



**PORT TAMPA BAY
MONTHLY BUSINESS MEETING
OCTOBER 17, 2023 - 9:30 AM**

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	<p>Receipt of the Minutes of the September 19, 2023 Board Meeting; August 24, 2023 Fiscal Year 2024 Budget Workshop and Insurance Review; September 6, 2023 Tentative Millage Rate and Fiscal Year 2024 Budget Public Hearing; and September 21, 2023 Final Millage Rate and Fiscal Year 2024 Budget Public Hearing</p> <p>Presentation and Receipt of the Finance Statement for Twelve Months Ending September 30, 2023</p>	
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	November 3, 2023, Quarterly Educational Harbor Tour - <i>Tenant Diversity</i> Register at www.porttb.com/harbor-tours	
	November 10, 2023, Port Tampa BaySlam VII - Tampa Convention Center - South Docks - <i>This event is sold out.</i>	
K.	Date of Next Meeting	
	Tuesday, November 14, 2023, 9:30 am in Port Tampa Bay Boardroom	
	PLEASE NOTE: THIS IS THE SECOND TUESDAY - EARLY MEETING DUE TO THANKSGIVING HOLIDAY	
L.	Adjournment	

A. INVOCATION AND PLEDGE

PUBLIC COMMENT

B. APPROVAL OF MINUTES

RECEIPT OF MINUTES OF THE:

- **SEPTEMBER 19, 2023, BOARD MEETING;**
- **AUGUST 24, 2023, FISCAL YEAR 2024 BUDGET WORKSHOP AND INSURANCE REVIEW;**
- **SEPTEMBER 6, 2024, TENTATIVE MILLAGE RATE AND FISCAL YEAR 2024 BUDGET PUBLIC HEARING; AND**
- **SEPTEMBER 21, 2023, FINAL MILLAGE RATE AND FISCAL YEAR 2024 BUDGET PUBLIC HEARING**

PRESENTATION AND RECEIPT OF FINANCIAL STATEMENT

C. APPROVAL OF CONSENT AGENDA

**PORT TAMPA BAY
Business Meeting
September 19, 2023, 9:30 am**

Mr. Hung T. Mai, P.E., Vice Chairman, called the Port Tampa Bay (PTB) Business Meeting to order at 9:30 a.m. Vice Chairman Mai thanked Board members, PTB staff and public for attending.

The following Board members were in attendance: Mr. Hung T. Mai, P.E., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; The Honorable Michael Owen, Commissioner; and The Honorable Mayor Jane Castor, Commissioner. Mr. Chad Harrod, Chairman and Mr. Ted Conner, Commissioner were both absent. Port Tampa Bay Commissioners Seat #4 is currently vacant.

The following PTB senior management staff members attended in person; Mr. Paul Anderson, President and CEO; Mr. Charles Klug, Principal Counsel; Mr. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. David Delac, Chief Financial Officer; Mr. Brian Giuliani, Chief Operating Officer; Mr. Thomas Hobbs, Chief of Staff; Mr. Wade Elliott, Senior Vice President of Marketing and Business Development; Mr. Patrick Blair, Vice President of Engineering; Mr. Greg Lovelace, Vice President of Business Development; Mr. Ed Washington, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Marketing; Mrs. Joanne Toledo, Vice President of Human Resources; Mr. Mark Dubina, Vice President of Security; and Mr. Matt Thompson, Vice President of Operations.

The public attendance sign-in sheet is [Attachment 1](#).

A. INVOCATION – PLEDGE

Chaplain Steve Finnesy led the invocation and the Pledge of Allegiance.

PUBLIC COMMENT

There were no public comments.

B. APPROVAL OF MINUTES OF THE AUGUST 15, 2023, BOARD MEETING

There being no comments, Commissioner Owen, seconded by Mayor Castor, moved to receive the minutes as presented. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

PRESENTATION AND RECEIPT OF THE FINANCIAL STATEMENT OF ELEVEN MONTHS ENDING AUGUST 31, 2023

Mr. David Delac presented the financial statement and reviewed specific line items.

There being no comments, Mayor Castor, seconded by Commissioner Conner, moved to receive the Financial Statement of Eleven Months Ending August 31, 2023. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

C. APPROVAL OF THE CONSENT AGENDA

1. **Approval of Site Improvements Permit and Utility Easement for Spectrum Sunshine St. LLC for Fiber Optics to Mosaic Crop Nutrition, LLC**
2. **Approval of EPC Minor Work Permit No. 76932 – Request for Variance for Modifying Existing Dock and Installation of Enlarged Replacement Boat Lift to Single-Family Dock at 78 Adalia Ave., Tampa, Florida**
3. **Approval of EPC Minor Work Permit No. 70923 (Revision No. 1) – Request for Variance for Adding a Boat Lift to Single-Family Dock at 1601 Renaissance Way, Tampa, Florida**
4. **Approval of Consent to Assignment of Lease Between Yara North America, Inc. and Tampa Port Services, LLC**

There being no comments, Commissioner Owen, seconded by Mayor Castor, moved to approve the Consent Agenda as presented. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

D. REGULAR AGENDA

1. **Approval of Workers' Compensation Insurance Coverage**

Mr. David Delac outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Mai's question regarding the slight increase in the Experience Modification Factor, from .66 to .67, Mr. Delac stated that under one (1) is favorable and Port Tampa Bay is significantly under that figure.

There being no further comments, Commissioner Owen, seconded by Mayor Castor, moved to authorize the Port President/CEO, or his designee, to execute an agreement with Preferred Governmental Insurance Trust (PGIT) for a one (1) year period from October 1, 2023, to September 30, 2024, at an annual premium of \$99,047, subject to review by Port counsel. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

2. **Approval of Extension of Landscape Services Agreement with T.C.C. Enterprises, Inc.**

Mr. Norberto Sanchez, Port Tampa Bay Director of Facilities, outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Owen's question regarding whether there were two separate contracts with the same entity, Mr. Klug explained that the Landscape Services and Grounds Maintenance Agreements were drafted years ago to include Small Business Enterprise (SBE) participation. In this instance, the same company won the bid for each of the respective agreements. Mr. Klug further stated that Landscape Services is beautification around the PTB

headquarters building and cruise terminals, Grounds Maintenance is for more of the major grounds maintenance, such as bush hogging and areas requiring the use of major equipment.

There being no further comments, Commissioner Owen, seconded by Mayor Castor, moved to authorize the Port President/CEO, or his designee, to exercise the final extension option of the Landscape Services Agreement with T.C.C. Enterprise, Inc. for the term of October 1, 2023, through September 30, 2024, for an amount not to exceed \$120,000.00, subject to approval of the FY2024 Operating Budget, and review by Port counsel. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

3. Approval of Extension of Grounds Maintenance Agreement with T.C.C. Enterprises, Inc.

Mr. Norberto Sanchez, Port Tampa Bay Director of Facilities, outlined the item as presented in the write-up included in the agenda.

There being no comments, Commissioner Allman, seconded by Commissioner Owen, moved to authorize the Port President/CEO, or his designee, to exercise the final extension option of the Ground Maintenance Agreement with T.C.C. Enterprise, Inc. for the term of October 1, 2023, through September 30, 2024, for an amount not to exceed \$341,008.80, subject to approval of the FY2024 Operating Budget and review by Port counsel. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

4. Approval of Ranking of Firms and Social Media Public Relations – RFP No. P-005-23

Mrs. Lisa Wolf-Chason, Port Tampa Bay Director of Communications, outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Mai's question regarding the location of Bayview Public Relations, Mrs. Wolf-Chason stated that while the firm is located in Pinellas County, members of the team are located in Hillsborough County as well.

There being no further comments, Mayor Castor, seconded by Commissioner Owen, moved to authorize the Port President/CEO, or his designee, to execute a contract with Bayview Public Relations for strategic communications services consultant, for a period of one (1) year at a not-to-exceed amount of \$50,000 with two (2) one-year consecutive renewal options at the sole discretion of Port Tampa Bay (PTB). If PTB is unable to negotiate a contract with the top ranked firm, negotiations shall be terminated, and PTB shall then undertake negotiations with the next best-qualified firm, all subject to review by Port counsel. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

E. RECEIPT OF REPORTS

- 1. Report of Monthly Aged Receivables**
- 2. Report of Monthly Contract Status Report**
- 3. Report of Monthly Work Permits Report**
- 4. Report of Expenditures Between \$50,000 and \$100,000**

Commissioner Mai stated that Mr. Delac's team did an excellent job on the Aged Receivables Report.

There being no further comments, Commissioner Owen, seconded by Mayor Castor, moved to receive the reports as presented. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

F. EXECUTIVE DIRECTOR REPORT

Mr. Anderson reported that last month, less than 12 hours after Port Tampa Bay's shipping channels re-opened following Hurricane Idalia, a steady parade of vessels made their way back to Tampa. Mr. Anderson thanked the U.S. Coast Guard for keeping the waters safe, as well as the hard-working men and women in the maritime community as business resumed. During the storm the port's landside operations remained open to ensure the smooth and steady delivery of fuel to residents and visitors of the state. Mr. Anderson presented a short video that highlighted the port's post-storm return to operations.

Mr. Anderson stated that Port Tampa Bay was honored to host the Florida Agriculture Commissioner, Wilton Simpson, on a port tour last month. Mr. Anderson continued that he looks forward to a continued and strong partnership with the Florida Department of Agriculture and thanked Commissioner Simpson for his support as honorary co-chair of the USS Jack H. Lucas DDG-125 Naval ship commissioning.

Mr. Anderson stated that Port Tampa Bay was honored to host Melanie Griffin, Secretary of the Florida Department of Business and Professional Regulation in September. Secretary Griffin was gracious with her time and took a tour of the maritime community and spoke about ways her office can continue to support the maritime industry.

Mr. Anderson reported that Port Tampa Bay was well-represented the week prior to this meeting during the Propeller Club's *On the Horizon* breakfast panel discussion on Development and Deep-Water Access in our maritime community. Port Tampa Bay's Executive Vice President and Chief Commercial Officer, Raul Alfonso, and Principal Counsel, Charles Klug, participated on the panel discussion on the economic impact and job creation the maritime community provides to the region. Arthur Savage of AR Savage & Son and land developer Darryl Shaw rounded out the panel.

Mr. Anderson stated that on September 14th Port Tampa Bay and Yacht Starship held the 3rd Quarterly Educational Harbor Tour and it was another success. More than 250 registered for the complimentary tour, which focused on workforce development and careers available within the maritime community. A number of partners joined Port Tampa Bay, brought exhibits and spoke at the tour. Partners included: Hillsborough Community College, Workforce Development, Hendry Marine-Anchor-Gulf Marine Repair, Propeller Club, Tampa Bay Maritime Scholarship Foundation and Tampa Port Ministries. Mr. Anderson thanked Mr. Troy Manthey for the

partnership with Yacht Starship in helping to make this program a huge success. Mr. Anderson continued that the 4th Quarterly Educational Harbor Tour is scheduled for November 3, 2023 and encouraged everyone to visit www.porttampabay.com/harbor-tours to view the latest information and find the 2024 tour dates.

Mr. Anderson stated that Port Tampa Bay is proud to serve as the host facility for the Naval Commissioning of the USS Jack H. Lucas DDG 125 warship on October 7, 2023. The Jack H. Lucas Commissioning Committee, Navy League of Tampa and U.S. Department of the Navy are working with Port Tampa Bay to host this important ceremony. Ship Commissioning is the act or ceremony of placing a ship into active Navy service. The moment the commissioning pennant is broken at the masthead, a ship becomes a Navy command in her own right and takes her place alongside the other active ships in the fleet. Mr. Anderson continued that the commissioning ceremony is one of the most significant milestones in the life of a U.S. Navy ship and includes a weeklong event of festivities for the ship's crew, the U.S. Navy and the Tampa Bay community.

Mr. Anderson stated that he recently announced the new hire of Mr. Ed Washington as Vice President of Real Estate. Mr. Washington has over 25 years of real estate development, leasing, and property management experience. As Vice President of Real Estate for Port Tampa Bay, Mr. Washington will be responsible for the planning and organization of the Real Estate Department's functions, as well as the development and implementation of its Strategic Plan. The Real Estate Strategic Plan is a key component of Port Tampa Bay's overall Strategic and Master Plans. Mr. Washington thanked the Board and Port Tampa Bay staff for the opportunity.

Commissioner Owen commented on the effects, flooding and damage to residents' homes in the Alafia River area caused by Hurricane Idalia and asked Mr. Anderson if the Port community came through the storm event "okay". Mr. Anderson responded that he was aware of some homes flooding in South County and in the Westshore area and that he thought that there would have to be approximately three to five additional feet of storm surge for there to cause significant damage. Mr. Anderson continued that the port community was very fortunate.

G. PRESENTATIONS

There was no presentation.

H. NEW BUSINESS / COMMISSIONERS' COMMENTS

Commissioner Allman commended Mr. Alfonso and Mr. Klug on representing Port Tampa Bay well during the *On the Horizon* breakfast event earlier this month. Commissioner Allman also commended staff for the great job supporting the ship commissioning. Commissioner Allman continued that the event would do a good job of educating the public about the port.

Commissioner Allman stated that in 2019 Port Tampa Bay entered into a Lease Agreement with SESCO. SESCO has cleared land but there has not been any further progress on the development and Commissioner Allman asked if staff could invite SESCO representatives to give a presentation at the October 17, 2023, Board meeting on the progress of the development on the Lease premises.

There being no further comments on SESCO, Commissioner Allman, seconded by Commissioner Owen, moved to invite SESCO representatives to give a presentation on the

progress of the development of the Lease premises. The motion was carried four to zero with Chairman Harrod and Commissioner Conner being absent.

Commissioner Mai commended Port Tampa Bay staff for how well they attended the Port during Hurricane Idalia and directly after.

I. FUTURE PROPOSED PROJECTS

Mr. Anderson outlined the future projects list and encouraged vendors to bid.

J. CALENDAR OF EVENTS

Mr. Anderson announced the following events:

**September 21, 2023 – Final Millage Rate and Fiscal Year 2024 Budget Public Hearing
– 5:01 pm, Port Tampa Bay Boardroom**

K. NEXT MEETING

Vice Chairman Mai announced that the next regular business meeting would be on Tuesday, October 17, 2023, at 9:30 am, and that further information regarding that meeting would be posted online at www.porttb.com.

L. ADJOURNMENT

There being no further business, the meeting adjourned at 10:10 a.m.

ATTEST:

Chad Harrod, Chairman

Patrick H. Allman, Secretary/Treasurer

**PORT TAMPA BAY BUSINESS MEETING
SEPTEMBER 19, 2023 – 9:30 a.m.**

PUBLIC ATTENDANCE SIGN-IN SHEET

NAME**BUSINESS**

Steve Finnesy	Tampa Seafarers Center
Richard Task	STINGRAY MARITIME
Aly El Ftrehy	Sesco Cement
MOHAMMED (Nakali)	Sesco Cement
Philip Erbland	S&ME, Inc.
Shawn Brown	PIB
DOUG WRAY	Ports America
Bill Krzawick	MIA / AMVIB
MIKE AUGUSTINE	A-R. SAUSAGE + SON
COLT MCCAY	MOSAIC
LARRY ROSE	TSA
Mark Spence	TSA
Hans Phifer	TSA
BOB SANDERS	WILLIAMS COMPANY
RAY CLARK	FDOT
JEFF HERNING	FDOT

Additional spaces on next page.

