



SOUTH JERSEY PORT CORPORATION
OFFICIAL BOARD OF DIRECTORS MEETING MINUTES
CAMDEN, NEW JERSEY
MARCH 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 🗣️
	Chad Bruner	Director 📞
	Robert Tighue	Director
	Jonathan Gershen	Director
	Sheila Roberts	Director
Directors Absent:	Eric Martins	Director
In Attendance:	Alexis Franklin	Governor's Authorities Unit
	Andrew Saporito	Executive Director & CEO
	Louis Lessig, Esq	Brown & Connery
	Jonathan Atwood	Chief of Staff & External Affairs
	August Knestaut	Dir. of L&R Affairs
	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 📞
	Vinny Antes	Senior Engineering Adviser 📞
	Dan Bontempo	Stantec

*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 – FEBRUARY 25, 2025

The minutes for the South Jersey Port Corporation Board of Directors regular session meeting held on February 25, 2025, were presented for approval.

A motion was made to approve the February 25, 2025, Board of Directors Regular Open Session Meeting Minutes as presented.

Moved by:	J. Maressa
Seconded by:	W. Higgins
Abstain:	None
Voting against motion:	None

PRESENTATION OF CLOSED MEETING MINUTES – FEBRUARY 25, 2025

The minutes for the South Jersey Port Corporation Board of Directors closed session meeting held on February 25, 2025, were presented for approval.

A motion was made to approve the February 25, 2025, Board of Directors Regular Closed Session Meeting Minutes as presented.

Moved by:	J. Maressa
Seconded by:	W. Higgins
Abstain:	None
Voting against motion:	None

OPERATING BILLS

The Operating Unpaid Bill list for the period 2/1/2025–2/28/2025 was presented for approval.

A motion was made to adopt Resolution 2025-03-0038 for the approval of the Operating Unpaid Bill list for the period 2/1/2025-2/28/2025.

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

Voting for Motion: All
Voting against motion: None

ADVANCE PAYMENT LIST

The Advance Payment Bill List for the period 2/1/2025–2/28/2025 was presented for approval.

A motion was made to adopt Resolution 2025-03-0039 for the approval of the Advance Payment Bills for the period 2/1/2025-2/28/2025.

Moved by: J. Maressa
Seconded by: J. Gershen

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

CREDIT LIST

The Credit List for the period ending February 28, 2025, was presented for approval.

A motion was made to adopt Resolution 2025-03-0040 for the approval of the Credit List for the period ending February 28, 2025.

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

Voting for Motion: All
Voting against motion: None

CHANGE ORDERS- (THREE)

RESOLUTION 2025-03-0041: APPROVAL OF CHANGE ORDER NO. 2 TO PS&S, LLC FOR DRAINAGE AND PAVING 551 SOUTH 2ND STREET BALZANO MARINE TERMINAL

The design services contract for drainage and paving of the property at 551 South 2nd Street at the Balzano Terminal was awarded to the low bidder, PS&S, LLC of Cherry Hill, NJ, in May 2022 in the amount of \$17,000.

The SJPC Board had previously approved Change Order Number 1 by Resolution Number 2024-04-0053

While excavating for the construction of the storm water quality garden two underground storage tanks (UST) were uncovered on February 25th and March 4th and both found to be leaking product to the surrounding soil. PS&S had been our LSRP for this site on a previous removal of an underground storage tank. We therefore requested them on an emergency basis to file a spill notification with the NJDEP and establish a removal plan.

These USTs have been pumped out, the inside cleaned, and the tanks pulled in preparation for removal from the site. The surrounding soils are to be sampled and tested to determine the amount of contamination. Soil removals are planned to be removed by others and transported to a regulated soil disposal facility once the extent of contamination is determined from the soil testing results.

This change of scope and fee is being requested for the project design firm to address filing and processing with the NJDEP, soil sampling and testing of soil at the two USTs found at the 551 South 2nd Street property, and legal removal and disposal of the two tanks and the contaminated soils.

The Original Contract Amount	\$	17,000
Change Order Number 1	\$	3,500
Change Order Number 2	\$	33,000
Adjusted Contract Amount	\$	53,500

A motion was made to approve Resolution 2025-03-0041 to approve Change Order Number 2 to PS&S, LLC in the amount of \$33,000 bringing the total contract amount from \$20,500 to \$53,500.

