comprehensive inspection was performed, and the design prepared for the construction of the Pier 1 Seawall repair work. The NJDEP and Army Corp of Engineers permits have been received.

Pursuant to the Board Authorization: RESOLUTION 2024-06-0074 APPROVAL TO ISSUE AN INVITATION FOR BIDS - CONSTRUCTION REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY MARINE TERMINAL, an Invitation for Bidders (IFB) was advertised to solicit public bids.

The IFB was posted on the SJPC website, advertised in three papers, and 23 firms were notified directly of the opportunity. A Prebid meeting was held on Thursday, December 5, 2024, with six contractors in attendance. A total of two addenda were issued, and four

bids were received on Thursday, January 9, 2025, as follows:

Company	Amount
PKF Mark III, Inc Newton, PA	\$596,140
Scofield Marine Contractors / Engineers Egg Harbor Township, NJ	\$756,950
JPC Group, Inc Blackwood, NJ	\$949,000
AP Construction, Inc. Blackwood, NJ	\$1,187,000

A low bid meeting was held with the contractor on Monday, January 13, 2025, at which time the contractor demonstrated a clear understanding of the work to be performed. Legal review confirmed that the bid met all the requirements of the IFB.

A motion was made to lay on the table Resolution 2025-02-0026, pending the discussion of a legal question concerning contract award in Closed Session.

Moved by: J. Maressa

Seconded by: C. Styles

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2025-02-0027: APPROVAL TO AWARD A CONTRACT FOR PROFESSIONAL SERVICES TO DESIGN THE D BUILDING CONCRETE FLOOR SLAB AT THE BALZANO MARINE TERMINAL

REQUEST

Requesting Board Approval to award a professional design services contract for the D Building concrete floor slab at the Balzano Marine Terminal.

BACKGROUND

The existing Building D warehouse was constructed circa 2000 at the Balzano Marine Terminal. The 90,000 square foot building has a bituminous asphalt floor and is used to store steel coils. The SJPC is pursuing opportunities with new customers whose high value cargos would require a food grade, non-asphalt surface. In addition, some localized sections of the existing floor have settled over the years and replacement with a new concrete floor slab will address those issues.

SJPC staff prepared and issued a Request for Proposals which was issued to our list of pre-qualified civil engineering design firms to perform the necessary field investigation and design services required to design a new concrete floor slab.

A non-mandatory site visit was held on October 17, 2024, with six (6) firms in attendance. The following six (6) proposals were received on November 7, 2024:

Firm	Proposed Fee
PS&S Wall, NJ 07753	\$45,500
On Board Engineering Wall Township, NJ 07719	\$53,700
RVE Cherry Hill, NJ 08003	\$96,417
FPA East Windsor, NJ 08520	\$169,585
VBH Manasquan, NJ 08736	\$283,585
SI Engineering Princeton, NJ 08540	\$334,567

Proposals were reviewed by SJPC staff against the RFP selection criteria. A meeting was held with the lowest fee proposer to confirm their understanding and our expectations for delivery of the project design services, and it was determined that Paulus Sokolowski and Sartor, LLC (PS&S) of Wall Township, New Jersey, was the best value and met the requirements of the RFP. Legal review confirmed that the proposal is in its proper form.

A motion was made to lay on the table Resolution 2025-02-0027, pending the discussion of a legal question concerning contract award in Closed Session.

Moved by:

R. Tighue

Seconded by:

S. Roberts

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-02-0028: APPROVAL TO ISSUE AN INVITATION FOR BIDS - RAIL TRACK INSPECTION SERVICES, PREVENTATIVE MAINTENANCE, AND EMERGENCY REPAIRS AT THE CAMDEN MARINE TERMINALS

REQUEST

Board approval is hereby requested to issue an IFB for public bids to perform inspection, preventative maintenance, and emergency repair services for rail tracks and appurtenances at the Camden Martine Terminals for a one (1) year period with up to two (2) one-year extensions.

BACKGROUND

Conrail inspects and maintains the rail network to the Camden ports. Sections of rail track located immediately adjacent to and outside the port are defined in a sidetrack agreement with the SJPC. Routinely SJPC staff perform visual inspection of on port rail track at the two Camden Marine Terminals.