**PORT TAMPA BAY BUSINESS MEETING
SEPTEMBER 19, 2023 – 9:30 a.m.**

IN-PERSON PUBLIC ATTENDANCE SIGN-IN SHEET
(In person attendees)

NAME

BUSINESS

TERRY FLOKE

PILOTS

Brady Breezy

Mosaic

Arthur Savage

A.R. Savage & Son

Dennis Manelli



Anthony Washington

Sherrie Almand

Boc Almands@hcb.com

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**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY
BOARD OF COMMISSIONERS
FISCAL YEAR (FY) 20224 BUDGET WORKSHOP AND INSURANCE REVIEW
AUGUST 24, 2023**

The Tampa Port Authority's (TPA) FY2024 Budget Workshop was called to order at 10:04 a.m. with the following TPA Board of Commissioners (Board) members present Mr. Chad Harrod, Chairman; Mr. Hung T. Mai, Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Ted Conner, Commissioner; and Mayor Jane Castor, Commissioner. The Honorable Michael Owen, Commissioner was absent. TPA Board of Commissioners Seat Number Four (#4) was vacant at the time of this Workshop.

The following senior management were present: Mr. Paul Anderson, Port President/CEO; Mr. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Mr. Brian Giuliani, Chief Operations Officer; Mr. Wade Elliott, Senior Vice President of Marketing and Business Development; Mr. Patrick Blair, Vice President of Engineering; Mrs. Ryan Fierst, Vice President of Legal Affairs; Mr. Ken Washington, Vice President of Information Technology and Chief Information Officer; Mr. Thomas Hobbs, Chief of Staff; Mr. Ed Washington, Vice President of Real Estate; Mr. Mark Dubina, Vice President of Security; Mrs. Joanne Toledo, Vice President of Human Resources; Mr. Matt Thompson, Vice President of Operations; Mr. Karl Strauch, Vice President of Marketing; and Mr. Greg Lovelace, Vice President of Business Development.

The TPA, d/b/a Port Tampa Bay (PTB), Fiscal Year 2024 Budget Workshop Presentation is Attachment 1.

Mr. Anderson presented an overview of PTB's Fiscal Year 2024 (FY2024) Budget. Mr. Anderson stated that each year staff develops PTB's budget with certain objectives and strategies in mind. Mr. Anderson also stated that staff would present aggressive but attainable revenue projections coupled with prudent expense guideline that includes a capital improvement plan that demonstrates PTB's commitment to expanding maritime land and investing in critical infrastructure to support long-term growth.

Mr. Anderson asked David Delac to present the FY2024 Budget.

Budget Comparative Statement of Revenues & Expenses (FY2023)

Mr. Delac outlined the Budget Comparative Statement of Revenues & Expenses FY2023 as listed in the PTB FY2024 Budget Workshop presentation. Mr. Delac stated that staff expected FY2023 Operating Revenues to be approximately \$6.9 million or about nine percent (9%) above budget.

Mr. Delac stated that one of FY2023's bright spots was an increase in lease revenue and expects to finish about \$1.7 million over budget due to market adjustments as well as CPI increases due to existing leases.

Mr. Delac continued that cruises and parking revenue had exceeded expectations as staff budgeted conservatively due to unknown impacts related to COVID. Other commodities outperforming the budget include granite, petroleum, citrus concentrate, steel and lumber.

Mr. Delac stated that operating expenses are expected to be lower than budgeted due to cost savings related to cruise, deferred hiring or vacant positions, reduced travel expenses and other implemented cost-control measures. As a result, staff expects operating income to be above the budget by approximately \$8.2 million. This results in a very respectable 49% operating margin.

Mr. Delac stated that net non-operating revenues are projected to exceed the budget by about \$2.8 million, due to increased interest income as a result of favorable rates on investments. Mr. Delac continued that brings the Net Income before Grant Revenue to \$50 million, \$11 million more than budgeted.

FY2024 Budget Trends & Assumptions

Mr. Delac outlined some assumptions that were used in developing the FY2024 budget, stating that overall tonnage over PTB-owned docks is projected to increase by 11% in FY2024 due to increased projections for cement, limestone, phosphate, prilled sulfur, liquid sulphur, ammonia, petroleum, steel and scrap metal. Cruises are expected to continue to sail near 100% capacity, however there is an expectation of a five percent (5%) decrease in passengers due to less sailings in FY24. Mr. Delac continued that staff had made some assumptions that they think are very realistic and attainable.

Mr. Delac stated that operating expenses are projected to increase in FY2024 for a variety of reasons, which were listed in the presentation (slide number 6). Mr. Delac also noted that the personnel budget included market equity and merit raises for employees. There is an estimated 10% increase in health insurance costs for FY2024.

Mr. Delac stated that at the June 2023 Board meeting, the Board approved a tentative millage rate of \$0.0770 per \$1,000 valuation as the maximum rate PTB could assess. Final numbers from the Property Appraiser's office show that the actual rolled-back rate to be \$0.0775, therefore, staff proposes a millage rate of \$0.0770 for FY2024 to continue the Port's long tradition of reducing taxes to Hillsborough County residents.

Mr. Delac stated that grant revenues are projected at \$12 million. Mr. Delac continued that additional grant funds had been allocated to PTB but that particular revenue would be recognized in future years as the funds are expended.

Two (2)-Year Comparative Statement of Revenues & Expenses (FY2023-2024)

Mr. Delac outlined the budgeted income statement for FY2024 in comparison to where staff expects to finish in FY2023. Operating Revenue would finish above FY23's projection as a result of increased cruise and cargo revenue. Lease revenue was relatively flat, increasing only \$215,000 with a number of new tenants that are still in pre-development or development periods not yet generating significant lease revenue for PTB. Operating Expenses were up slightly, compared to FY23. As a result, Mr. Delac noted that Operating Income would be \$33.7 million and would result in an operating margin of 41%. Mr. Delac also noted that Ad Valorem tax receipts and interest income are consistent with FY23. Interest income will decrease slightly as a result of reduced principal balances. Mr. Delac stated the PTB staff was not anticipating any new debt in FY23.

FY2023 vs FY2024 Operating Revenues

Mr. Delac stated that at Mr. Anderson's direction, staff only budgets for revenue when there is a signed agreement in place, which means that there are opportunities for additional FY24 revenue that staff had not included since negotiations were not complete.

In response to Chairman Harrod's question regarding areas where Port Tampa Bay is paying ad valorem taxes and PTB is not getting reimbursed from lease properties, Mr. Delac stated that those taxes are from areas such as the PTB Headquarters building with leaseholders paying their portion.

FY2024 Operating Revenue Diversification

Mr. Delac presented PTB's Operating Revenue Diversification, noting that diversification continues to be one of PTB's primary objectives allowing the Port to weather downturns in any one line of business. He explained that the chart on slide 9 showed the percentage that each line of business contributes to the overall operating revenue stream for FY2024, with bulk cargo being and continuing to be a primary component of PTB's overall Operating Revenue stream, comprising 39% of FY2024's budgeted Operating Revenue. He added that lease revenue followed at 28%. Containers and General Cargo are making up a larger proportion of the revenue pie and is projected to generate nine percent (9%) of the Operating Revenue in FY24. Cruise revenue is 18% of the FY24 projected revenue. Mr. Delac continued that diversification is one of the key factors that result in PTB's favorable credit ratings.

In response to Commissioner Conner's question regarding whether petroleum was included in the bulk cargo line item, Mr. Delac affirmed that it was.

FY2024 Operating Revenue Assumptions

Mr. Delac stated that bulk cargo tonnage is expected to increase 10% in FY2024. TEUs are projected to increase 20% from FY23 levels to 250,000 TEUs in FY24. While staff projects only modest gains in FY2024 lease revenue, future years will show a much larger increase as new tenants enter the operational phases of their leases.

Mr. Delac continued that the cruise industry has for the most part returned to normal operations after restricting capacities during the pandemic. Staff projects a return of three Carnival Cruise Line vessels, one a single-sailing and other reoccurring, four Royal Caribbean vessels, and one vessel each from Celebrity Cruise Line and Norwegian Cruise Line. Staff project that all vessels will sail at 100% capacity.

Five (5)-Year Trends – Total Cargo Tonnage at PTB Berths

Mr. Delac presented the 5-year trends for Total Cargo Tonnage at PTB berths. Mr. Delac stated that total tonnage at PTB berths is projected to increase approximately 11%. Mr. Delac then outlined the five-year trend for each area of business, which are presented on slides 12 through 16 in the presentation.

Operating Revenue

Mr. Delac stated that an indicator of the financial strength and stability of Port Tampa Bay is its strong Operating Revenue. Despite challenges facing not just Port Tampa Bay but the global economy, Port Tampa Bay Operating Revenues are projected to be nearly \$83 million for FY23, the highest ever for the port. Over the past five years Port Tampa Bay averaged over \$66 million in operating revenues.

Business Development (slide 18)

Mr. Elliott presented the Business Development segment of this workshop noting that staff develops the forecast and the outlook together with Business Development and Real Estate. Mr. Elliott noted that staff are talking to tenants and customers gathering collective feedback in order to present the projections presented here.

Mr. Elliott stated that diversification is key. Even though there is uncertainty in terms of economic outlook with interest rates and inflation, population growth and diversification are very important.

Mr. Elliott stated that the Seven Anchors set for the in the Vision 2030 plan continue to guide the port. Staff uses this plan every day and it defines what they do. The plan guides their entire effort, particularly on the supply chain side, understanding importers and exporters and how their business flows.

Mr. Elliott's portion of the workshop presentation is on slides 18 – 36.

Ro-Ro and Automotive (slide 33)

Mr. Greg Lovelace stated that there is a new lease agreement with Glovis providing shipment, handling, storage and processing of automobiles, and short sea imports from Mexico due to plant expansion, as well as export opportunities.

Cruise (slide 34):

Mr. Lovelace stated that there would be six homeported vessels in FY24: two each from Carnival and Royal Caribbean; one each from Norwegian Cruise Line and Celebrity Cruises. Mr. Lovelace continued that there are discussions ongoing with other prospects.

Foreign Trade Zone No. 79 (FTZ) (slide 35)

Mr. Elliott noted that FTZ is one of PTB's services that is often overlooked. If you see all of PTB's different lines of business, PTB has customers involved in containers and ship repair, liquid and dry bulk who are taking advantage of FTZ to reduce their costs. Staff thinks that is going to be a more important factor going forward. All of the port, including Redwing and South Bay, fall within the FTZ umbrella.

In response to Commissioner Allman's question regarding how many cruise ships were scheduled in FY24, Mr. Lovelace explained that there would be at least three year-around and seven total cruise ships. Commissioner Allman then suggested that the "Agriculture-Fertilizer" slide be renamed for next year's budget workshop to "Chemical-Food Processing-Agriculture-Fertilizer."

There was some discussion regarding PTB property taxes. In addition to PTB buildings and cruise terminals, Mr. Klug explained that PTB paid property taxes on one lease with Tampa Ship and some Berths. A portion of the headquarters building is exempt from property taxes as it is used for the PTB offices. The leased office spaces are taxed. There was continued discussion as to an appeal in the District Court of Appeals regarding a ruling that will determine which properties would be exempt from property taxes as there are conflicting rulings across courts.

In response to Commissioner Allman's question regarding when grant revenues are recognized, Mr. Delac stated that grant funding is recognized when it is earned.

FY2024 Personnel Expense Assumptions (slide 37)

Mr. Delac stated that Operating Expenses were projected to increase by \$7 million overall, or about 16%. Personnel expenses are projected to increase 14% and this is due to expected increases in insurance costs as well as increased salary expense due to merit increases and market equity adjustments. Mr. Delac continued that PTB is not planning the addition of any new positions and that vacancies will be evaluated and hiring deferred whenever possible. Staff proposes a five percent market equity increase for FY24 and

merit increases of up to three percent per employee are also proposed. Health insurance costs are forecast to increase approximately 10%.

FY2023 Promotional Expense Assumptions

Mr. Delac stated that PTB continues to make sure PTB's Business Development department has adequate funds to continue to grow PTB's business. Mr. Delac noted that the promotional expense category includes Business Development related travel, publication of marketing brochures and advertising among other items. Promotional expenses are projected to increase 57% compared to FY23.

FY2022 Administrative Expense Assumptions (slide 39)

Mr. Delac stated that broad administrative expenses category is budgeted to increase about 15% as PTB continues to add facilities causing security, repair and maintenance costs to increase. Security costs make up about 18% of PTB's total Operating Expenses as the contract with the Hillsborough County Sheriff's Office will increase slightly as will the costs associated with other security and maintenance contracts.

Mr. Delac continued that premiums associated with the property and casualty insurance program are forecast to increase slightly in FY2024.

FY2023 Non-Operating Items (slide 40)

Mr. Delac stated that net Non-Operating Revenue is projected to decrease in FY2024 mainly due to reduced interest income related to the uncertainty regarding rates. Ad Valorem tax revenue remains flat. Staff anticipates recognizing \$12 million in grant revenue during FY2023. Mr. Delac explained that grants are reimbursement grants so, PTB recognizes the grant revenues as the funds are expended and then requests reimbursement.

Operating Revenue & Ad Valorem Tax Receipts – Ten Year Trend (slide 41)

Mr. Delac noted that this slide shows the Operating Revenues and the Ad Valorem tax revenue over a 10-year period. Mr. Delac continued that PTB is very judicious in the amount of taxes it levies as well as how the Ad Valorem tax revenues are used. Ad Valorem taxes are used solely for infrastructure capital projects of a public nature.

2024 Capital Improvement Program (slides 42 through 59)

Mr. Ram Kancharla outlined the 2024 Capital Improvement Program as presented beginning on slide 42. Mr. Kancharla noted FY2023 Capital Project Recap on slide 43.

Mr. Kancharla noted the following major capital projects completed in FY23 and ongoing projects: Container Gate; Berth 214 Upland Improvements; Berth 268 Reconstruction; Security Improvements – Off Site Storage Facility; and Eastport Fill

Proposed FY2024 Capital Budget (slide 50):

Mr. Kancharla outlined a chart showing the proposed FY2024 capital budget on slide 51.

In response to Chairman Harrod's question regarding deferrals, Mr. Kancharla stated that \$15.7 million is being deferred on Hooker's Point New Berth 218 from FY23 to FY24. There was continued discussion clarifying how the Capital Budget is calculated between fiscal years. Chairman Harrod asked that moving forward the deferred projects are laid out separately and identified specifically.

There was brief discussion regarding Hooker's Point Turning Basin Expansion project with Mr. Anderson stating that this goes back to Mr. Elliott's presentation on larger vessels coming into the port with a dual benefit as the dredge material will be used for fill of the Eastport Expansion. In response to Chairman Harrod's question regarding security projects funding, Mr. Mark Dubina stated that what is in the budget is everything that is on deck and while it is not necessarily what will be expended, it is anticipated that most of the \$2.2 million budgeted will be utilized. There was further discussion regarding whether the budgeted amount will meet all of security's needs, Mr. Dubina stated that PTB Security is very judicious on its spending and are also able to cover its requirements. There are also contingencies built into respective security budgets to cover unexpected issues that may arise.

Funding Proposed FY 2024 Capital Budget (slide 57):

Mr. Kancharla outlined the funding of the proposed FY24 Capital Budget.

FY 2024 Proposed Capital Projects (slide 58):

Mr. Kancharla outlined the list of proposed FY Proposed Capital Projects.

There was continued discussion regarding federal grant funding and how that affects the Capital Budget. Mayor Castor noted that a critical point is the fiscal health of an organization has to have the funding available to meet the match on state and federal grants. Mr. Kancharla affirmed that no grant funding is listed until the funding has been received and a joint participation agreement is in place.

There was a brief discussion regarding the shrimp dock improvement project not being deferred, Mr. Kancharla explained that project will not be deferred as that project would be undertaken within the current fiscal year.

Three (3)-Year Comparative Statement of Revenues and Expenses (slide 60)

Mr. Delac outlined a three-year projection of the financial statements and noted that PTB staff did not develop the information for FY2025 and FY2026 in nearly the detail that they did for FY2024. Mr. Delac continued that staff assumed minimal change in ad valorem tax receipts.