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

Voting for Motion: All
Voting Against Motion: None

RESOLUTION 2025-03-0042: APPROVAL OF CHANGE ORDER NO. 3 TO PAVING PLUS, LLC FOR PAVING OF 551 S 2ND STREET LOT ON THE BALZANO TERMINAL CHANGE OF DISCHARGE PIPE SIZE AND SUPPORT WORK FOR EMERGENCY UNDERGROUND STORAGE TANKS REMOVAL.

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 two Change Orders by Resolution Numbers 2025-01-0007 and 2025-02-0024.

This additional work includes a change in drainage pipe size to the city sewer stormwater inlet from 12" to 8" due to a conflict with an underground electrical duct bank. Reducing the pipe size will enable the contractor to install the drainage pipe.

Also, during excavation two underground storage tanks (USTs) were uncovered and both found to be leaking products. NJDEP was contacted to report the USTs and spill. A separate contractor, PS&S performed the remediation work under the direction of an LSRP for the site. The tanks were pumped to remove the remaining products, cleaned and removed from the excavation. Soils samples were taken, and testing was performed to determine the extent of contamination for disposal. This change order includes support work by Paving Plus for the excavation, tanks removals, and backfilling operations.

The Original Contract Amount	\$470,470.00
Change Order No 1	\$7,900.00
Change Order No 2	\$9,583.36
Change Order No 3	\$51,587.63
Adjusted Contract Amount	\$539,540.99

A motion was made to approve Resolution 2025-03-0042 to approve Change Order Number 3 for Paving Plus, LLC, of Glassboro, NJ, in the amount of \$ 51,587.63, bringing the adjusted contract amount to \$539,540.99.

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

Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-03-0043: APPROVAL OF CHANGE ORDER NO. 1 TO HARRING FIRE PROTECTION ANNUAL FIRE CODE INSPECTIONS AND REPAIRS BROADWAY FIRE PUMP BUILDING, REPAIRS RELATED TO NEW JOCKEY PUMP AND CONTROLLER.

Building fire sprinkler systems are required to be inspected yearly by NJDCA - Bureau of Fire Safety, in accordance with NFPA 25. In addition, fire extinguishers require yearly inspection and servicing in accordance with NFPA 10.

SJPC publicly advertised these services in accordance with Resolution 2023-01-0008. The firm of Harring Fire Protection, LLC, of Folsom, New Jersey was the low bidder and was awarded the contract in the amount of \$55,239.00.

The contract provided for an initial term of one (1) year with the Board's option to extend the contract for up to (2) two additional one-year terms under the same amount, terms and conditions.

By Resolution Number 2024-10-0132, the SJPC Board authorized renewal for a second year under the terms of the original contract, for the same amount, \$55,239.00.

During replacement of the jockey pump and controller at the Broadway Fire Pump Building, Harring identified other repairs in the system that are needed in order to have the new controller work properly.

These necessary repairs will cost \$16,600 as detailed in the attached proposal.

Staff is therefore requesting a change order to the Harring contract for inspections and repair in the amount of \$16,600, bringing the total contract amount to \$71,839.00.

The Original Contract Amount	\$	55,239
Change Order Number 1	\$	16,600
Adjusted Contract Amount	\$	71,839

A motion was made to approve Resolution 2025-03-0043 to approve Change Order Number 1 to the Harring contract for inspections and repair in the amount of \$16,600, bringing the total contract amount to \$71,839.00.

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

Voting for Motion: All
Voting Against Motion: None

CONSTRUCTION FUND REQUISITIONS

Staff presented (17) advance construction fund requests in the amount of \$3,639,089.99 and (5) unpaid construction fund requisitions in the amount of \$2,539,711.96

A motion was made to adopt Resolution 2025-03-0044 to approve the Construction Fund List for the period ending February 28, 2025.

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

Voting for Motion: All
Voting against motion: None

TREASURERS REPORT

For the month of February 2025, SJPC had net income in the amount of \$474,930 which is over budget by \$447,556 for the month. Our (year-to-date) YTD net income as of February 28th is \$838,285 which is over budget by \$802,623. In February 2025 the Port had a 4.3% increase in revenue over January 2025. Cost of Goods Sold was 74% of total revenue - down 4% from January. Gross profit was 26% of total revenue - increase of 4% from January. G&A was 11% of total revenue and Net Income was 15% of total revenue. Overall additional revenue contributed to the bottom line for the month of February.