In October 2022, SJPC received a letter from Conrail indicating that they have no obligation to inspect or maintain portions of the sidetrack beyond the limits of Conrail's maintenance responsibility. Conrail further stated that SJPC is required to inspect and maintain rail track beyond Conrail's limits of responsibility to Federal Railroad Administration Class 1 Track Standards as covered by the Conrail / SJPC sidetrack agreement. Conrail also provided the names of qualified contractors in the region capable of performing these services.

A motion was made to approve Resolution 2025-02-0028 to publicly advertise a construction contract for the rail track inspection, preventative maintenance, and emergency repairs at the Camden Marine Terminals for a one (1) year period with options to renew for up to two (2) one-year extensions.

Moved by:

S. Roberts

Seconded by:

J. MacFarlane

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-02-0029: APPROVAL TO ISSUE AN INVITATION FOR BIDS – A&B BUILDINGS ROOF SCUPPER REPAIRS AT THE BALZANO MARINE TERMINAL

REQUEST

Staff is requesting Board permission to advertise a competitive request for bids for the repair of the A&B Building Scuppers at the Balzano Marine Terminal.

BACKGROUND

The roofs on the original group of buildings at the Balzano Marine Terminal (Sheds 1 and 2, and Buildings A, B, and C, circa 1936), are old and leak onto the cargo.

Recently the roofs on Sheds 1 and 2 were replaced. Next in the program are the A and B Buildings. Although the roofs do not yet need total replacement, the scuppers and downspouts are deteriorated to the point where water is infiltrating down the interior walls into the cargo storage areas. This repair will secure the buildings until the roofs are eventually replaced.

The proposed scope of work includes complete scupper replacement on both roofs and new metal flashing along the perimeter of each roof. All sixteen scuppers on each building will be removed. The contractor will provide and install metal scuppers and connect them to new downspout piping. All penetrations will be flashed with cold applied SBS granulated roofing, and an aluminum drip edge will be added to the perimeter of the repaired area. This project also includes the replacement of the downspouts.

A motion was made to approve Resolution 2025-02-0029 to publicly advertise a construction contract for repair of the A&B Building Scuppers at the Balzano Marine Terminal.

Moved by:	C. Styles
Seconded by:	W. Higgins
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-02-0030: APPROVAL TO ADVERTISE A REQUEST FOR BIDS FOR THE CONSTRUCTION OF REPAIRS TO THE CRANE RAIL CONCRETE SUPPORT BEAMS, DRAINAGE, AND OUTER DECK OF BERTH 4 AT THE BALZANO MARINE TERMINAL

REQUEST

Staff is requesting Board approval to issue a publicly advertised request for bids to perform repairs to the top of the concrete crane rail support beams, the drainage structures, replace rail track, and the Berth 4 pavement surface at the Balzano Marine Terminal, Camden, NJ.

BACKGROUND

The existing crane rails mounted on the berths are supported on a concrete grade beam foundation, the top surface being exposed to severe wear and tear associated with port equipment traveling across the crane rails during ship loading and unloading operations.

Repairs to the Kocks rail mounted gantry crane in 2023 kept it out of service for an extended period of time, thereby increasing cargo equipment movements along Berth 4 during scrap ship loading operations, and accelerating damage to the top of the concrete crane rail beam as well as damaging the berth's surface pavement. This project will repair the damaged concrete and steel reinforcement on the crane support beams, repair drainage inlet structures, and replace the train rail and the pavement surface of the berth in this area.

The drawings and specifications were prepared by On-Board Engineering in accordance with Resolution 2024-04-0061.

A motion was made to approve Resolution 2025-02-0030 to publicly advertise for competitive bids to perform repairs to the concrete crane rail support beams, the drainage structures, replace rail track and the Berth 4 bituminous asphalt pavement surface at the Balzano Marine Terminal.

Moved by: R. DeAngelo
Seconded by: S. Roberts

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0031: APPROVAL OF ADDENDUM NO. 2 TO TATA STEEL IJMUIDEN BV AND TATA STEEL UK LTD. ("TATA") FRAMEWORK AGREEMENT

REQUEST

Staff is requesting Board approval to execute Addendum No. 2 to the terminal services "Framework Agreement" with Tata Steel Ijmuiden BV and Tata Steel UK, Ltd. in order to continue the commercial and operational relationship between SJPC and Tata related to the importation, handling, storage, and distribution of Tata steel products via SJPC's Camden port facilities.