Projected Operating Margin (FY2024 – FY2025) (slide 61)

Mr. Delac stated that the Operating Margin for FY24 was expected to be 41%, decreasing to 40% in FY25 and 39% in FY26.

FY2024 Public Hearing Dates

Mr. Delac noted that there were two additional steps that were required before the budget could be finalized. First would be the Preliminary Millage Rate and Budget Public Hearing on Wednesday, September 6, 2023, at 5:01 pm. Then on Thursday, September 21, 2023, at 5:01 pm, PTB would hold its Final Millage Rate and Budget Public Hearing.

Mr. Delac thanked Mr. Anderson and PTB management for their help in developing the budget for their respective areas of responsibility and providing them to Finance to compile the information presented at this workshop. Mr. Delac then expressed special thanks to Mr. Alfonso, Mr. Elliott, Mr. Ram Kancharla, and their respective staffs.

Mr. Anderson stated his sincere thanks and gratitude to the Finance team. The Business Development team also works with Finance, contributing a lot of market insight with customers. PTB staff does their very best to bring accurate forecasting to the process developed, with a professional team working collaboratively with customers, tenants, and stakeholders to bring this budget presentation together.

In response to Chairman Harrod's question regarding lease revenue budget being lowered with CPI, Mr. Delac stated that staff only budgets for the leases and the amounts known and does not budget for CPI up or down.

In response to Commissioner Mai's question regarding whether PTB assists tenants to help create increased production, Mr. Raul Alfonso stated that staff continues to assist all of its customers working very closely with its partners, such as Ports America and Port Logistics Refrigerated Services, and Titan America, with expansion efforts, construction, etc.

There was a brief discussion regarding PTB helping petroleum customers with lost revenue as a result of an increase in electric vehicles on the roadways.

There was also a brief discussion as to whether the drought in Panama, causing ships to be delayed would impact PTB operations. Mr. Alfonso stated that he would be going to Panama in a few weeks to get a better understanding of any anticipated impacts. Mr. Anderson noted that container services shipments would continue and that other delays provide opportunities for PTB to showcase its capabilities and convince companies to reroute their thinking and utilize Port Tampa Bay for its shipments.

There was continued discussion regarding business development and marketing strategies.

In response to Commissioner Conner's question regarding the budgeted 59% increase in property insurance, Mr. Delac stated that staff tries to predict as accurately as possible and may have been slightly overbudgeted.

INSURANCE REVIEW:

Mr. Delac introduced Mr. Joe Pennock, Managing Director at Hugh Wood, Inc., to assist Board members with a Port Tampa Bay Property Insurance Review.

Mr. Pennock's stated that the insurance industry is in a constant state of flux, getting worse year over year with climate-related issues. There are three factors that affect insurance rates, with one being the market, which is somewhat out of control and is difficult to predict. There are capital expenditures added all the time and can increase the total insurable values, with some being insurable and others not. The third factor is inflation on the existing property values, increasing replacement costs, which then increases the total insurable values. Mr. Pennock continued that there would not be a 59% increase in the premiums from last year's policy to this year, however there may be a 10% - 15% increase. The market has steadied slightly in that it is not as volatile as in recent years. Consumers have become used to chaos so that has become normalized. Mr. Pennock explained that the insurance industry's capacity is increasing with opportunistic companies noticing there is profitability and entering the market.

In response to Commissioner Allman's question regarding reinsurance and the need for layering, Mr. Pennock stated that there is a reinsurance drive. Consumers often have conversations with insurers and agree to take on slightly more risk to lower premiums. In response to Commissioner Allman's question regarding whether insurers were backing away from insuring the heavy industrial properties like PTB's, Mr. Pennock noted that insurance premiums fluctuate based on risk and PTB properties' risk is more related to weather conditions. Mr. Pennock continued that higher risk results in higher premiums.

There was continuing discussion regarding how insurers assess risk and the varying types of insurers with PTB properties being insured by insurance companies that focus on maritime properties.

In response to Commissioner Mai's question regarding what percentage the insurance rates may increase next year, Mr. Pennock stated that he thought that a 15% to 20% rate increase would be reasonable, depending on how much insured values increase.

In response to Commissioner Allman's question regarding whether the insurance companies determine property values, or if they allow PTB to submit values, Mr. Pennock stated that insurers have their own system and property owners' estimates should be within a certain range of expectations by the insurers. Insurers dictate from their estimates yet there is room for conversation with property owners to have some input. In response to Commissioner Allman's question regarding how PTB estimates compare to insurer estimates, Mr. Patrick Blair stated that appraisals were in-line with insurer expectations.

Commissioner Harrod confirmed that the next meeting would be the Tentative Millage Rate and Fiscal Year 2024 Budget Public Hearing on September 6, 2023, at 5:01 pm in the Port Tampa Bay Boardroom.

Chairman Harrod adjourned the workshop at 11:50 a.m.

Chad Harrod, Chairman

ATTEST:

Patrick H. Allman, Secretary/Treasurer



1

Chief Executive's Overview

Strategic Initiatives

- Ensure Port Tampa Bay's continued solid financial performance
- Diversify the revenue stream to maintain and improve Port Tampa Bay's financial ratings, allow reinvestment to modernize and expand the Port, and ensure Port Tampa Bay's continued success during economic downturns
- Protect and expand maritime land
- Invest to expand and maintain critical infrastructure
- Leverage Port Tampa Bay's investments in modern, flexible deep draft berths / terminals to support cargo throughput
- Optimize Port Tampa Bay's long-term ability to accommodate larger vessels

2

Chief Executive's Overview

Strategic Initiatives

- Enhance partnerships with stakeholders
- Expand marketing and outreach
- Contribute to the regional and economic growth by attracting and retaining water-dependent and water related companies
- Target niche cruise markets while exploring longer term opportunities to serve the next generation of cruising
- Continue to grow and diversify Port Tampa Bay's cargo and related business by developing supply chain solutions to meet customers' needs
- Assume a leadership role among local, regional and state planning and transportation agencies to ensure Tampa has access to first class freight-oriented landside transportation infrastructure

3

Budget Comparative Statement of Revenues and Expenses FY2023

<i>(in thousands)</i>	FY23 Budget	FY23 Projected
Operating Revenue:		
Port Usage Fees	\$ 54,334	\$ 59,689
Rentals	\$ 21,137	\$ 22,793
Other Operating	\$ 954	\$ 411
Total Operating Revenue	\$ 76,025	\$ 82,913
Operating Expenses:		
Personnel	\$ 21,903	\$ 20,632
Promotional	\$ 1,769	\$ 1,300
Administrative	\$ 20,082	\$ 20,509
Total Operating Expense	\$ 43,754	\$ 42,471
Operating Income	\$ 32,271 42%	\$ 40,442 49%
Non-Operating Revenue / (Expense)		
Ad Valorem Tax Receipts	\$ 11,272	\$ 11,371
Ad Valorem Tax Payments	\$ (550)	\$ (626)
Interest Income	\$ 493	\$ 3,132
Interest Expense	\$ (3,838)	\$ (3,858)
Other, Net	\$ (452)	\$ (247)
Net Non-Operating Revenue	\$ 6,925	\$ 9,772
Net Income before Grant Revenue	\$ 39,196	\$ 50,214
Grant Revenue	\$ 10,450	\$ 5,978
Net Income	\$ 49,646	\$ 56,192

4

FY2024 Budget Trends and Assumptions

- Bulk cargo tonnage across PTB-owned docks will increase about 10% from FY23 tonnage projections
- General cargo tonnage across PTB-owned docks will increase about 17% from FY23 tonnage projections
- TEU's will increase about 20% from FY23 projections.
- Cruises passengers are expected to decrease 5% due to slightly less sailings
 - Carnival, Royal Caribbean, Norwegian and Celebrity Cruise Lines returning

5

FY2024 Budget Trends and Assumptions (continued)

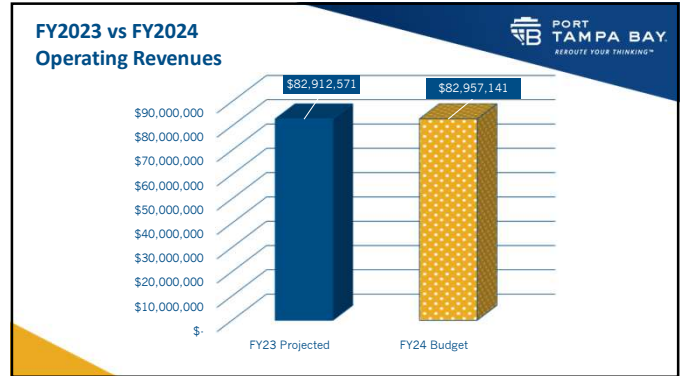
- Operating expenses increase due to:
 - Increased personnel costs
 - Increased promotional expenses
 - Increased security, maintenance costs
- Ad Valorem tax rate decreases from \$.0840 per \$1,000 valuation to \$.0770 per \$1,000 valuation
- Anticipate recognizing new grant revenues of \$12 million
 - Additional grant money allocated to PTB but not assigned to active projects at this time; will be recognized in future years

6

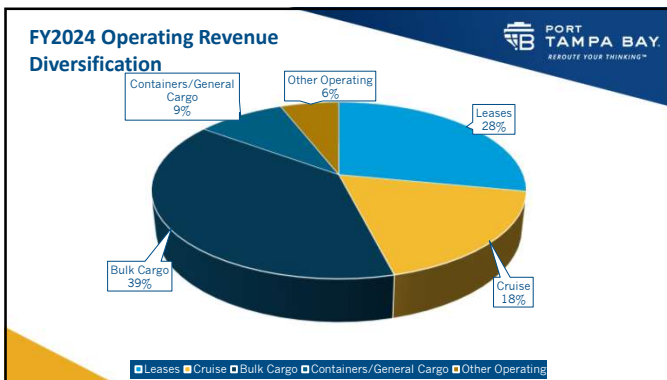
Two-Year Comparative Statement of Revenues and Expenses FY2023 – FY2024

(in thousands)	FY23 Projected	FY24 Budget
Operating Revenue:		
Port Usage Fees	\$ 59,689	\$ 59,515
Rentals	\$ 22,293	\$ 23,008
Other Operating	\$ 431	\$ 435
Total Operating Revenue	\$ 82,413	\$ 82,958
Operating Expenses:		
Personnel	\$ 20,632	\$ 23,548
Promotional	\$ 1,330	\$ 2,083
Administrative	\$ 20,509	\$ 23,651
Total Operating Expense	\$ 42,471	\$ 49,282
Operating Income	\$ 40,442 49%	\$ 33,676 41%
Non-Operating Revenue / (Expense)		
Ad Valorem Tax Receipts	\$ 11,371	\$ 11,537
Ad Valorem Tax Payments	\$ (626)	\$ (700)
Interest Income	\$ 3,132	\$ 2,400
Interest Expense	\$ (1,858)	\$ (1,653)
Other, Net	\$ (247)	\$ (219)
Net Non-Operating Revenue	\$ 9,772	\$ 9,365
Net Income before Grant Revenue	\$ 50,214	\$ 43,041
Grant Revenue	\$ 5,978	\$ 12,000
Net Income	\$ 56,192	\$ 55,041

7



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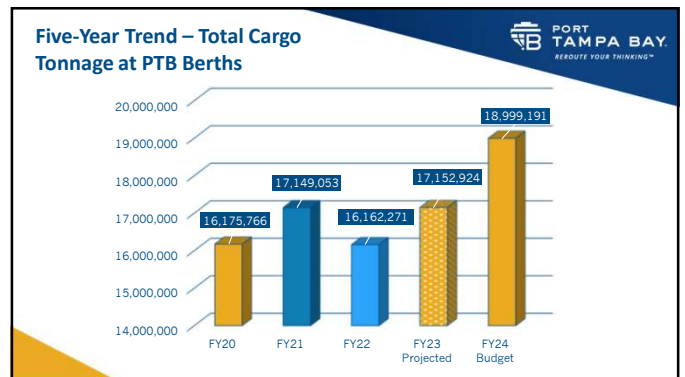
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- ### FY2024 Operating Revenue Assumptions
- Bulk Cargo**
 - Expecting approximately 16.8 million tons of Bulk Cargo
 - 10% increase over FY23 projections
 - General Cargo**
 - Container TEU's increase 20% over FY23 projections
 - Lease revenue increases 1%**
 - Several tenants in pre-development & development phases

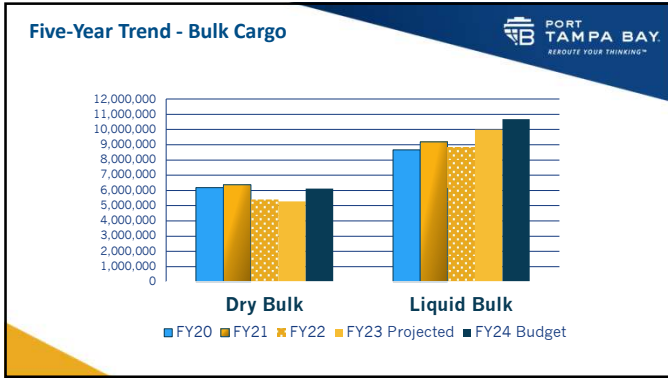
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- ### FY2024 Operating Revenue Assumptions
- Cruise**
 - Cruises are now sailing at near 100% capacity
 - 237 cruises scheduled in FY2024
 - Slightly less passengers and sailings than FY23
 - Expecting 7 vessels to homeport at Port Tampa Bay for FY24 cruise season

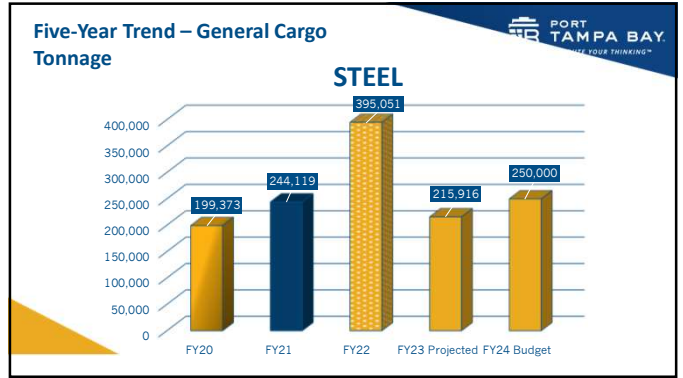
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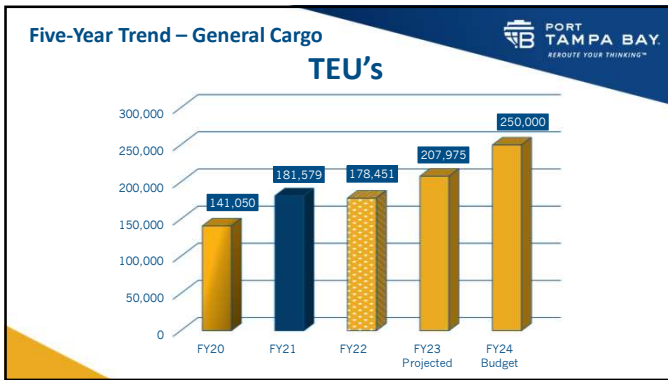
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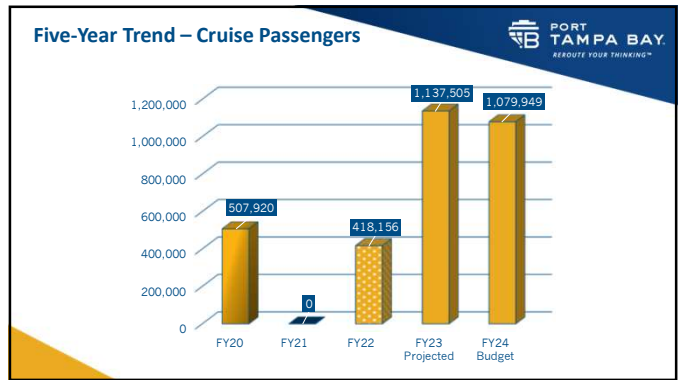
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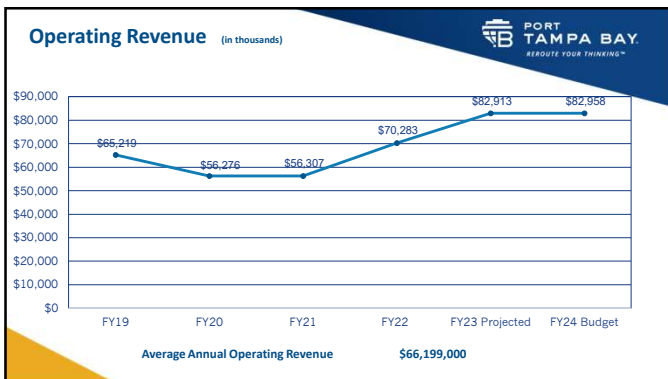
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15