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 February 2025 was 365,402 s/tons: a 4.5% decrease compared to 382,733 s/tons in February 2024. All terminals combined handled a total of 249,805 s/tons of breakbulk cargo during February 2025; showing a 49.5% increase compared to February 2024. February 2025 bulk cargo activity for all terminals was 115,597 s/tons: a 46.4% decrease from February 2024. Year to date tonnage for all terminals through February 2025 totaled 704,691 s/tons; representing an 11.6% increase compared to the same period in 2024.

CAMDEN TERMINALS ACTIVITY

Camden tonnage for February 2025 totaled 220,042 s/tons, a 24.4% decrease when compared to 290,873 s/tons in February 2024. Balzano Terminal tonnage for February 2025 was 177,919 s/tons; a 16.1% decrease compared to 212,052 s/tons in February 2024. Broadway Terminal tonnage for February 2025 at 42,123 s/tons showed a 46.6% decrease compared to 78,821 s/tons in February 2024.

Camden steel imports in February 2025 were 91,081 s/tons showing a 2.6% increase from the 88,802 s/tons in February 2024. There were 11,028 s/tons of wood products in February 2025 compared to 7,515 s/tons in February 2024: representing a 46.7% increase.

Recycled metals exports were 86,838 s/tons in February 2025 compared to 65,012 s/tons in February 2024. There was no cargo activity of Grancem in February 2025 compared to 16,695 s/tons in February 2024. February 2025 cement imports at 16,675 s/tons are 69.5% behind the 54,611 s/tons in February 2024. There was no cargo activity of Gypsum in February 2025 compared to 58,238 s/tons in February 2024. Balzano Terminal had 1 lay berth vessel day for February 2025 and Broadway Pier 5 handled 8,352 s/tons of cocoa beans and 6,068 s/tons of juice cargo.

PAULSBORO TERMINAL ACTIVITY

Paulsboro Marine Terminal handled 133,276 s/tons of steel cargo in February 2025 showing an 88.2% increase compared to February 2024. There were 11 lay berth vessel days for February 2025.

SALEM TERMINAL ACTIVITY

Export sand at 12,084 s/tons for February 2025 showing a 42.6% decrease compared to 21,051 s/tons in February 2024.

OTHER TERMINAL ACTIVITY

SJPC's marine terminals handled 29 ships in February 2025, compared with 25 in February 2024. The number of ship days (i.e., the number of days a ship is loading or unloading at its terminals) for February 2025 was 73 compared to 81 days in February 2024.

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

Heart of Camden Meeting

Staff recently hosted a meeting with representatives from the Heart of Camden to discuss the recent fire at EMR. In attendance were representatives from the Governor's office, NJDEP, and SJPC Board members Roberts and MacFarlane. It was agreed that a working group should be formed consisting of representatives from the City of Camden, Camden County, SJPC, the community, and others, to maintain an ongoing dialogue with EMR and to ensure that a fire like this does not occur again in the future.

NJ EDA Wind Port Tour

Brendan Dugan and Kevin Duffy met with NJEDA staff at the Wind Port for a site visit and discussion regarding interim use opportunities related to cargo handling and/or gantry crane manufacturing.

Meeting with City of Salem NJ

Jonathan Atwood and I traveled to Salem City with Director Styles to meet with representatives of Salem City to update them on progress made on the berth expansion project at the Port and discuss the future of the Salem Port Authority.

AAPA Legislative Summit

Jonathan Atwood and I recently attended the American Association of Port Authorities (AAPA) annual Legislative Summit in Washington, D.C. It was an opportunity to meet representatives from over 80 ports from across the nation and discuss issues of importance to the maritime industry, including tariffs on steel and aluminum, grant funding, and permitting reform. Speakers included the new Chairman of the Federal Maritime Commission, the head of the National Transportation Safety Board, and senior advisor to the President, Kellyann Conway. Jonathan then joined a number of his colleagues from ports in the North Atlantic region and went to Capitol Hill to meet with key representatives in the House and Senate.