BACKGROUND

Tata has been a customer of SJPC for over 20 years and utilizes Balzano Terminal for the importation and distribution of steel coils in order to supply its manufacturing customers in the US, including an active rail and truck logistics supply chain between Camden and Midwest points. Tata is one of the largest global steel producers and currently one of the largest import customers in Camden. Tata Steel imports to Camden originate in both the Netherlands and the UK, with most of the imports being sourced from the Netherlands. The 2021 Framework Agreement with Tata was extended per Addendum 1 with Board approval in February 2022, and expires March 31, 2025

REQUESTED ADDENDUM NO. 2 KEY TERMS

- Extends term of the Agreement for three years, commencing April 1, 2025, and expiring March 31, 2028
- Year 1 of the Addendum provides for an 8% rate increase in most operational activities, with the exception of an 11% increase in truck loading charges, and specified charges for overtime rail loading

- Phase in of Terminal Handling Fee tariff item over term of the agreement extension
- Rate escalations for terminal services provided by SJPC in Years 2 and 3 of the Addendum to be calculated according to CPI-U, with minimum escalation parameters of 2% and maximum of 5.5%
- Rate escalations for stevedoring services provided by DRS in Years 2 and 3 of the Addendum to be in accordance with ILA labor contract escalations
- The Addendum expresses mutual strategic commitments related to coordinating terminal capacity based on timely volume projections by Tata, and coordination of overtime rail loading operations

A motion was made to approve Resolution 2025-02-0031 to execute Addendum No. 2 to the terminal services “Framework Agreement” with Tata Steel Ijmuiden BV and Tata Steel UK, Ltd., effective April 1, 2025.

Moved by: S. Roberts
Seconded by: R. DeAngelo

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0032: APPROVAL TO PURCHASE THREE (3) 2025 FORD ESCAPE PLUG-IN HYBRID SUVS

REQUEST

Staff requests Board approval to purchase three (3) 2025 Ford Escape plug-in hybrid sport utility vehicles.

BACKGROUND

Governor Murphy signed S2252 on January 17, 2020, a law that requires, among other things, at least 25 percent of all State-owned non-emergency light-duty vehicles shall be plug-in electric vehicles by December 31, 2025. The Port is required to purchase nine total plug-in electric vehicles to meet its obligation under these regulations.

Gentilini Motors submitted a proposal utilizing NJ State Contract T-2007-20-1393. The price per vehicle is \$41,524.47 for a total cost of \$124,573.41.

Each vehicle requires a charger, which costs \$10,332.50 per unit, for a total cost of \$30,997.50.

There are State and federal tax credits and rebates available that the Port intends to take advantage of to help defray the cost of these purchases. The NJ Board of Public Utilities Clean Fleet EV Program offers up to \$4,000 for each vehicle, as well as up to \$4,000 towards the cost of the charger. In addition, the federal Inflation Reduction Act Direct Pay tax credit program provides up to

\$7,5000 per vehicle and 30% of the cost of the charger, or \$3,099.75. As a result, if approved for these credits and rebates, the final price could be considerably lower.

Vehicle	Base Price	IRA Tax Credit	BPU Clean Fleet Rebate	Final Cost Per Unit	Total Units	Final Cost
Ford Escape	\$41,524.47	\$7,500.00	\$4,000.00	\$30,024.47	3.00	\$90,073.41
Charging Station	\$10,332.50	\$3,099.75	\$4,000.00	\$3,232.75	3.00	\$9,698.25
						\$99,771.66

The vehicles will be used by Operations and Maintenance department supervisors.

A motion was made to approve Resolution 2025-02-0032 to purchase three (3) Ford Escape plug-in hybrid sports utility vehicles and requisite chargers for the total cost of \$155,570.91.

Moved by: R. DeAngelo
Seconded by: W. Higgins

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0033: APPROVAL TO PURCHASE TWO (2) 2025 FORD LIGHTNING EV PICK-UP TRUCKS

REQUEST

Staff requests Board approval to purchase two (2) 2025 Ford Lightning all-electric pick-up trucks.