16



17



18

Florida's largest and most diversified port

- 34 million tons of cargo a year, 5000 acres
- Diverse mix of bulk, break-bulk & containers
- Huge and expanding local market
- Energy products gateway for Central Florida
- Major fertilizer export port
- Hub for shipbuilding & repair center
- Major cruise homeport
- Expanding container gateway for distribution centers & manufacturers
- Diverse lines of business = solid financial performance: Fitch 'A' Rating & Positive Outlook
- Over \$17B in economic impact supporting more than 85,000 jobs in Central Florida

PORT TAMPA BAY
REDEFINE YOUR THINKING™

19

Port Tampa Bay's Business Development Strategy is driven by Port Tampa Bay's Master Plan / Vision 2030 and its Seven Anchors

The Seven Anchors

- 1/ EXPAND AND DIVERSIFY PTB'S BUSINESS BASE THROUGH EXECUTING A SUPPLY CHAIN SALES STRATEGY**
VISION: PTB will become the preferred international gateway to central Florida for imports, exports and the shipping lines they use by delivering value across their supply chains.
STRATEGY: Demonstrate the holistic benefits (cost savings, efficiency gains, enhanced reliability) of the Tampa gateway to target customers.
- 2/ FULFILL CENTRAL FLORIDA'S LONG-TERM ENERGY REQUIREMENTS**
VISION: PTB will contribute to Central Florida's rapid economic growth by providing reliable, cost-effective access to energy.
STRATEGY: Provide deep-draft access and enhanced petroleum distribution infrastructure to the region's energy producers.
- 3/ OPTIMIZE TAMPA BAY'S VESSEL ACCESS TO SUCCESSFULLY PURSUE ENERGY TRADE OPPORTUNITIES GENERATED BY THE PANAMA CANAL EXPANSION**
VISION: PTB will contribute to the international competitiveness of the central Florida economy by providing deep-draft access to international markets.
STRATEGY: Collaborate with the U.S. Army Corps of Engineers, Navies, shipping lines, port community and Tampa Bay Ports, determine and implement an optimal deepening and widening strategy for the access channels to accommodate the evolving needs of the global fleet serving the Port.
- 4/ EXPAND AND DIVERSIFY THE REGION'S INDUSTRIAL ECONOMY AND CARGO BASE**
VISION: PTB will leverage its extensive port and transportation assets to expand the region's industrial economy.
STRATEGY: Formulate and execute an integrated industrial development program to attract and retain maritime dependent and maritime-related manufacturing and industrial businesses to the region.
- 5/ IMPLEMENT THE CHANNELWAY MASTER PLAN, OPTIMIZING CRUISE CAPACITY**
VISION: PTB will develop world-class passenger facilities and services optimizing the cruise experience and generating significant ancillary economic benefits for the community.
STRATEGY: Maximize the Port's draw for all cruise vessels, while fully integrating it with the redevelopment of the Channelway District, and include longer-term solutions to serve the new generation cruise fleet.
- 6/ PARTNER WITH THE CITY AND COUNTY TO MAXIMIZE THE FUTURE GROWTH AND DEVELOPMENT OF THE REGION**
VISION: PTB will collaboratively work with the public and private sectors to optimize the growth and vitality of the Port, the City, the County, and the region.
STRATEGY: Leverage the Channelway redevelopment initiative to partner with the public and private sectors in the redevelopment of this site.
- 7/ DEVELOP AND IMPLEMENT A LANDSIDE TRANSPORTATION ACCESS STRATEGY**
VISION: PTB will develop a landside transportation network that provides and sustains a high level of freight accessibility to port facilities.
STRATEGY: Collaborate with federal, state and local transportation agencies and the community to develop and implement a road and rail transportation network that optimizes freight and community mobility.

PORT TAMPA BAY
REDEFINE YOUR THINKING™

20

FLORIDA IS THE FASTEST GROWING STATE IN THE US AND THE I-4 CORRIDOR IS THE FASTEST GROWING REGION OF FLORIDA

- Florida population: 22.2 million
- Forecasted to reach 28M by 2030 and 32M by 2040
- According to the US Census Florida ranks #1 in the country for total net migration with 444,484 people moving here from 2021 – 2022
- Surpassed NY as the 3rd largest state
- 15th largest economy in the world
- Over 1,200 people a day moving to Florida
- Tourism: 140 million annual visitors

Tampa Bay/Orlando I-4 Corridor

- Largest concentration of distribution centers in Florida
- Over 550 million square feet of DC space

PORT TAMPA BAY
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21

Energy - Bulk

- Central Florida's hub for gasoline, diesel, jet fuel, ethanol, lube oil
- Partnership between Port Tampa Bay and petroleum companies at REK
- Central Florida Pipeline connecting Port Tampa Bay to Orlando
- New business opportunities under discussion

PORT TAMPA BAY
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22

Fertilizer & Agriculture - Bulk

- One of the world's leading fertilizer export ports
- Diverse mix of dry and liquid bulk cargoes
- Rail service resuming at TMT
- Positive outlook for phosphate and related input products (molten & prilled sulfur)
- Ardent Mills – Now receiving ocean deliveries
- Forecast for juice shipments remains strong

PORT TAMPA BAY
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23

Construction & Building Materials – Bulk & Breakbulk

- Florida's largest steel port
 - Processing & Distribution
 - Manufacturing & Fabrication for Export
- Lumber & forest products
- Cement
- Aggregates – Granite & Limestone
- Gypsum
- Favorable outlook across all commodities

PORT TAMPA BAY
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24

25

Shipbuilding & Repair

- Four major shipyards – one of the largest hubs in the Southeast
- Refit, repair & maintenance
- New ship construction

25

Containers

- Huge, expanding Central Florida market
- BCO supply chain sales strategy – Executive Shippers' Council
- Working with our carriers to support new services
- Expanding terminal capacity
- Priorities:
 - Attracting new container services
 - Developing exports
 - Attracting new DCs and manufacturers

26

Container Terminal Expansion

Terminal Operations Efficiencies:

- High vessel productivity
- Fast turnaround times
- Truck drivers do 3-4 round trip deliveries/day
- NO CONGESTION
- NO WAITING

- On-dock intermodal capability – 17,000 feet of adjacent rail track
- Terminal expansion now underway:
 - 3 additional cranes arrived in March, operational Fall 2023
 - New 6-lane gate system operational Fall 2023
 - Increasing paved storage from 67 acres to 97 acres (to be completed 2024)
 - Berth extension 214 from 3,200 to 4,500 feet (to be completed 2026)
 - On-dock rail-served trans-load facility planned for 2025
 - Future deep draft project underway (target 47') for future Neo Panamax vessels

27

Expanding Global Container Service Connections

Direct Weekly Asian services and new Mexico, Central & South American connections can efficiently serve both inbound suppliers and export customers

28

Executive Shippers Council – Local Tampa Market

29

New Distribution Centers:

- City Furniture – 1.2M SF Plant City
- Dollar Tree – 1.5 M SF Ocala
- Conn's Furniture – 530M SF Lakeland
- Target – 1.4M SF Pasco County
- Lowes – 1.2 M SF Lakeland (under contract)
- Ace Hardware – 710K SF Lakeland (under contract)
- Syco Foods – 500K SF Plant City
- Home Depot – 400K SF building materials DC in Gibsonton

Plus: Recent additional expansion by Rooms to Go, iGas, Dollar General, Badcock, Publix, Haverty's, Samsung, Fanatics, Refresco, El Dorado, and others

Over 15 M SF of additional DC space available in Central Florida

30

Refrigerated On-dock Cold Storage

135,000 SF state of the art facility:

- On site CBP Ag inspection and fumigation services
- 148 reefer plugs
- Food grade glycol refrigerant throughout
- Cross dock container yard connectivity w/ truck capacity
- Adjacent berth with dedicated mobile harbor crane
- Uninterrupted cold chain solution
- Non-union operation
- 2 Gottwald Mobile harbor cranes

Services: Costa Rica, Honduras, Guatemala & Mexico

PLRS
Port Logistics Refrigerated Services

31

Supply Chain Strategy: Cost Savings Using Northbound Backhaul Capacity

Savings: Proximity to I-4 Corridor – Florida’s Distribution Hub – means multiple round-trip deliveries/per day versus east coast port routings. **Savings** of \$1500/container by routing via Tampa versus via east coast ports

Northbound Trucking Advantages: 80% of domestic trucks leave Florida empty. **Northbound trucking rates 40-50% less than southbound** – opportunity for major cost savings efficiencies and environmental impact

Significant Rail Potential: Extended reach throughout CSX network. **New CSX Greenway reefer rail service Tampa to Northeast**

32

Ro-Ro & Automotive

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- New lease agreement with Glovis providing shipment, handling, storage and processing of automobiles.
- Short sea imports from Mexico due to plant expansion, as well as export opportunities.

33

Cruise

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- Six homeported vessels in FY24:
- Two each from Carnival and Royal Caribbean
- One each from Norwegian Cruise Line and Celebrity Cruises
- Discussions ongoing with other prospects

34

Foreign Trade Zone #79

FOREIGN TRADE ZONE #79
Tampa Bay 13,000 sq. miles

- Offers cost savings on customs duties, taxes and merchandise processing fees to firms involved with qualified importing, exporting, manufacturing and distribution activities
- Program managed by Port Tampa Bay
- Participation across our multiple lines of business
 - Containers
 - Breakbulk
 - Bulk
 - Shipbuilding & Repair

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PORT TAMPA BAY
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36

FY2024 Personnel Expense Assumptions

- No new positions
 - Filling of current vacancies deferred when possible to align with evolving business requirements
- Increased personnel costs due to merit increases and market equity adjustment
- 5% market equity adjustment consistent with CPI
- Up to 3% merit increases
- Increases in health insurance premiums and FRS contributions

37

FY2024 Promotional Expense Assumptions

- Promotional Expenses increase over FY23 projections
 - Increased Travel
- Includes Business Development related expenses
 - Business Development travel
 - Cargo brochures
 - Advertising
- Continued advertising for cold storage facility
- Continued marketing for container lines
 - Asia and Latin America
- Marketing of PTB property

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FY2024 Administrative Expense Assumptions

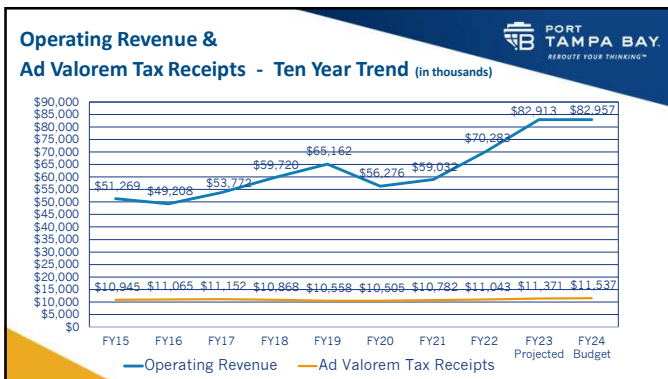
- Administrative expenses increase due to:
 - Property and casualty insurance program costs increase
 - 59% increase over prior year
 - Insurance program costs make up approximately 9% of total Operating Expenses in FY2024 budget
 - Increased costs for contractual services
 - HCSO, contract security, consultants
- Security expenses increase
 - Security costs make up approximately 18% of total Operating Expenses in FY2024 budget

39

FY2024 Non-Operating Items

- Ad valorem millage rate drops to \$.0770 mills (per \$1,000 valuation)
 - Below rolled-back rate of \$.0775
- Anticipate recognizing \$12 million in grant revenue from State and Federal funding sources

40



41

BUDGET WORKSHOP CAPITAL IMPROVEMENT PROGRAM FY24

42


2023 Capital Improvement Program Recap



Board Approved FY 2023 Capital Program (in millions)	\$	78.30
Hooker's Point Development (Berth 214 Islands, Road Improvements)	\$	27.25
Engineering Contracts/Annual Contracts	\$	7.95
Channelside Berth 288 Reconstruction	\$	7.58
Capital Equipment & Expenses	\$	7.50
East Port Development (Mitigation)	\$	3.77
Dredging & Spoil Islands	\$	3.53
Tenant Improvements (Shrimp Docks)	\$	3.30
Port Redwing Development (Access Road)	\$	0.80
Security Improvements	\$	0.19
Board Approved Capital Projects	\$	61.63
Deferred Capital Projects to FY 2023/24		
Hooker's Point New Berth 218	\$	15.70
Security Improvements (License Plate Reader, Generator Station)	\$	0.97
Total Major Projects Deferred to FY 2023/24	\$	16.67

43

Major Capital Projects Completed in FY23 / Ongoing Projects



44

Container Gate

Project Description:

- 6 lane Inbound and 3 outbound gate facility
- New administration and operations building
- Concrete foundations for gate automated system, canopies, rollup doors, electrical
- Install Optical Character Recognition (OCR) technology

Total project cost: \$6.3M

Funded by: Ports America and port revenues

Project completion date: October 2023




45

Berth 214 Upland Improvements

Project Description:

- This phase includes 25 acres of upland development
- Project includes storm drainage, electric, heavy pavement section, lighting and fire protection

Est. project cost: \$20.2M

Funded by – federal grant, state grant and port revenues

Estimated completion date: 2nd Quarter 2024




46

Berth 268 Reconstruction

Project Description:

- Life cycle replacement of existing Berth 268 by removing existing and installing new bulkhead
- 350 LF

Est. total project cost: \$11.9M

Funded by: state grant and port revenues

Project completion date: October 2023




47

Security Improvements – Off Site Storage Facility

Project Description:

- 12,000 SF facility designed for heavy wind loading and storm resiliency
- Off-port storage of vital port equipment including Command Vehicle

Total project cost: \$3M

Funded by – federal grant (FEMA) and port revenues

Project Completed: Summer 2023




48

East Port Fill


Project Description:

- Relocation of 200,000 CY of an existing soil stockpile for Land Reclamation

Total project cost: \$3.3M

Funded by – state grant and port revenues

Project Completed: September 2023



49



Proposed Capital Improvement Program FY 2024

50

FY 2024 Proposed Capital Projects



	\$	76.65
Total Proposed CIP FY 24 (in millions)		
Hooker's Point Development (Berth 214, Berth 218, Electrical Distribution Resiliency)	\$	48.25
Engineering Contracts/Annual Contracts	\$	8.30
Capital Equipment & Expenses	\$	8.10
Dredging & Spoil Islands (Hooker's Point Turning Basin, Annual Dredging)	\$	5.70
Tenant Improvements/Other (East Port Force Main, 3D Cost Share - Army Corp)	\$	3.04
Security Improvements	\$	2.26
Port Redwing Development (Signalization)	\$	1.00
Proposed New Capital Improvement Projects CIP FY24	\$	76.65