NJ Dot Rail Grant

SJPC was recently awarded \$3,393,000 through the NJDOT Rail Freight Assistance Program (RFAP) grant. The funding is to make significant improvements to the rail along Front Street at the Balzano Terminal, which recently had a Conrail train derailment.

Goldstein Property Underground Storage Tanks

While excavating for the construction of the storm water quality basin on the former Goldstein property, two underground storage tanks (UST) were uncovered on February 25th and March 4th, and both were found to be leaking product to the surrounding soil.

PS&S had been our LSRP for this site on a previous removal of an underground storage tank. We therefore requested them on an emergency basis to file a spill notification with the NJDEP and establish a removal plan.

Without delay, these USTs were pumped out, the insides cleaned, and the tanks pulled in preparation for removal from the site. The surrounding soils were sampled and tested to determine the amount of contamination. Contaminated soils were removed and transported to a regulated soil disposal facility.

Broadway Roof Leak

On Wednesday, March 5, 2025, a high wind and heavy rain event caused leaking in Warehouse D and tore off a section of roof from the southwest corner of Building Y-2. The area of roofing that will need to be replaced is approximately 4,200 square feet.

SJPC documented the damage and filed a notice of a potential claim to our insurance company. On Tuesday, March 11, the insurance adjuster inspected the damage, and we are waiting to hear back from the insurance company regarding the claim. In the meantime, we issued a request for proposals to obtain competitive quotes for the repair work.

Customer Visits:

- G2 Ocean
- Guararapes

ACTION ITEMS:**RESOLUTION 2025-03-0045: 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 Resolution 2025-03-0045

Moved by:	W. Higgins
Seconded by:	R. DeAngelo
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-03-0046: AWARD A SERVICE CONTRACT FOR A CRANE REPAIR CONTRACTOR TO PERFORM ALL REQUIRED CRANE INSPECTIONS, PREVENTIVE MAINTENANCE, AND REPAIRS, AS NECESSARY, ON AN ON-CALL BASIS AT THE BALZANO AND BROADWAY MARINE TERMINALS

REQUEST

Staff is requesting Board Authorization to award a service contract for a Crane Repair Contractor to perform all required inspections, preventive maintenance, and repairs, as necessary at the Balzano and Broadway Marine Terminals. The contract would be on an on-call basis for a one-year period, and with options to renew for an additional two one-year periods.

BACKGROUND

The scope of work includes annual inspections, preventive maintenance, and repairs, as necessary, for the marine gantry cranes at the Balzano and Broadway Marine Terminals. It also includes support services for the two major projects currently scheduled, Slew Gear and Planetary Drive Replacement for the Kocks crane at Broadway (Resolution No 2024-03-0043), and Stay Pins and Boom Hinge Replacements at the Kocks crane at Balzano (Resolution No 2024-01-0086). The basis of award is the lowest bid for these two specific projects.

After the completion of these two projects, the contract would continue on an on-call basis for a one-year period, with options to renew for two (2) additional one-year periods subject to approval by the Board.

Pursuant to Resolution 2024-02-0032, a request for competitive bids was prepared and advertised in three newspapers and on our website. In addition, the RFB was sent directly to six prospective bidders. The pre-bid meeting was held on February 21, 2025, with three firms attending. There were four addenda issued. Bids were opened on Friday, March 14, 2025. Two bids were received as follows.

Company	Amount
Reading Crane	\$ 774,636
ZPMC USA	\$ 914,910

A motion was made to approve Resolution 2025-03-0046 to award a service contract for a Crane Repair Contractor to perform these services at the Balzano and Broadway Marine Terminals to Reading Crane of Reading, Pa, in the low bid amount of \$774,636.00.

Moved by:

R. DeAngelo

Seconded by:

C. Styles

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-03-0047: APPROVAL TO AWARD A CONTRACT FOR CONSTRUCTION MANAGER / CONSTRUCTION INSPECTOR SERVICES AT THE CAMDEN MARINE TERMINALS

REQUEST

Staff is requesting Board approval to award a contract for construction manager / construction inspector (CM/CI) services at the Balzano and Broadway Marine Terminals on a task order basis for a two-year period.

BACKGROUND

Pursuant to the Board's Authorization: RESOLUTION 2022-06-0061 - APPROVAL TO ISSUE AN RFP TO PREQUALIFIED CONSTRUCTION MANAGERS, FOR CONSTRUCTION MANAGEMENT AND INSPECTION SERVICES AT THE CAMDEN MAINE TERMINALS, the RFP was issued soliciting proposals from the SJPC list of prequalified CM/CI firms. There are 26 firms on the prequalified list.