BACKGROUND

Governor Murphy signed S2252 on January 17, 2020, a law that requires, among other things, at least 25 percent of all State-owned non-emergency light-duty vehicles shall be plug-in electric vehicles by December 31, 2025. The Port is required to purchase nine total plug-in electric vehicles to meet its obligation under these regulations.

Gentilini Motors submitted a proposal utilizing NJ State Contract T-2007-20-1393. The price per vehicle is \$50,203 for a total cost of \$100,406.

Each vehicle requires a charger, which costs \$10,332.50 per unit, for a total cost of \$20,665.

There are State and federal tax credits and rebates available that the Port intends to take advantage of to help defray the cost of these purchases. The NJ Board of Public Utilities Clean Fleet EV Program offers up to \$4,000 for each vehicle, as well as up to \$4,000 towards the cost of the charger. In addition, the federal Inflation Reduction Act Direct Pay tax credit program provides up to \$7,5000 per vehicle and 30% of the cost of the charger, or \$3,099.75. As a result, if approved for these credits and rebates, the final price could be considerably lower.

Vehicle	Base Price	IRA Tax Credit	BPU Clean Fleet Rebate	Final Cost Per Unit	Total Units	Final Cost
Ford Lightning	\$50,203.00	\$7,500.00	\$4,000.00	\$38,703.00	2.00	\$77,406.00
Charging Station	\$10,332.50	\$3,099.75	\$4,000.00	\$3,232.75	2.00	\$6,465.50
						\$83,871.50

The vehicles will be used by Operations and Maintenance department supervisors.

A motion was made to approve Resolution 2025-02-0033 to purchase two (2) Ford Lightning all-electric pick-up trucks and requisite chargers for the total cost of \$121,071.

Moved by: W. Higgins

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

RESOLUTION 2025-02-0034: APPROVAL TO PURCHASE THREE (3) 2025 FORD E-TRANSIT CARGO VANS

REQUEST

Staff requests Board approval to purchase three EV (3) 2025 Ford E-Transit Cargo vans.

BACKGROUND

Governor Murphy signed S2252 on January 17, 2020, a law that requires, among other things, at least 25 percent of all State-owned non-emergency light-duty vehicles shall be plug-in electric vehicles by December 31, 2025. The Port is required to purchase nine total plug-in electric vehicles to meet its obligation under these regulations.

National Auto Fleet Group submitted a proposal utilizing NJ Sourcewell Contract 091521-NAF. The price per vehicle is \$58,389.37 for a total cost of \$175,168.11.

Each vehicle requires a charger, which costs \$10,332.50 per unit, for a total cost of \$30,997.50.

There are State and federal tax credits and rebates available that the Port intends to take advantage of to help defray the cost of these purchases. The NJ Board of Public Utilities Clean Fleet EV Program offers up to \$4,000 for each vehicle, as well as up to \$4,000 towards the cost of the charger. The New Jersey Economic Development Agency NJ ZIP program offers up to \$20,000 for the purchase of medium and heavy-duty vehicles. In addition, the federal Inflation Reduction Act Direct Pay tax credit program provides up to \$7,5000 per vehicle and 30% of the cost of the charger, or \$3,099.75. As a result, if approved for these credits and rebates, the final price could be considerably lower.

Vehicle	Base Price	IRA Tax Credit	BPU Clean Fleet Rebate	Final Cost Per Unit	Total Units	Final Cost
E-Transit Cargo Van	\$56,983.45	\$7,500.00	\$10,000.00	\$39,483.45	3.00	\$118,450.35
Charging Station	\$10,332.50	\$3,099.75	\$4,000.00	\$3,232.75	1.00	\$3,232.75
						\$121,683.10

The vehicles will be used by the Maintenance and Crane departments.

A motion was made to approve Resolution 2025-02-0034 to purchase three EV (3) Ford E-Transit Cargo vans and requisite chargers for the total cost of \$206,165.61.

Moved by: S. Roberts
Seconded by: R. DeAngelo

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0035: APPROVAL TO PURCHASE ONE (1) 2025 CHRYSLER PACIFICA PLUG-IN HYBRID MINIVAN

REQUEST

Staff requests Board approval to purchase one (1) 2025 Chrysler Pacifica plug-in hybrid minivan.