51

Hooker's Point – New Berth 214 and Dredging



Project description:

- 1,300 linear foot sheet pile wharf
- Gantry crane rail, foundation & electrical upgrades
- 47 future dredge depth
- Phase 1 – material purchases
- Phase 2 – Berth construction

Total project cost for New Berth 214: \$60M

- Phase 1 - \$12M (CIP FY 24)
- Phase 2 - \$48M (CIP FY 25)

Total project cost for Dredging: \$5.5M


Funded by – federal, state grant and port revenues

Est completion date: 4th Quarter 2025




52

Hooker's Point Power Resiliency Project



Project description:
Reconfiguration and modernization of substation elements


- Installation of new underground feeders (i.e., buried electrical lines)
- JPA with TECO
- Phase 1: Maritime North
- Phase 2: Maritime South

Total project cost: \$14M

- Phase 1 - \$7M (CIP FY24)
- Phase 2 - \$7M (CIP FY25)

Funded by – state grant and port revenues

Est. completion date: 4th Quarter 2025



53

Hooker's Point Development – Berth 218

Project Description:

- New berth – 480 ft. steel bulkhead wharf
- 2 Breasting Dolphins, 2 barge-breasting dolphins
- Fendering, lighting and mooring points

Est. total project Cost: \$19.5M

Funded by: state grant, bond and port revenues

Est. completion date: 1st Quarter 2025




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Hooker's Point Vehicle Storage Area

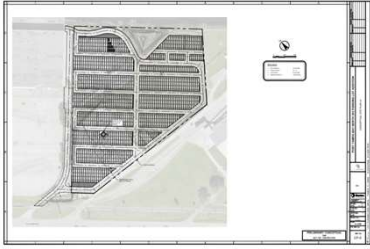
Project Description:

- 10.5 acres of automobile storage, including pavement, striping, electric and lighting

Est. total project cost: \$3.5M

Funded by: port revenues

Est. completion date: 3rd Quarter 2024



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Hooker's Point Turning Basin Expansion


Project Description:

- Expand from 1200' to 1400' radius turning basin
- Materials transported to East Port Reclamation site by barge

Est. total project cost: \$2.7M

Funded by: state grant and port revenues

Est. completion date: 4th Quarter 2024



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Funding Proposed FY 2024 Capital Budget

FUNDING SOURCES	AMOUNT (in millions)	% OF
		FUNDING TOTAL
Port Revenues	\$ 26.7	35%
Grants (State & Federal)	20.7	27%
PTB Bond Funds	16.8	22%
Ad Valorem	11.3	15%
Harbor Master Fees	1.2	2%
Funding Total	\$ 76.65	100%

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FY 2024 Proposed Capital Projects

	\$	76.65
Total Proposed CIP FY 24 (in millions)		
Hooker's Point Development (Berth 214, Berth 218, Electrical Distribution Resiliency)	\$	48.25
Engineering Contracts/Annual Contracts	\$	8.30
Capital Equipment & Expenses	\$	8.10
Dredging & Spoil Islands (Hooker's Point Turning Basin, Annual Dredging)	\$	5.70
Tenant Improvements/Other (East Port Force Main, 3D Cost Share - Army Corp)	\$	3.04
Security Improvements	\$	2.26
Port Redwing Development (Signalization)	\$	1.00
Proposed New Capital Improvement Projects CIP FY24	\$	76.65

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PORT TAMPA BAY
REROUTE YOUR THINKING™

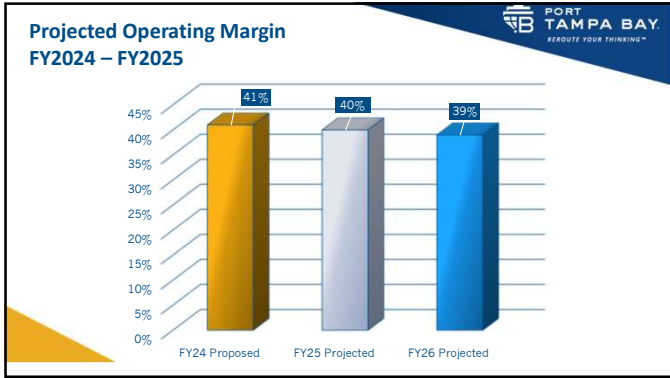
BUDGET WORKSHOP
CAPITAL IMPROVEMENT PROGRAM FY24

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Three-Year Comparative Statement Of Revenues and Expenses

(in thousands)	FY24 Proposed	FY25 Projected	FY26 Projected
Total Operating Revenue	\$ 82,958	\$ 85,447	\$ 88,010
Total Operating Expense	\$ (49,282)	\$ (51,254)	\$ (53,304)
Operating Income	\$ 33,676	\$ 34,193	\$ 34,707
Non-Operating Revenue / (Expense)	\$ (2,172)	\$ (2,500)	\$ (3,000)
Net Income Excl Grants / Ad Valorem	\$ 31,504	\$ 31,693	\$ 31,707
Ad Valorem Tax Receipts	\$ 11,537	\$ 11,250	\$ 11,000
Net Income Excl Grants	\$ 43,041	\$ 42,943	\$ 42,707

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FY2024 Public Hearing Dates

Preliminary Millage Rate and Budget Public Hearing
is scheduled for
Wednesday, September 6, 2023 at 5:01 pm

Final Millage Rate and Budget Public Hearing
is scheduled for
Thursday, September 21, 2023 at 5:01 pm

Port Tampa Bay Board Room
1101 Channelside Drive

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**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING
TENTATIVE MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2023-2024
SEPTEMBER 06, 2023**

The Public Hearing was called to order at 5:01 p.m. with the following Tampa Port Authority, d/b/a Port Tampa Bay (PTB) Board of Commissioners (Board) members present: Mr. Chad Harrod, Chairman; Mr. Hung T. Mai, P.E., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Ted Conner, Commissioner; and The Honorable Michael Owen, Commissioner. Mayor Jane Castor, Commissioner was absent. Port Tampa Bay Board of Commissioners Seat #4 was vacant at the time of this Hearing.

The following senior management were present: Mr. Paul Anderson, Port President/CEO; Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Mr. Brian Giulian, Chief Operating Officer; Mr. Wade Elliott, Senior Vice President, Marketing and Business Development; Mrs. Ryan Fierst, Vice President of Legal Affairs; Ms. Laura Lenhart, Vice President of Government Affairs; and Mr. Karl Strauch Vice President of Marketing.

Chairman Harrod stated the purpose of the Public Hearing was to allow for the public to comment on the Tampa Port Authority's, d/b/a Port Tampa Bay (PTB) Tentative Millage Rate and Budget for Fiscal Year 2023–2024. He also informed members of the public that any matters related to their property assessment were under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

Mr. Anderson stated that, in accordance with Florida Statutes, the first issue to bring before the Board was PTB's Tentative Millage Rate for Fiscal Year 2023-2024. Based on the financial projections to be shown, Port staff recommended reducing the millage rate to \$.0770 per \$1,000 valuation for Fiscal Year 2023-2024. Mr. Anderson further stated that the millage rate was below the rolled-back rate of \$.0775 per \$1,000 valuation. Mr. Anderson emphasized that PTB utilizes ad valorem tax revenues solely for the construction, repair and refurbishment of Port infrastructure, and for the construction of Port projects that are of a public nature. Mr. Anderson then asked Mr. David Delac to present an overview of the Fiscal Year 2023-2024 Tentative Budgeted Financial Information on which the tentative millage rate was based. Mr. Anderson concluded that Mr. Delac's overview would include a discussion of PTB's total FY2023-2024 Budget in the amount of \$223,557,792.

Mr. Delac presented an abbreviated overview of the Fiscal Year 2023-2024 Budget presentation that was given at the Budget Workshop held on August 24, 2023, and stated that none of the information had changed since that meeting. Mr. Delac stated that for FY2022-2023, PTB levied a millage rate of \$.0840 mills. As approved by the Board at the June 20, 2023, Board meeting, PTB staff recommends reducing the millage rate from \$.0840 mills to \$.0770 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0775 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2023-2024 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2023–2024 Budget Summary, which reflected all PTB's cash inflows and outflows projected in FY2023–2024. The Budget Summary total was \$223,557,792.

The Tampa Port Authority Tentative Millage Rate & FY2024 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac recommended that the Board approve the reduction of the Tampa Port Authority's Tentative Millage Rate to \$.0770 per \$1,000 valuation for Fiscal Year 2023-2024, which was below the rolled-back rate of \$.0775 per \$1,000 valuation.

Chairman Harrod opened the floor first for public comments on the proposed Tentative Millage Rate for Fiscal Year 2023-2024.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Millage Rate for Fiscal Year 2023-2024. Commissioner Owen, seconded by Commissioner Mai, moved to adopt the Tampa Port Authority's Fiscal Year 2023-2024 Tentative Millage Rate of .0770 per \$1,000 valuation. This millage rate is below the rolled back rate of .0775 per \$1,000 valuation. The motion was carried five to zero with Mayor Castor being absent.

Chairman Harrod opened the floor for public comment for the proposed Tentative Budget for Fiscal Year 2023-2024.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Budget for Fiscal Year 2023-2024 of \$223,557,792.

Commissioner Allman, seconded by Commissioner Conner, moved to adopt the Tentative Budget of \$223,557,792 for Fiscal Year 2023-2024. The motion was carried five to zero with Mayor Castor being absent.

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There being no further business, Chairman Harrod adjourned the Public Hearing at 5:11 p.m.

Chad Harrod, Chairman

ATTEST:

Patrick H. Allman, Secretary/Treasurer

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING
FINAL MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2023-2024
SEPTEMBER 21, 2023**

The Public Hearing was called to order at 5:10 p.m. with the following Tampa Port Authority, d/b/a Port Tampa Bay (PTB) Board of Commissioners (Board) members present: Mr. Hung T. Mai, P.E., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Ted Conner, Commissioner and Mayor Jane Castor, Commissioner, Mr. Chad Harrod, Chairman and The Honorable Michael Owen, Commissioner was absent and PTB Board of Commissioners Seat #4 was vacant at the time of this Hearing.

The following senior management were present: Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Ms. Laura Lenhart, Vice President of Government Affairs; Mrs. Ryan Fierst, Vice President of Legal Affairs; and Mr. Mark Dubina, Vice President of Security.

Vice Chairman Mai stated the purpose of the Public Hearing was to allow for public comment on PTB's Final Millage Rate and Final Budget for Fiscal Year 2023–2024. He also informed any members of the public that were present that any matters related to their property assessment were under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

Mr. Klug stated that, in accordance with Florida Statutes, the first issue brought before the Board was the PTB's Final Millage Rate for Fiscal Year 2023-2024. Based on the financial projections shown, Port Staff recommended reducing the millage rate to \$.0770 per \$1,000 valuation for Fiscal Year 2023-2024. Mr. Klug further stated that the millage rate was below the rolled-back rate of \$.0775 per \$1,000 valuation. Mr. Klug emphasized that PTB utilizes ad valorem tax revenues solely for the construction, repair and refurbishment of port infrastructure, and for the construction of port projects that are of a public nature. Mr. Klug then asked Mr. David Delac to present an overview of the Fiscal Year 2023-2024 Budget based upon the proposed millage rate. Mr. Anderson concluded that Mr. Delac's overview would include a discussion of PTB's total FY2023-2024 Budget in the amount of \$223,557,792.

Mr. Delac presented an overview of the Fiscal Year 2023-2024 Budget and stated that none of the data that he was about to present had changed from the data presented at the August 24, 2023, Budget Workshop. Mr. Delac stated that in FY2022-2023, PTB levied a millage rate of \$.0840 mills. PTB staff recommends reducing the millage rate from \$.0840 mills to \$.0770 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0775 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2023-2024 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2023–2024 Budget Summary, which

reflected the two-year comparative statement of revenue and expenses for FY2023 to FY2024, capital budget, and the Budget Summary, which had a total of \$223,557,792.

The Tampa Port Authority, d/b/a Port Tampa Bay Final Public Hearing FY2024 Millage Rate & FY2024 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac stated that staff recommended reducing PTB's Millage Rate to \$.0700 per \$1,000 valuation for Fiscal Year 2023–2024, which was below the rolled-back rate of \$.0775 per \$1,000 valuation.

Vice Chairman Mai opened the floor first for public comments on the proposed Millage Rate for Fiscal Year 2023-2024.

There were no public comments.

Vice Chairman Mai asked for a motion to adopt the Final Millage Rate for Fiscal Year 2023-2024. Commissioner Conner, seconded by Mayor Castor, moved to adopt the Tampa Port Authority's Fiscal Year 2023-2024 Final Millage Rate of \$.0770 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.0775 per \$1,000 valuation. The motion was carried four to zero with Chairman Harrod and Commissioner Owen being absent.

Vice Chairman Mai opened the floor for public comment for the proposed Budget for Fiscal Year 2023-2024.

There were no public comments.

Vice Chairman Mai asked for a motion to adopt the Budget for Fiscal Year 2023-2024 of \$223,557,792.

Commissioner Allman, seconded by Mayor Castor, moved to adopt the Budget of \$223,557,792 for Fiscal Year 2023-2024. The motion was carried four to zero with Chairman Harrod and Commissioner Owen being absent.

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There being no further business, Vice Chairman Mai adjourned the Public Hearing at 5:19 p.m.

Chad W. Harrod, Chairman

ATTEST:

Patrick H. Allman, Secretary/Treasurer

Port Tampa Bay
Budgetary Comparative Statement of Revenues and Expenses
For the fiscal year ending September 2023

	Budget	Actual	Favorable (Unfavorable)	%
Description				
Port Usage Fees	54,333,811	59,493,165	5,159,354	9.5%
Rentals	21,136,975	23,026,903	1,889,928	8.9%
Other Operating	554,335	450,525	(103,810)	-18.7%
Operating Revenue	76,025,120	82,970,593	6,945,473	9.1%
Personnel	21,903,409	20,800,652	1,102,757	5.0%
Promotional	1,769,215	1,357,891	411,324	23.2%
Administrative	20,081,851	20,562,886	(481,035)	-2.4%
Operating Expense	43,754,475	42,721,429	1,033,046	2.4%
Operating Income	32,270,646	40,249,164	7,978,518	24.7%
	42%	49%		
Interest Income	492,840	3,232,810	2,739,970	556.0%
Interest Expense	(3,838,124)	(3,837,381)	743	0.0%
Ad Valorem Tax Receipts	11,272,438	11,372,937	100,499	0.9%
Other, net	(1,002,567)	3,113,982	4,116,549	410.6%
Non-Operating	6,924,588	13,882,348	6,957,760	100.5%
Net Income	39,195,233	54,131,512	14,936,279	38.1%

SUBJECT: SITE IMPROVEMENTS PERMIT AND UTILITY EASEMENT FOR PORT LOGISTICS TAMPA BAY LLC

BACKGROUND:

Port Tampa Bay's (PTB) policy for Site Improvements Permits establishes guidelines for tenants and other users of PTB lands to obtain PTB's permission before constructing any improvements on PTB lands. The policy requires that PTB's Board of Commissioners must approve all improvements or modifications on PTB lands with an estimated construction cost in excess of \$200,000.00 or that involve the granting of an easement.

FACTS/COMMENTS:

Port Logistics Tampa Bay LLC (PLRS) leases approximately thirty-three (20) acres at the southern end of Hooker's Point located near Berth 219 for its refrigerated products operation. PLRS has been a tenant of Port Tampa Bay (PTB) since 2005.