Proposals were received on December 12, 2024, from 6 prequalified CM/CI firms offering 18 resumes for consideration. A total of 6 candidates were interviewed and selections made based on candidate qualifications and level of experience on similar types of projects planned for construction over the next two years at the Camden Marine Terminals. Firms were ranked in order of the lowest proposed fees. Proposals were received from these firms:

Remington & Vernick Engineers Cherry Hill, NJ	GEI Mount Laurel, NJ
Infotran East Orange, NJ	S.T. Hudson Engineers Cherry Hill, NJ
T & M Associates Mount Laurel, NJ	Stantec Philadelphia, PA

A motion was made to approve Resolution 2025-03-0047 to award the CM/CI services contract to Remington & Vernick Engineers of Cherry Hill, New Jersey in the not to exceed budget amount of \$300,000 for a two-year period. Billings will be based on task orders for person hours actually used.

Moved by:

J. Maressa

Seconded by:

R. DeAngelo

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-03-0048: APPROVAL TO RENEW THE CONTRACT FOR JANITORIAL SERVICES AT BALZANO AND BROADWAY TERMINALS**REQUEST**

Staff is requesting Board approval to renew the New Jersey statewide contract for janitorial services with ACCSES NJ / CNS Services for the Balzano and Broadway Marine terminals.

BACKGROUND

By Board Resolution 2023-01-0007, a contract for janitorial services was awarded under New Jersey State Method of Operations Number T1480, Contract Number A77110, which is held by ACCSES NJ CNA Services from Trenton, New Jersey.

The term of that resolution and contract provided for one year with the SJPC Board's option for two one-year renewals. The contract amount for one year under the terms of the state contract was \$ 79,460.00.

The contract was renewed into the second-year extension by Board Resolution Number 2024-03-0044.

The vendor has performed well during the first two years of the contract.

A motion was made to approve Resolution 2025-03-0048 to renew the New Jersey Statewide contract for janitorial services with ACCSES NJ / CNS Services for the third option year as provided in the original resolution and contract, in the not-to-exceed amount of \$79,460.00.

Moved by:

R. DeAngelo

Seconded by:

J. MacFarlane

Voting for Motion:

All

Voting Against Motion:

None

RESOLUTION 2025-03-0049: APPROVAL TO ADVERTISE A REQUEST FOR BIDS FOR THE CONSTRUCTION OF A REPLACEMENT ROOF ON D BUILDING AT THE BROADWAY MARINE TERMINAL**REQUEST**

Staff is requesting Board approval to issue a publicly advertised request for bids to construct a replacement roof on the D Building at the Broadway Marine Terminal, Camden, NJ.

BACKGROUND

The 66,000 square foot Broadway D Building warehouse was constructed around 1900.

The roof has been repaired numerous times, and the current roof material is well beyond its useful life and continues to experience chronic leaking. Frequently, heavy rain events cause leaking into the operating area of the building.

As it is no longer feasible to continuously perform temporary repairs to this deteriorated roof system, SJPC plans to replace the entire roof system and remove all the skylight structures. The drainage components of the roof system will also be replaced.

The drawings and specifications are being prepared by On-Board Engineering in accordance with Resolution 2024-12-0150.

A motion was made to approve Resolution 2025-03-0049 to publicly advertise for competitive bids to replace the roof on the D Building at the Broadway Marine Terminal.

Moved by:	J. Gershen
Seconded by:	J. MacFarlane
Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-03-0050: APPROVAL OF JOHN LAWRIE TUBULARS, LLC LEASE RENEWAL

REQUEST

Staff is requesting Board approval to renew the lease with John Lawrie Tubulars, LLC at 1535 Broadway in Camden New Jersey for a 5-year term

BACKGROUND

John Lawrie Tubulars, with a registered US office at 15551 Miller Road 1, Houston Texas 77049, has been leasing open space and buildings at 1535 Broadway in Camden since May of 2020. John Lawrie imports pipe through SJPC's port facilities in Camden, and stores and distributes pipe from the Broadway location. Their current lease with SJPC expires April 30, 2025.