BACKGROUND

Governor Murphy signed S2252 on January 17, 2020, a law that requires, among other things, at least 25 percent of all State-owned non-emergency light-duty vehicles shall be plug-in electric vehicles by December 31, 2025. The Port is required to purchase nine total plug-in electric vehicles to meet its obligation under these regulations.

National Auto Fleet Group submitted a proposal utilizing NJ State Contract # 24-FLEET-85678. The price is \$55,830.50.

The vehicle requires a charger, for an additional cost of 10,332.50.

There are State and federal tax credits and rebates available that the Port intends to take advantage of to help defray the cost of these purchases. The NJ Board of Public Utilities Clean Fleet EV Program offers up to \$4,000 for each vehicle, as well as up to \$4,000 towards the cost of the charger. In addition, the federal Inflation Reduction Act Direct Pay tax credit program provides up to \$7,5000 per vehicle and 30% of the cost of the charger, or \$3,099.75. As a result, if approved for these credits and rebates, the final price could be considerably lower.

Vehicle	Base Price	IRA Tax Credit	BPU Clean Fleet Rebate	Final Cost Per Unit	Total Units	Final Cost
Chrysler Pacifica Plug-In	\$49,716.00	\$7,457.00	\$4,000.00	\$38,259.00	1.00	\$38,259.00
Charging Station	\$10,332.50	\$3,099.75	\$4,000.00	\$3,232.75	1.00	\$3,232.75
						\$41,491.75

The vehicle will be used by the Maintenance and Crane departments.

A motion was made to approve Resolution 2025-02-0035 to purchase one (1) Chrysler Pacific plug-in hybrid minivan and requisite charger for the cost of \$66,163.

Moved by:

R. Tighue

Seconded by:

J. MacFarlane

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-02-0036: APPROVAL TO ADVERTISE FOR FACILITY SECURITY AUDITOR

REQUEST

Staff is requesting Board approval to advertise, via a Request for Proposals, for a services contract to perform an independent security audit of port security at the South Jersey Port Corporation's ("SJPC") Balzano and Broadway Marine Terminals.

BACKGROUND

The challenge for most Marine Terminals is to remain in compliance with annual security requirements. The complex requirements mandated by 33 CFR 105.205 Facility Security Officer; and CFR 105.415 Amendment and Audit, establishes a baseline security profile for SJPC's facilities. Failure to comply with these requirements may severely impact SJPC's ability to continue regular operations. Penalties for failure to comply with the requirements range from warnings to monetary penalties to as much as \$35,486 per violation. Accordingly, in order to remain in compliance with all applicable security requirements governing Marine Terminals, it is necessary for SJPC to engage, via a publicly advertised Request for Proposals, a firm/entity that is experienced in, and provides, port security services including security audits.

A motion was made to approve Resolution 2025-02-0036 to approve the advertisement, via a Request for Proposals for a services contract with a firm/entity that provides Marine Facility security services, including security audits, for the Balzano and Broadway Marine Terminals.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0037: APPROVAL TO ADVERTISE FOR CONFLICT COUNSEL TO REPRESENT AND PROVIDE PROFESSIONAL LEGAL SERVICES TO AND FOR THE SOUTH JERSEY PORT CORPORATION

REQUEST

Staff requests Board approval to publicly advertise, via a Request for Proposals (“RFP”), for Conflict Counsel to represent, and provide professional legal services to and for, the South Jersey Port Corporation (“SJPC”), in connection with all matters in which SJPC’s General, Labor, Maritime or other Counsel has a conflict, and thereby is unable to represent the SJPC.

BACKGROUND

The decision to engage Conflict Counsel to represent and provide professional legal services to and for the SJPC lies solely with the Board. The SJPC is in need of Conflict Counsel to handle all matters that arise in which the SJPC’s current General, Labor and Maritime Counsel has a conflict which precludes their representation of the SJPC. The SJPC currently has counsel engaged to represent it in matters in which General, Labor and Maritime Counsel has a conflict; but the law firm currently engaged by the SJPC as its Conflict Counsel is a holdover. When SJPC last advertised via RFP for the professional legal services of a Conflict Counsel, no contract was awarded for such services. Thus, recommendation is made that SJPC advertise via RFP for proposals for law firms experienced in, and able to provide, legal services to and for the SJPC when SJPC’s current General, Labor or Maritime Counsel has a conflict.