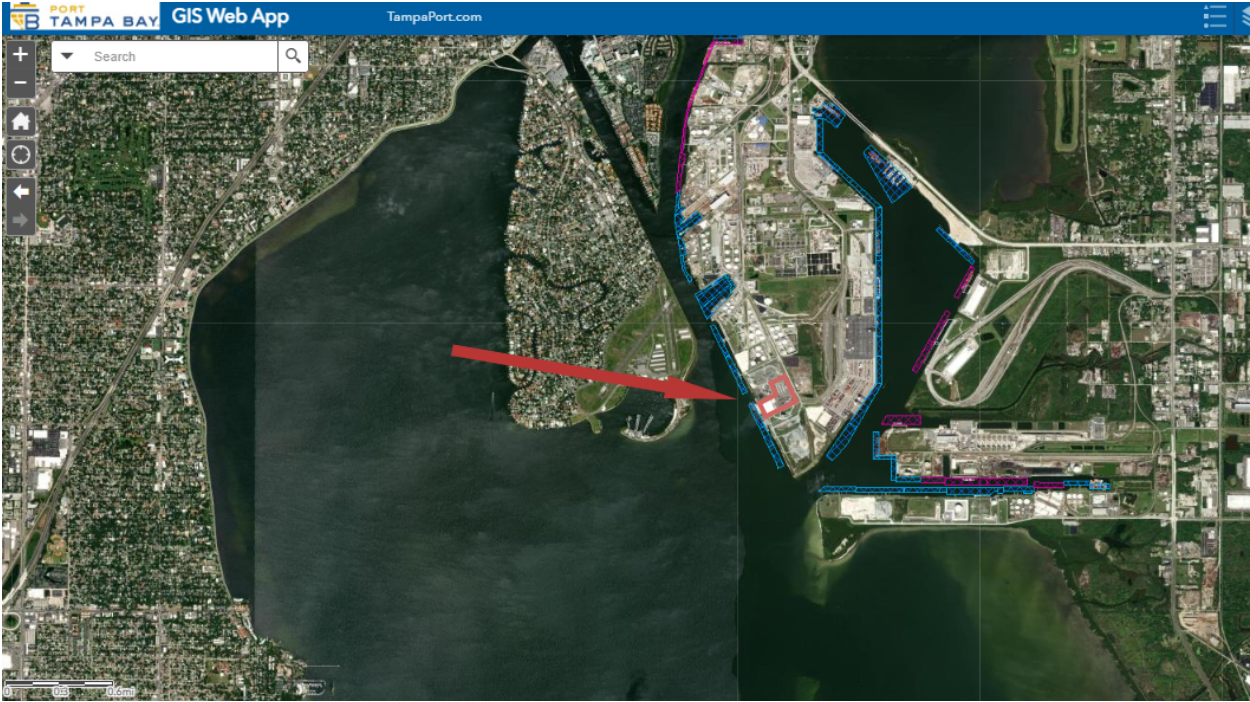
PLRS will be submitting a Site Improvements Permit application to PTB staff for the installation of approximately 100 + refer plugs and ancillary electrical equipment on their lease on Hookers Point at the location shown on the attached exhibit. The plan also includes the potential for additional TECO utility easements.

PTB staff will review the application, and if it determines there are no conflicts, it will approve the Site Improvements Permit and the related utility easement.

RECOMMENDATION:

Authorize the staff to approve a Site Improvements Permit and authorize the Port President/CEO, or his designee, to execute the applicable utility easements necessary for construction and operation of the reefer plugs and ancillary electrical equipment as described in this agenda item, subject to review by Port counsel.

Board Meeting
October 17, 2023
Engineering #417145



SUBJECT: EPC MINOR WORK PERMIT APPLICATION NO. 77156 - SUBMERGED LANDS RULE VARIANCE FOR SINGLE-FAMILY DOCK AT 6706 SURFSIDE BLVD., APOLLO BEACH, FLORIDA

BACKGROUND:

Mr. Vu Xuan Tran (“Applicant”) submitted Minor Work Permit Application No. 77156 to the Environmental Protection Commission of Hillsborough County (EPC), pursuant to the 2009 Interlocal Agreement between EPC and Port Tampa Bay (PTB) delegating the processing and issuance of certain minor work permits. The Applicant’s property is located at 6706 Surfside Boulevard in Apollo Beach, Florida on Tampa Bay with a shoreline of 75.43 linear feet.

FACTS/COMMENTS:

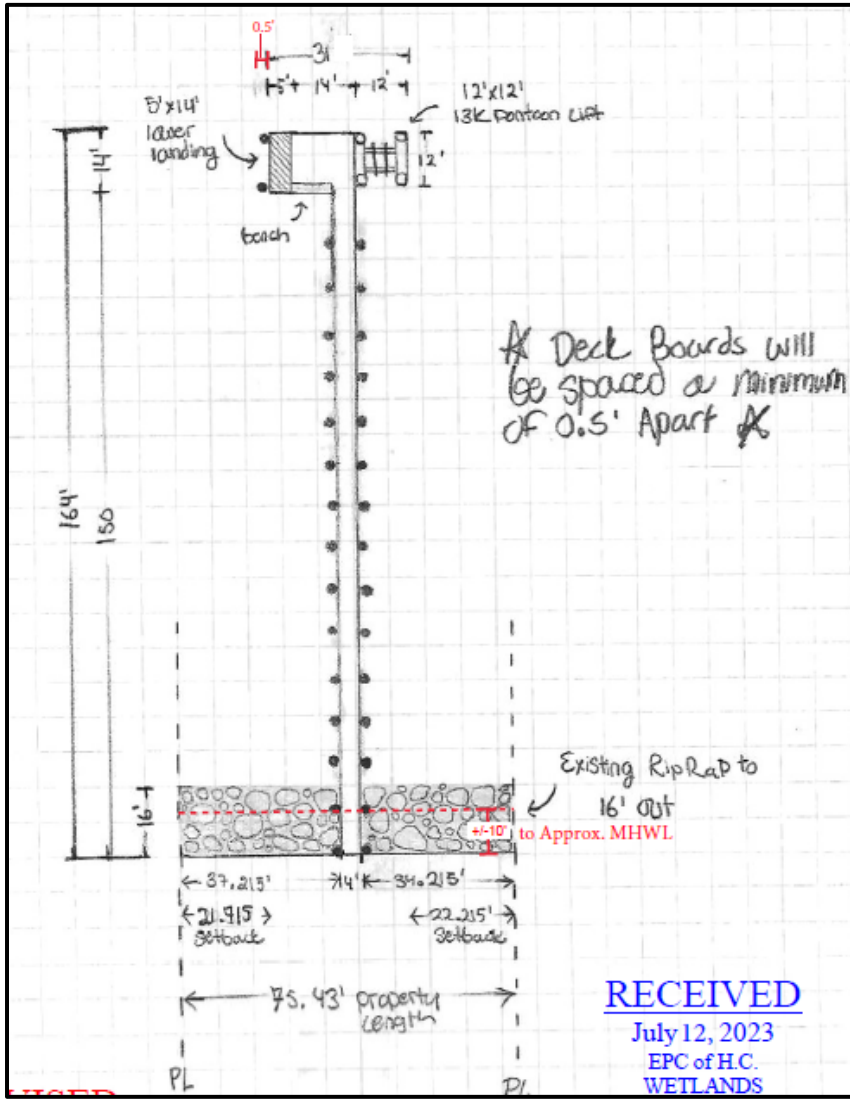
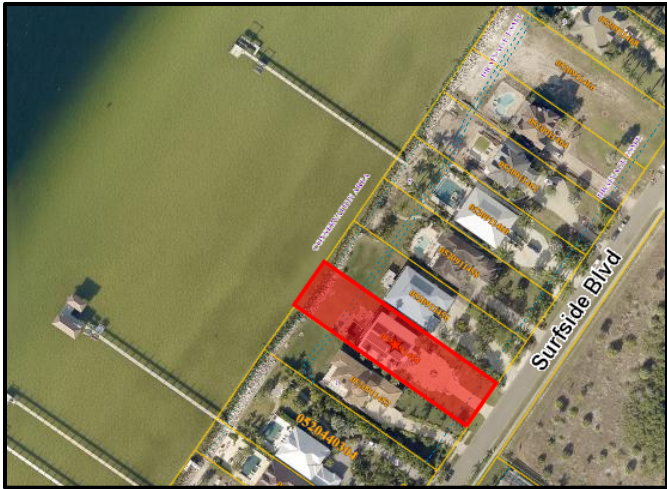
The Applicant’s proposal is to construct a dock structure consisting of a 4-foot wide by 150 linear foot access walkway, 19-foot by 14-foot terminal platform, and one 12-foot by 12-foot non-covered boatlift. Due to the length of the access walkway needed to traverse the shallow shoal to reach adequate water depths, the overall dock area would exceed the 10:1 allowable limit set forth in the PTB Submerged Lands Management Rules (Rules) unless a variance is granted. The overall docking facility pre-empted area would be approximately 1,010 square feet with 10:1 overage of approximately 256 square feet. The length of the access walkway would be consistent with the docks along the neighboring residential lots.

The Rules regulate the allowable size for private residential marine structures and provide for a variance procedure if certain conditions are met which assure that the requested variance is not contrary to the spirit and intent of the Rules and arises from a unique and peculiar submerged land or riparian property. All other aspects of the proposed structure meet the Rules. The application is supported by the EPC reviewing staff. PTB staff has reviewed the application and recommends approval of the variance. Project will be reviewed by Southwest Florida Water Management District (SWFWMD) for State and federal authorizations (Application #879911).

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to grant the variance set forth in this agenda item, subject to review by Port counsel.

Board Meeting
October 17, 2023
Environmental 417074



SUBJECT: EPC MINOR WORK PERMIT NO. 74370 (REVISION NO. 1) – REQUEST FOR VARIANCE FOR ADDING FLOATING PLATFORM FOR JET SKI TO EXISTING SINGLE-FAMILY DOCK AT 1105 APOLLO BEACH BLVD., APOLLO BEACH, FLORIDA

BACKGROUND:

Mr. Tony Dinh (Applicant) submitted Minor Work Permit (MWP) Application No. 74370 (Revision No. 1) to the Environmental Protection Commission of Hillsborough County (EPC), pursuant to the 2009 Interlocal Agreement between EPC and Port Tampa Bay (PTB) delegating the processing and issuance of certain minor work permits to Port Tampa Bay. The current approximately 500 square foot dock structure with one non-covered boat lift and 55 linear feet of rip-rap was permitted through EPC Minor Work Permit No. 74370 on April 23, 2022 (Expires April 23, 2025) to the Applicant. This marine construction application proposes a minor modification of the existing private single-family residential dock structure by adding a 4-foot by 12-foot floating platform for a jet ski. The Applicant's project site is located at 1105 Apollo Beach Boulevard in Apollo Beach, Florida on a canal with a shoreline of 50.07 linear feet.

FACTS/COMMENTS:

The proposed 48 square foot floating platform exceeds the allowable limit of ten (10) square feet of preempted area for each linear foot of shoreline owned by the Applicant along the affected waterbody for a private single-family residential dock within the general Resource Management Standards of the PTB Submerged Lands Management Rules (Rules). With the dock modifications, the Applicant's overall dock structure/pre-empted area would total approximately 548 square feet, which exceeds the 10 to 1 ratio by 48 square feet. The Applicant's proposed dock design modification is uniform with the surrounding community dock structures. All other aspects of the proposed structure are consistent with the Rules.

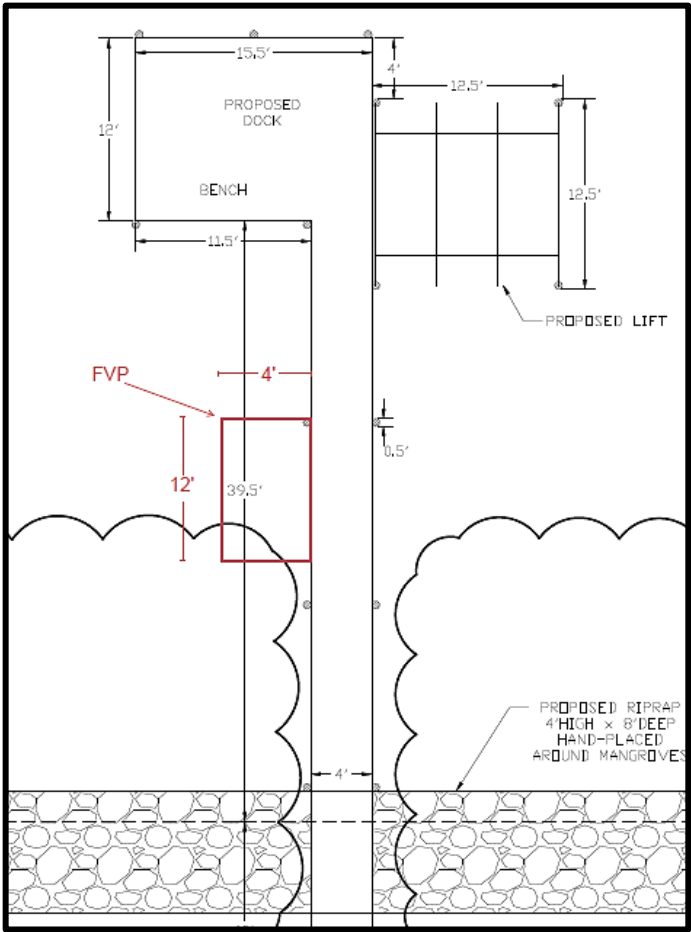
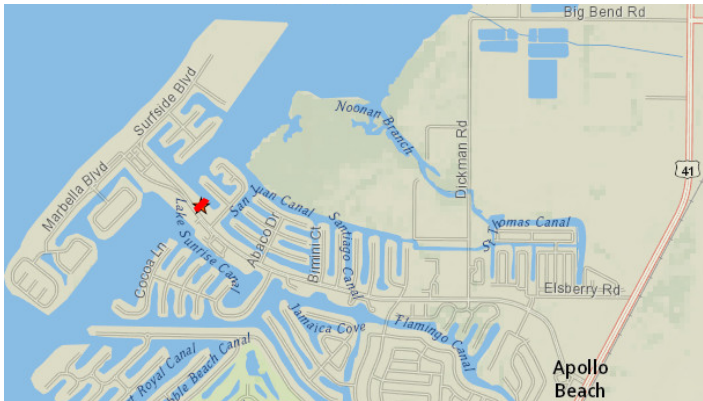
The Rules regulate the allowable size for private residential marine structures and provide for a variance procedure if certain conditions are met which assure that the proposal is not contrary to the spirit and intent of the Rules, and the variance requested arises from a unique and peculiar submerged land or riparian property.

The application is supported by the EPC reviewing staff and PTB staff. The application was sent to each adjacent property owners and no objections were received. The proposed dock modification qualifies for a U.S. Army Corps of Engineers SPGP and is exempt from permitting by the Florida Department of Environmental Protection being reviewed by the EPC's other federal and State interlocal delegations.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to grant the variance, subject to review by Port counsel.

Board Meeting
October 19, 2023
Environmental 41728



SUBJECT: EXTENSION OF OPTION TO LEASE AGREEMENT WITH PURAGLOBE USA, LLC

BACKGROUND:

Port Tampa Bay (PTB) leases approximately twelve (12) acres of land on Pendola Point to Puraglobe Florida, LLC for the recovery and reprocessing used oil into high quality base oils and finished lubricants pursuant to a lease agreement dated June 6, 2012. At its January 18, 2022 meeting, the PTB Board approved a lease to Puraglobe USA, LLC, a related but separate entity of Puraglobe Florida, LLC, for 25 acres contiguous to the 12 acres of land leased to Puraglobe Florida, LLC. Following additional engineering and planning between Puraglobe and PTB staff, the parties agreed to a smaller site of 13.7 acres that would meet the requirements of Puraglobe and leave a developable site with frontage on Port Sutton Channel that would be available for future Port development.