Key Lease Renewal Terms:

- **Lease Term:** 5 years, commencing May 1, 2025, and expiring April 30, 2030
- **Premises:** Approximately 370,600 square feet (approx. 8.5 acres) at 1535 Broadway in Camden, NJ, consisting of the following:
 - 345,400 square feet of open space

- 21,200 square feet of warehouse space
- 4,000 square feet of garage space
- **Permitted Uses:** Premises to be used for the receipt, storage, sorting, transloading, and processing of pipe and related equipment and maintenance activities
- **Rental Fee:** Effective May 1, 2025, the tenant will pay an annual rental of \$411,396 per year/ \$34,283 per month, which includes the following:
 - Open Area - \$383,394 per year, \$31,949.50 per month
 - Garage - \$28,002 per year, \$2,333.50 per month
- **Rent Escalations:** Annual CPI adjustments will apply to the open area and garage space rates. CPI will be based on the CPI-U All items for Philadelphia, Camden NJ, and Wilmington DE, as published by the US Bureau of Labor Statistics
- **Warehouse Fee:** Until the landlord is notified in writing by the tenant that it intends to use the warehouse located on the premises, the lease shall not include a lease of or use of the warehouse by the tenant. Until such time that the tenant notifies the landlord of its intent to use the warehouse, SJPC may use or lease the warehouse to other tenants. If the tenant commences use of the warehouse, they shall pay an annual rental for the warehouse space as follows:
 - **Lease Year 1:** \$98,328 per year, \$8,194 per month
 - **Lease Years 2-5:** Year 1 lease rates will escalate according to the same CPI calculation that applies to the open area and garage sites

A motion was made to approve Resolution 2025-03-0050 to renew the lease with John Lawrie Tubulars, LLC at 1535 Broadway in Camden New Jersey for a 5-year term

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

Voting for Motion:	All
Voting Against Motion:	None

RESOLUTION 2025-03-0051: APPROVAL TO AWARD CONTRACT FOR TWIC ESCORT CONCESSION CONTRACTOR AT THE BALZANO AND BROADWAY MARINE TERMINALS

REQUEST

Staff requests Board approval to award a contract for Transportation Worker Identification Credential (TWIC) escort concession contractor services at the Balzano and Broadway Marine Terminals.

BACKGROUND

Pursuant to Resolution 2024-09-0124, a Request for Proposals was issued for TWIC escort concession services at the Balzano and Broadway Marine Terminals. The RFP was publicly advertised and posted on southjerseyport.com. In addition, the bid was also sent to Bridgeway, American Transport, Inc., Ring Maritime Services, the Maritime Exchange, DSI Security Services, and Allied Universal Services.

There was only one (1) response to the issued Request for Proposal, American Transport, Inc. American Transport, Inc. agreed to the mandated TWIC escort fee charged to non-TWIC truck drivers of \$100.00, and the concession fee of \$25.00 per escort paid to SJPC.

The term of the contract will be for three (3) years. Any escalation fees will be determined according to the SJPC Camden Terminal Tariff 300 after year one (1) of the contract.

A motion was made to approve Resolution 2025-03-0051 to award a contract for TWIC escort concession services to American Transport, Inc.

Moved by: J. MacFarlane

Seconded by: J. Gershen

Voting for Motion: All

Voting Against Motion: None

INFORMATION ITEMS:

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.

A motion was made to adjourn the Regular Open Meeting at 1:27p.m.

Moved by: S. Roberts

Seconded by: J. Gershen

Voting for Motion: All

Voting Against Motion: None

Following closed session, the Regular Session was reopened at 2:01 pm.

Moved by: J. Gershen

Seconded by: R. Tighue

Voting for Motion: All

Voting Against Motion: None

Upon entering back into Open Session A Motion was made to increase the annual salaries of Lisa McLaughlin, Chief Financial Officer and August Knestaut, Director of Legal and Regulatory Affairs, from their current salary of \$142,044.00 To \$150,044.00, an increase of \$8,000.00 per year.

Moved by: W. Higgins

Seconded by: J. Maressa

Voting for Motion: All

Voting Against Motion: None

A motion was made to adjourn the Regular Open Meeting at 2:02pm

Moved by: J. Gershen

Seconded by: R. Tighue

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, March 25, 2025.



Victoria D'Amico
Board Secretary