A motion was made to approve Resolution 2025-02-0037 to approve to publicly advertise, via RFP, for Conflict Counsel to represent, and provide professional legal services to and for, the SJPC, in connection with all matters in which SJPC’s General, Labor or Maritime, or other Counsel has a conflict, and thereby is unable to represent the SJPC.

Moved by: R. Tighue
Seconded by: J. Maressa

Voting for Motion: All
Voting Against Motion: None

INFORMATION ITEMS:**2025 – NJ EMISSION REDUCTION REGULATIONS****Cargo Handling Equipment at Ports and Rail Yards**

On February 6, 2023, New Jersey adopted the Mobile Cargo Handling Equipment at Ports and Intermodal Rail Yards rule. This rule requires that beginning on March 1, 2025, all “new cargo handling equipment,” defined as any mobile off-road, self-propelled vehicle, or equipment with a diesel-fueled CI engine used at a port or intermodal rail yard to lift or move container, bulk, or liquid cargo carried by ship, train, or another vehicle, or used to perform maintenance and repair activities that are routinely scheduled or that are due to predictable process upsets, brought into a regulated facility must have either a Tier 4 Final off-road engine, or an on-road engine meeting the 2010 or newer on-road emission standards. Zero-emission equipment complies with these regulations.

Beginning March 1, 2025, all Tier 0 equipment must be replaced, and it continues on an aggressive schedule each year from there. Refer to the compliance schedule below.

Cargo handling equipment with an on-road engine	Cargo handling equipment with an off-road engine	Compliance deadline
Pre-1998 model year	Tier 0	March 1, 2025
1998-2003 model year	Tier 1	March 1, 2026
2004-2006 model year	Tier 2	March 1, 2027
2007-2009 model year	Tier 3 and Tier 4 interim	March 1, 2028

Compliance with these regulations comes with a considerable financial cost. Staff is currently working with NJ Department of Environmental Protection (NJDEP) staff on a grant package to fund the purchase of equipment to replace all the Tier 0 and some Tier 1 equipment this year. NJDEP will be granting the Port an Administrative Consent Order extending the deadline to comply with the Tier 0 requirement. Funding to comply with the remaining schedule will need to come either from the State or through various grant programs.

Increased Use of Plug-In Electric Vehicles

Governor Murphy signed S2252 on January 17, 2020, a law that requires, among other things, at least 25 percent of all State-owned non-emergency light-duty vehicles shall be plug-in electric vehicles by December 31, 2025. The Port is required to purchase nine total plug-in electric vehicles to meet its obligation under these regulations.

There are State and federal tax credits and rebates available that the Port intends to take advantage of to help defray the cost of these purchases, including the NJBPU Clean Fleet program, NJEDA Zip program, and federal IRA Direct Pay credit program.

MARKETING COMMITTEE REPORT & PHOENIX/ARTLIP COMMUNICATIONS REPORT

Dennis Culnan, Jr. provided the marketing report to the board. The report was received and filed.

PORT SECURITY UPDATE

The report was received and filed.

PAULSBORO MARINE TERMINAL PROJECT UPDATE

The report was received and filed.

PUBLIC COMMENTS

The Chairman asked if there were any public comments.

The following members of the public addressed the board regarding the fire at EMR on Friday, February 21, 2025: Rev. Giselle Coutinho, Re. Andrew Jones, Carlos Morales, Asiyah Kurtz, Jonathan Compton, Kristin Sphrum, Aliyia Jones, Vida Niel, Mike Morgan and Ajeenah Riggs.

Mike Morgan had a list of questions for the Board in which he requested that the board reply in writing. Mr. Morgan will email his questions to the Chief of Staff, Jonathan Atwood. After they are received, they will be reviewed, and a reply will be sent to Mr. Morgan.

*Director Bruner left the meeting at approximately 1:32pm.

A motion was made to adjourn the Regular Open Meeting at 2:00 p.m.

Moved by:	C. Styles
Seconded by:	S. Roberts
Voting for Motion:	All
Voting Against Motion:	None

Following closed session, the Regular Session was reopened at 2:29 pm.

Upon entering back into Open Session, the following Resolutions were motioned:

RESOLUTION 2025-02-0026: APPROVAL TO AWARD A CONSTRUCTION CONTRACT FOR REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY TERMINAL**REQUEST**

Staff is requesting Board approval to award a construction contract for repairs to the Pier 1 Seawall at the Broadway Marine Terminal.