FACTS / COMMENTS:

At its September 20, 2022, meeting, the PTB Board approved an Option and Lease Agreement with Puraglobe USA, LLC with a six-month option period, with one six-month extension option (Option). Staff has negotiated with Puraglobe a six-month extension of the Option to lease the 13.7 acres based on the same terms and conditions. In consideration of the six-month extension, Puraglobe would pay PTB a \$75,000 non-refundable option payment that would not be applicable to the payment of rent or other consideration under the proposed lease.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute a six-month extension option with Puraglobe USA, LLC, in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

Board Meeting
October 17, 2023
Real Estate 417634

EXHIBIT "A"
SKETCH OF THE PROPERTY



SUBJECT: MANAGEMENT AGREEMENT WITH FOREIGN TRADE ZONE NO. 79 BOARD, INC.

BACKGROUND:

In 1982, Foreign Trade Zone No. 79 (FTZ) received its Grant of Authority from the United States Foreign-Trade Zones Board, with the City of Tampa (City) as the official Grantee. In 1989, the City sponsored the formation of Foreign Trade Zone Board, Inc., a non-profit corporation created to administer and promote FTZ's projects. In 2005, the FTZ Board was reincorporated as the Foreign Trade Zone No. 79 Board, Inc. (FTZ Board). On January 1, 2014, the day-to-day administration of FTZ was transferred from the Tampa-Hillsborough Economic Development Corporation to Port Tampa Bay (PTB).

The FTZ Board is comprised of members representing the City, the Central Florida Development Council, Hillsborough County, PTB, the Tampa-Hillsborough Economic Development Corporation, Tampa International Airport, and the private sector.

FACTS/COMMENTS:

Foreign Trade Zone No. 79, as defined by federal regulations, covers a geographical area of a 60-mile radius or a 90-minute drive time, and in June of 2013 FTZ was granted alternative site framework status for Hillsborough and Polk counties, allowing for an expedited application process.

FTZ increases Tampa Bay-based economic activity as well as promotes growth in regional employment. Businesses operating within FTZ benefit from a streamlined process that reduces the customs-related costs associated with qualified importing, exporting, manufacturing, and distribution activities. This includes minimizing import documentation filing costs and the opportunity to defer, reduce, or even eliminate customs duties on imported merchandise. The FTZ program enhances Tampa Bay-based companies' competitiveness.

Some of the day-to-day services provided by PTB to the FTZ Board include: responding to FTZ users with appropriate information, monitoring the performance of FTZ operators annually, administering all FTZ contracts, maintaining an FTZ website and all books and records for the FTZ. Having the administration, management, and marketing activities of FTZ undertaken by PTB complements and strengthens the Port's cargo business development efforts throughout the Tampa Bay/I-4 Corridor region. Operational and administrative costs incurred by PTB for the FTZ program will be reimbursed by the FTZ board out of revenues generated by Zone operator fees.

RECOMMENDATION:

Authorize the Port President/CEO or his designee to execute a five (5) year Management Agreement with Foreign-Trade Zone No. 79 Board, Inc. with three consecutive one-year extension options, subject to review by Port counsel.

Board Meeting
October 17, 2023
Business Development 417760

D. REGULAR AGENDA

SUBJECT: SELECTION OF FINANCIAL ADVISORY SERVICES FIRM

The scope of services under the independent financial advisory services contract currently maintained by Port Tampa Bay (PTB) includes, without limitation, financial advisory services related to the issuance and refunding of debt instruments, and the analysis of financial opportunities and constraints for any transactions in which PTB may be involved. The current financial advisory services contract with PFM Financial Advisors LLC (PFM) expired on September 30, 2023.

FACTS/COMMENTS:

In accordance with PTB policy, staff issued a Request for Qualifications (RFQ) for independent financial advisory services on September 1, 2023. The RFQ was advertised in the Tampa Bay Times, La Gaceta, and the Florida Sentinel, as well as electronically on DemandStar. Three (3) firms participated in the September 7, 2023, mandatory pre-proposal telephone conference. On September 21, 2023, one (1) firm, PFM Financial Advisors LLC (PFM), submitted a proposal.

Subsequent to receipt of the proposal from PFM, Project Manager David M. Delac, PTB CFO in coordination with PTB Procurement Director Nancy Marino, determined that based on experience and qualifications, the PFM proposal met or exceeded the requirements of the RFQ, and that the procurement process was complete.

PFM has selected PED-Stuart Corporation/Stuart Promotional Products as their Small Business Enterprise partner to reach PTB's nine percent (9%) SBE participation goal. It should also be noted that as PTB's independent financial advisor, PFM only represents the interests of PTB and not the interests of any municipal underwriters or private investment firms.

The term of the contract with PFM would be for three (3) years with two (2) one-year extension options.

Funding for services rendered under the contract will be included in the upcoming FY2024 Operating Expense Budget.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to negotiate and enter into a three (3) year contract beginning October 1, 2023, with two (2) consecutive one (1) year extension options with PFM as the provider of financial advisory services. This contract is subject to review by Port counsel.

Board Meeting
October 17, 2023
Finance 417059

SUBJECT: AWARD OF BOND COUNSEL SERVICES CONTRACT**BACKGROUND:**

Port Tampa Bay (PTB) retains a bond counsel consultant to represent PTB on all legal matters in connection with financings, re-financings, bond refundings, derivative transactions, loans and other services related to the ongoing management of PTB's debt. The current three-year contract with Bryant Miller Olive P.A. (BMO) expired on September 30, 2023.

FACTS/COMMENTS:

PTB staff issued a Request for Qualifications (RFQ) on August 14, 2023, in the Tampa Bay Times, the Florida Sentinel Bulletin and the La Gaceta as well as electronically on DemandStar. Four (4) firms participated in the mandatory pre-qualification teleconference held on August 31, 2023, and one (1) firm, Bryant Miller Olive, P.A. (BMO), submitted a responsive proposal on September 14, 2023.

Subsequent to receipt of the proposal from BMO, Project Manager David M. Delac, PTB CFO, in coordination with PTB Procurement Director, Nancy Marino, determined that based on experience and qualifications, the BMO proposal met or exceeded the requirements of the RFQ, and that the procurement process was complete.

Staff recommends awarding the contract to provide bond counsel services for PTB to BMO for the initial contract period of October 1, 2023, through September 30, 2026, with two (2) one (1) year renewal options.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to enter into negotiations and execute a contract with Bryant Miller Olive P.A. for bond counsel services for three (3) years starting October 1, 2023 and ending September 30, 2026, with two (2) one (1) year renewal options, subject to review by Port counsel.

Board Meeting
October 17, 2023
Finance 417058

SUBJECT: CONTRACT EXTENSION WITH XTREMELY CLEAN JANITORIAL SERVICE, LLC

BACKGROUND:

On September 20, 2022, Port Tampa Bay (PTB) approved a contract with Xtremely Clean Janitorial Service LLC. (Xtremely Clean) for janitorial services. The janitorial services contract includes the labor, materials, supplies, equipment, and all necessary services to perform the cleaning and janitorial services to PTB facilities, without limitation, the PTB Administration Building, Cruise Terminals 2, 3 & 6, Security Operations Center (SOC), Facilities Management Bldg., CES Bldg., Pendola Point, Port Sutton, Port Redwing, and Petroleum Terminal security buildings, and other facilities.

The janitorial services contract is for an initial term, for a not-to-exceed amount of \$442,195, of one (1) year with two (2) one- year extension options at PTB's discretion. The current initial term will expire on October 31, 2023.

FACTS/COMMENTS:

Xtremely Clean is a 100% PTB certified Small Business Enterprise firm and has fulfilled all requirements and needs as PTB's janitorial services firm. This extension will be the first of the two (2) consecutive one (1) year option terms. The first extension commences on November 1, 2023, and ends October 31, 2024, for a not-to-exceed amount of \$442,195.

Funding for this extension was included in the approved FY2024 Operating Expense Budget.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to exercise the first extension with Xtremely Clean LLC, for the term of November 1, 2023, through October 31, 2024 for amount not to exceed of \$442,195 and authorize a total budget of \$468,727 for the project, which includes a six percent (6%) contingency for unforeseen circumstances that may occur during the contract term, subject to review by Port counsel.

Board Meeting
October 17, 2023
Facilities Management 416880

**SUBJECT: GEOTECHNICAL, ENGINEERING, TESTING, AND INSPECTION
CONSULTANT SERVICES, RFQ NO. 010-23**

BACKGROUND:

Port Tampa Bay (PTB) currently has geotechnical, engineering, testing and inspection consultant services contracts with Ardaman and Associates, Inc., Terracon Consultants, Inc., and Tierra, Inc. These contracts are for a term of three (3) years and will expire in December 2023. The Geotechnical contracts are designed to assist PTB staff in performing soil borings and construction quality control inspection and testing services work on an as-needed basis using a work order system. Any work order in excess of \$250,000 is brought to PTB's Board of Commissioners for approval prior to awarding the work. The continuing contracts are funded annually. The priority of work and the need for outside engineering assistance dictates the work assignments.

FACTS/COMMENTS:

In accordance with the Competitive Consultants Negotiation Act (CCNA) and PTB procurement policy, staff advertised a Request for Qualifications (RFQ) in the Tampa Tribune, Tampa Bay Times, Florida Sentinel Bulletin, and La Gaceta, as well as electronically on Demand Star (e-procurement database system) on August 11, 2023. The non-mandatory pre-proposal conference was held on August 17, 2023.

On September 7, 2023, PTB received submittals from ten engineering consultant firms. The selection committee (Committee) consisted of Nick Depin, PTB Engineering; Ashley O'Brien, PTB Engineering, Craig Roberts PTB Real Estate. The Committee evaluated the proposals and ranked the firms on September 26, 2023 as follows:

Ranking	Firm Name	SBE %
1)	Ardaman & Associates, Inc.	9%
2)	Terracon Consults, Inc.	12%
3)	AREHNA Engineering, Inc.	12%
4)	Tierra, Inc.	10%
5)	Tierra South Florida, Inc.	15%
6)	Professional Services Industries, Inc.	13%
7)	NOVA Engineering & Environmental, LLC	15%
8)	Langan Engineering & Environmental Services, Inc.	9%
9)	H2R Corp – PTB SBE	100%
10)	RADISE International, LC	10%

Staff recommends approval of the final ranking and requests authorization to enter into contract negotiations with the three (3) top ranked firms. All contracts would be identical in language and billing rates and for three (3) years, with standard PTB termination clauses.

If satisfactory contracts cannot be negotiated with any of the top three (3) firms, then negotiations would begin with the next highest ranked firm(s) with any such action reported back to the Board.

Funding for the Geotechnical contracts was included in the FY 2024 Capital Budget in the amount of \$500,000.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to negotiate and execute identical three (3) year Geotechnical, Engineering, Testing and Inspection Services agreements, with the three (3) highest ranked firms, subject to review by Port counsel. If contracts cannot be negotiated with any of the top three (3) firms, then negotiations should begin with the next highest ranked firm(s).

Board Meeting
October 17, 2023
Engineering 417143



**PROJECT NO. 23-01123 / RFQ 010-23 GEOTECHNICAL ENGINEERING, TESTING & INSPECTION SERVICES
PROPOSAL EVALUATION SUMMARY**

	Firm Names									
Committee Member	Ardaman & Associates	AREHNA Engineering	H2R Corp	Langan Engineering & Environmental Services	NOVA Engineering & Environmental	Professional Services Industries	RADISE International	Terracon Consults	Tierra	TSFGeo
Evaluator # 1	1.60	3.25	7.65	7.45	6.95	5.40	7.50	2.35	3.35	4.75
Evaluator # 2	2.85	4.60	6.45	5.80	5.90	8.00	6.75	1.45	5.55	5.75
Evaluator # 3	1.40	3.25	7.65	6.70	5.75	4.80	7.65	2.30	3.10	7.65
Total:	5.85	11.10	21.75	19.95	18.60	18.20	21.90	6.10	12.00	18.15
Ranking:	1	3	9	8	7	6	10	2	4	5

Ranking Scale: #1 (the lowest score) is the best score, #2 second best, #3 third best.....

Ranking Directions: Each evaluator shall rank each respondent independently for each category based on the above referenced ranking scale.

PROPOSAL EVALUATION - PROJECT NO. 23-01123 / RFQ 010-23 GEOTECHNICAL ENGINEERING, TESTING & INSPECTION SERVICES

Evaluation Criteria	Weight	Firm Names									
		Ardaman & Associates	AREHNA Engineering	H2R Corp	Langan Engineering & Environmental Services	NOVA Engineering & Environmental	Professional Services Industries	RADISE International	Terracon Consults	Tierra	TSGGeo
1 <u>Qualifications / Experience of the Respondent (Firm): (i.e., responsible)</u> Detail experience and qualifications of the firm. Demonstrate the firm's full understanding of the work to be performed in accordance with the Description of Services and specialized experience and / or qualifications for these tasks (Section B; Paragraph 1.2 & 1.3). Specific credit will be given for proven experience in providing similar consulting services for Port or Maritime industry clients. Local presence – office location within fifty (50) miles of PTB.	30%	1	5	8	8	7	6	8	2	3	4
2 <u>Qualifications / Experience of Key Personnel:</u> Detail experience and individual qualifications for key personnel (project manager, laboratory manager, supervisory personnel, and key professional staff) who will specifically perform and/or oversee the work for specific tasks or areas of discipline as outlined in the Description of Services. Highlight key personnel qualifications, credentials, competence, experience, and recent/current involvement in the various type of tasks proposed. Identify key personnel associated with the projects profiled in the Questionnaire who are still employed with the firm performing similar work and will be assigned to PTB's project. Identify the office location of each key personnel staff member. Project Manager must reside in office located within fifty (50) miles. Provide copies of State of Florida professional engineer licenses and other relevant licenses and certifications. Provide copies of designated laboratory facility certifications and documentation of facility location within fifty (50) miles of PTB.	30%	2	3	8	8	7	5	8	1	4	6
3 <u>Past Performance:</u> Demonstrate past performance and record as it relates to the minimum qualifications and Description of Services in regard to difficult and complex projects for major seaports, such as cargo yards with heavy wheel loads, performing soil borings in deep water, marine construction on dredge spoil material, land reclamation by filling submerged lands, etc. Consideration of references on major seaport projects or other similar marine projects. Evaluation of possible conflicts of interest as well as litigation resulting from any claim(s) of negligence (errors and/or omissions).	15%	1	2	8	8	8	5	7	3	4	6
4 <u>Schedule / Budget Requirements / Workload:</u> Demonstrated willingness and ability to meet and adhere to project schedules and budget. Consideration of recent, current and projected workload as well as workforce availability to undertake PTB work.	10%	1	4	8	8	7	6	8	5	2	3
5 <u>Respondent's Overall Responsiveness:</u> Overall completeness, clarity, and quality of the Proposal. Consideration of any other information, qualifications, or experience that you may consider significant, innovative, pertinent, or other relevant information.	10%	2	1	8	6	8	7	8	4	3	5
6 <u>Volume of Work:</u> The objective is affecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the past three (3) years.	5%	5	1	1	1	1	1	1	2	3	1
Total:	100%	1.60	3.25	7.65	7.45	6.95	5.40	7.50	2.35	3.35	4.75

Ranking Scale: #1 is the highest score, #2 second highest, #3 third highest.....

Ranking Directions: Each evaluator shall rank each respondent independently for each category based on the above referenced ranking scale.