BACKGROUND

During the construction of sinkhole repair work in Pier 1, it was noted that a section of

the inshore concrete seawall had rotated caused by the advanced deterioration of supporting timber and steel piles. The area of concern was cordoned off for safety. In October of 2023, a contract for design services was awarded to GEI consultants per Board Resolution Number 2023-10-0093. A comprehensive inspection was performed, and the design prepared for the construction of the Pier 1 Seawall repair work. The NJDEP and Army Corp of Engineers permits have been received.

Pursuant to the Board Authorization: RESOLUTION 2024-06-0074 APPROVAL TO ISSUE AN INVITATION FOR BIDS - CONSTRUCTION REPAIRS TO THE PIER 1 SEAWALL AT BROADWAY MARINE TERMINAL, an Invitation for Bidders (IFB) was advertised to solicit public bids.

The IFB was posted on the SJPC website, advertised in three papers, and 23 firms were notified directly of the opportunity. A Prebid meeting was held on Thursday, December 5, 2024, with six contractors in attendance. A total of two addenda were issued, and four bids were received on Thursday, January 9, 2025, as follows:

Company	Amount
PKF Mark III, Inc Newton, PA	\$596,140
Scofield Marine Contractors / Engineers Egg Harbor Township, NJ	\$756,950
JPC Group, Inc Blackwood, NJ	\$949,000
AP Construction, Inc. Blackwood, NJ	\$1,187,000

A low bid meeting was held with the contractor on Monday, January 13, 2025, at which time the contractor demonstrated a clear understanding of the work to be performed. Legal review confirmed that the bid met all the requirements of the IFB.

A motion was made to table until the March 2025 Regular Board Meeting, Resolution 2025-02-0026.

Moved by: J. Maressa
Seconded by: C. Styles

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-02-0027: APPROVAL TO AWARD A CONTRACT FOR PROFESSIONAL SERVICES TO DESIGN THE D BUILDING CONCRETE FLOOR SLAB AT THE BALZANO MARINE TERMINAL

REQUEST

Requesting Board Approval to award a professional design services contract for the D Building concrete floor slab at the Balzano Marine Terminal.

BACKGROUND

The existing Building D warehouse was constructed circa 2000 at the Balzano Marine Terminal. The 90,000 square foot building has a bituminous asphalt floor and is used to store steel coils. The SJPC is pursuing opportunities with new customers whose high value cargos would require a food grade, non-asphalt surface. In addition, some localized sections of the existing floor have settled over the years and replacement with a new concrete floor slab will address those issues.

SJPC staff prepared and issued a Request for Proposals which was issued to our list of pre-qualified civil engineering design firms to perform the necessary field investigation and design services required to design a new concrete floor slab.

A non-mandatory site visit was held on October 17, 2024, with six (6) firms in attendance. The following six (6) proposals were received on November 7, 2024:

Firm	Proposed Fee
PS&S Wall, NJ 07753	\$45,500
On Board Engineering Wall Township, NJ 07719	\$53,700
RVE Cherry Hill, NJ 08003	\$96,417
FPA East Windsor, NJ 08520	\$169,585
VBH Manasquan, NJ 08736	\$283,585
SI Engineering Princeton, NJ 08540	\$334,567

Proposals were reviewed by SJPC staff against the RFP selection criteria. A meeting was held with the lowest fee proposer to confirm their understanding and our expectations for delivery of the project design services, and it was determined that Paulus Sokolowski and Sartor, LLC (PS&S) of Wall Township, New Jersey, was the best value and met the requirements of the RFP. Legal review confirmed that the proposal is in its proper form.

A motion was made to approve Resolution 2025-02-0027 to award the design services contract for the D Building concrete floor slab at the Balzano Marine Terminal to PS&S, Wall, NJ, in the not to exceed amount of \$45,500.

Moved by:

R. Tighue

Seconded by:

S. Roberts

Voting for Motion:

All

Voting Against Motion:

None

A motion was made to adjourn the Regular Open Meeting at 2:30pm

Moved by:	C. Styles
Seconded by:	S. Roberts

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, February 25, 2025.



Victoria D'Amico
Board Secretary