Evaluator Name: _____ Evaluator # 1

Date: _____ 9/26/2023

Evaluator Signature: _____ (On File)

PROPOSAL EVALUATION - PROJECT NO. 23-01123 / RFQ 010-23 GEOTECHNICAL ENGINEERING, TESTING & INSPECTION SERVICES

Evaluation Criteria	Weight	Firm Names									
		Ardaman & Associates	AREHNA Engineering	H2R Corp	Langan Engineering & Environmental Services	NOVA Engineering & Environmental	Professional Services Industries	RADISE International	Terracon Consults	Tierra	TSFGeo
<p>Qualifications / Experience of the Respondent (Firm): (i.e., responsible) Detail experience and qualifications of the firm.</p> <p>1 Demonstrate the firm's full understanding of the work to be performed in accordance with the Description of Services and specialized experience and / or qualifications for these tasks (Section B; Paragraph 1.2 & 1.3). Specific credit will be given for proven experience in providing similar consulting services for Port or Maritime industry clients. Local presence – office location within fifty (50) miles of PTB.</p>	30%	2	10	9	3	4	6	7	1	5	8
<p>Qualifications / Experience of Key Personnel: Detail experience and individual qualifications for key personnel (project manager, laboratory manager, supervisory personnel, and key professional staff) who will specifically perform and/or oversee the work for specific tasks or areas of discipline as outlined in the Description of Services. Highlight key personnel qualifications, credentials, competence, experience, and recent/current involvement in the various type of tasks proposed.</p> <p>2 Identify key personnel associated with the projects profiled in the Questionnaire who are still employed with the firm performing similar work and will be assigned to PTB's project. Identify the office location of each key personnel staff member. Project Manager must reside in office located within fifty (50) miles. Provide copies of State of Florida professional engineer licenses and other relevant licenses and certifications. Provide copies of designated laboratory facility certifications and documentation of facility location within fifty (50) miles of PTB.</p>	30%	4	1	5	9	8	10	6	2	7	3
<p>Past Performance: Demonstrate past performance and record as it relates to the minimum qualifications and Description of Services in regard to difficult and complex projects for major seaports, such as cargo yards with heavy wheel loads, performing soil borings in deep water, marine construction on dredge spoil material, land reclamation by filling submerged lands, etc.</p> <p>3 Consideration of references on major seaport projects or other similar marine projects. Evaluation of possible conflicts of interest as well as litigation resulting from any claim(s) of negligence (errors and/or omissions).</p>	15%	2	3	4	7	5	9	10	1	6	8
<p>Schedule / Budget Requirements / Workload: Demonstrated willingness and ability to meet and adhere to project schedules and budget.</p> <p>4 Consideration of recent, current and projected workload as well as workforce availability to undertake PTB work.</p>	10%	3	5	9	7	10	8	4	2	1	6
<p>Respondent's Overall Responsiveness: Overall completeness, clarity, and quality of the Proposal.</p> <p>5 Consideration of any other information, qualifications, or experience that you may consider significant, innovative, pertinent, or other relevant information.</p>	10%	2	3	7	4	5	10	9	1	8	6
<p>Volume of Work: The objective is affecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the past three (3) years.</p> <p>6</p>	5%	5	1	1	1	1	1	1	2	3	1
Total:	100%	2.85	4.60	6.45	5.80	5.90	8.00	6.75	1.45	5.55	5.75

Ranking Scale: #1 is the highest score, #2 second highest, #3 third highest.....

Ranking Directions: Each evaluator shall rank each respondent independently for each category based on the above referenced ranking scale.

Evaluator Printed Name: _____ Evaluator # 2 _____

Date: _____ 9/26/2023 _____

Evaluator Signature: _____ (On File) _____

PROPOSAL EVALUATION - PROJECT NO. 23-01123 / RFQ 010-23 GEOTECHNICAL ENGINEERING, TESTING & INSPECTION SERVICES

Evaluation Criteria	Weight	Firm Names									
		Ardaman & Associates	AREHNA Engineering	H2R Corp	Langan Engineering & Environmental Services	NOVA Engineering & Environmental	Professional Services Industries	RADISE International	Terracon Consults	Tierra	TSGGeo
<p>1 <u>Qualifications / Experience of the Respondent (Firm): (i.e., responsible)</u> Detail experience and qualifications of the firm.</p> <p>Demonstrate the firm's full understanding of the work to be performed in accordance with the Description of Services and specialized experience and / or qualifications for these tasks (Section B; Paragraph 1.2 & 1.3).</p> <p>Specific credit will be given for proven experience in providing similar consulting services for Port or Maritime industry clients.</p> <p>Local presence – office location within fifty (50) miles of PTB.</p>	30%	1	4	8	7	6	5	8	2	3	8
<p>2 <u>Qualifications / Experience of Key Personnel:</u> Detail experience and individual qualifications for key personnel (project manager, laboratory manager, supervisory personnel, and key professional staff) who will specifically perform and/or oversee the work for specific tasks or areas of discipline as outlined in the Description of Services.</p> <p>Highlight key personnel qualifications, credentials, competence, experience, and recent/current involvement in the various type of tasks proposed.</p> <p>Identify key personnel associated with the projects profiled in the Questionnaire who are still employed with the firm performing similar work and will be assigned to PTB's project.</p> <p>Identify the office location of each key personnel staff member. Project Manager must reside in office located within fifty (50) miles.</p> <p>Provide copies of State of Florida professional engineer licenses and other relevant licenses and certifications.</p> <p>Provide copies of designated laboratory facility certifications and documentation of facility location within fifty (50) miles of PTB.</p>	30%	1	4	8	7	6	5	8	2	3	8
<p>3 <u>Past Performance:</u> Demonstrate past performance and record as it relates to the minimum qualifications and Description of Services in regard to difficult and complex projects for major seaports, such as cargo yards with heavy wheel loads, performing soil borings in deep water, marine construction on dredge spoil material, land reclamation by filling submerged lands, etc.</p> <p>Consideration of references on major seaport projects or other similar marine projects.</p> <p>Evaluation of possible conflicts of interest as well as litigation resulting from any claim(s) of negligence (errors and/or omissions).</p>	15%	1	4	8	7	6	5	8	2	3	8
<p>4 <u>Schedule / Budget Requirements / Workload:</u> Demonstrated willingness and ability to meet and adhere to project schedules and budget.</p> <p>Consideration of recent, current and projected workload as well as workforce availability to undertake PTB work.</p>	10%	2	1	8	7	6	5	8	4	3	8
<p>5 <u>Respondent's Overall Responsiveness:</u> Overall completeness, clarity, and quality of the Proposal.</p> <p>Consideration of any other information, qualifications, or experience that you may consider significant, innovative, pertinent, or other relevant information.</p>	10%	2	1	8	7	6	5	8	3	4	8
<p>6 <u>Volume of Work:</u> The objective is affecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the past three (3) years.</p>	5%	5	1	1	1	1	1	1	2	3	1
Total:	100%	1.40	3.25	7.65	6.70	5.75	4.80	7.65	2.30	3.10	7.65

Ranking Scale: #1 is the highest score, #2 second highest, #3 third highest.....

Ranking Directions: Each evaluator shall rank each respondent independently for each category based on the above referenced ranking scale.

Evaluator Printed Name: _____ Evaluator # 3 _____

Date: 9/26/2023

Evaluator Signature: _____ (On File) _____

SUBJECT: PURCHASE OF PORT TAMPA BAY SECURITY RELATED VEHICLES**BACKGROUND:**

The Port Tampa Bay (PTB) Security Department patrols 5200+ acres, with multiple access points, from downtown Tampa to Port Redwing in Apollo Beach. Port Security Officers utilize Special Service Vehicles designed to be driven long hours daily and up fitted with emergency equipment. PTB utilizes a multi-year approach to maintain a security vehicle fleet that is serviceable and efficient.

At its September 20, 2022 meeting, the PTB Board authorized a contract with the Hillsborough County Sheriff's Office (HCSO) to provide dedicated law enforcement services at Port Tampa Bay for a term of six (6) years which includes the purchase of fleet vehicles for contract Deputies assigned to the HCSO Port Unit. These vehicles are replaced at predetermined intervals.

FACTS/COMMENTS:

The PTB Security staff, in coordination with the PTB Procurement Department, uses quotes based on a competitively bid contract utilized by local and state governments known as Sourcewell (formally the National Joint Powers Alliance) Cooperative contract, or other competitively bid government contracts. Based on these quotes, manufacturer's warranties and the equipment needs of the Security Department and the HCSO Port Unit, the following vehicles were identified as the most practical, useful and economical:

<u>Vehicles</u>	<u>Quantity</u>	<u>Total Price</u>
2024 GMC Sierra or Equivalent w/emergency equipment (PTB)	4	\$280,000
2024 Ford Expedition, F150 or F250 or Equivalent w/emergency equipment	15	\$1,200,000

Funds for the purchase of these vehicles were included in the FY2024 Capital Budget.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to spend up to \$1,480,000 for the purchase of nineteen (19) port security related vehicles and ancillary emergency equipment for use by Port Tampa Bay Security and HCSO, subject to review by Port counsel.

Board Meeting
October 17, 2023
Security 417726

SUBJECT: LEASE AGREEMENT WITH AJAX PAVING INDUSTRIES OF FLORIDA, LLC

BACKGROUND:

AJAX Paving Industries of Florida, LLC (Ajax) is a privately owned company with more than thirty-nine years of experience in paving and seal coating Florida’s roadways and runways. Ajax currently operates eight asphalt plants in Florida and six asphalt plants in Michigan. Ajax desires to lease approximately ten (10.0) acres of land at Port Redwing with conveyor access to Berth 302 for the importation of aggregate.

FACTS/COMMENTS:

PTB staff and Ajax have negotiated the following terms for the lease agreement:

Premises:

Approximately ten (10.0) acres of land at Port Redwing as shown on Exhibit “A”. PTB would also grant a non-exclusive easement to Ajax and a joint venture partnership between Redwing Terminals, LLC (Redwing) and Pangaea Florida, LLC (Pangaea) for the construction and use of a 2,400-foot conveyor system to move product from Berth 302 to the Premises at a location acceptable to PTB.

Use: The handling, storing, processing and distribution of liquid asphalt and aggregates including limestone, granite, and crushed concrete.

Term: Ten (10) years with six (6) lease extension options of five (5) years each.

Rent: Rent for the Premises would be as follows:

<u>Lease Term</u>	<u>Annual Rent</u>
Permitting Period – Months 0-6:	\$0.00
Development Period – months 7 thru 24	\$15,000/acre
Operation Period Yr. 1 (Lease year 3) (mos. 24-36):	\$30,000/acre
Operation Periods 2 through the end of the Initial Term	Adjusted each year by CPI, not more than 5% nor less than 0%
Extension Options:	Adjusted each year by CPI, not more than 5% nor less than 0%

Minimum Financial Guarantee (MFG): There would be a Minimum Financial Guarantee for financial payments of rent, wharfage and dockage in the following amounts:

<u>Lease Term</u>	<u>MFG</u>
Permitting Period	None
Development Period	None
Operational Year 1	\$420,000
Operational Years 2 and 3:	\$540,000

Operational Years 4 thru 10: \$600,000
Extension Option(s): To be negotiated by the parties, but if an agreement cannot be reached, the MFG would increase by 10% for each extension option.

Wharfage Incentive: In any single lease year where the MFG is met and the following ATG is met, the wharfage and dockage rates would be discounted to 50% of the then current tariff rate for the remainder of that specific lease year:

<u>Lease Term</u>	<u>ATG</u>
Operational Year 1	115,000 tons
Operational Years 2 and 3:	175,000 tons
Operational Years 4 and 5:	230,000 tons
Operational Years 6 thru end of Initial Term:	300,000 tons
Extension Option(s):	300,000 tons

Improvements:

Pangaea would be permitted, subject to PTB's prior review and consent, to jointly construct with Redwing a 2,400-foot conveyor system within the Conveyor Easement. Pangaea and Redwing would be solely responsible for the cost of the design, construction, maintenance, repair and use of the conveyor and all other improvements located within the Conveyor Easement. In designing, constructing and operating the conveyor improvements, Pangaea and Redwing would provide adequate clearance for access by PTB and its tenants, contractors and invitees through the Conveyor Easement to PTB lands to the south of the Premises by building and operating a conveyor that is moveable or temporarily relocatable.

Other: Ajax would take the Premises "AS-IS" and would be responsible for all utilities, real estate taxes, site improvements, insurance, and maintenance of the Premises. In addition, Ajax must comply with all seaport security and environmental regulations and laws and all other applicable regulations and laws.

Public

Hearing: A public hearing was held on October 6, 2023 and there were no comments.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute a lease agreement with Ajax Paving Industries of Florida, LLC, in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

Exhibit "A"





PORT TAMPA BAY

1101 Channelside Drive
Tampa, Florida 33602

Memorandum

To: A. Paul Anderson
President and CEO

CC: Charles Klug
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 9, 2023

Subject: Ajax Paving Industries of Florida, LLC – Lease Agreement - Public Hearing

This public hearing was held in accordance with procedures specified in Chapter 95-488, Laws of Florida. The subject public hearing was held before me on Friday, October 6, 2023 at 10:03 a.m. Attached is the transcription of the hearing along with copies of all exhibits.

Heather Eblin-Crowe
Heather Eblin-Crowe
Hearing Officer

Date October 9, 2023

I hereby concur with the Hearing Officer’s statement and recommend the President and CEO request approval by the Tampa Port Authority Board of Commissioners to approve the Lease Agreement with Ajax Paving Industries of Florida, LLC.

Craig Roberts
Craig Roberts
Real Estate Project Manager

Date October 9, 2023

Attachments

PUBLIC HEARING TRANSCRIPT
October 6, 2023 at 10:03 a.m.
Ajax Paving Industries of Florida, LLC – Lease Agreement

ATTENDEES

Ed Washington – Port Tampa Bay
Ron Glessing – Port Tampa Bay
Peter Koken – Pangaea Logistics
Mike Horan – Ajax Paving Industries of Florida, LLC

HEARING OFFICER

Heather Eblin-Crowe

1 Good morning. Today is Friday, October 6, 2023 and this public hearing is called to order
2 at 10:03 a.m. This hearing is held under the authority and pursuant to Chapter 95-488 of the
3 Laws of Florida. The purpose of the hearing is to hear comments from the general public and
4 interested parties regarding the following:

5
6 **LEASE AGREEMENT WITH AJAX PAVING INDUSTRIES OF FLORIDA, LLC**
7

8 My name is Heather Crowe and I am employed by the Tampa Port Authority, doing
9 business as Port Tampa Bay, and have been appointed by its Board of Commissioners to serve
10 as a hearing officer at public hearings such as the one we are conducting today. Joining me is
11 Craig Roberts, Real Estate Project Manager, who will present the terms of this project.
12

13 **MR. ROBERTS:**
14

15 Ajax Paving Industries of Florida, LLC, hereinafter referred to as Ajax is a privately owned
16 company that has more than thirty-nine (39) years' experience in paving and seal coating Florida's
17 roadways and runways. Ajax currently operates eight (8) asphalt plants in Florida and six (6)
18 asphalt plants in Michigan. Ajax desires to lease land, hereinafter referred to as the Premises
19 from Port Tampa Bay.
20

21 The Premises would be approximately 10.0 acres of land located on Port Redwing
22 together with a non-exclusive Access Easement for its conveyor system to Berth 302. The
23 Premises would be used for the handling, storing, processing and distributing of liquid asphalt
24 and aggregates including limestone, granite, and crushed concrete.
25

26 The Term of the Lease would be ten (10) years with six (6), five year (5) Lease Extension
27 Options and would consist of the following phases: the Permitting Period, the Development Period
28 and the Operational Period.
29

30 The Permitting Period would commence upon the Effective Date of the Lease and end on
31 (i) the date construction commences on the Premises or (ii) six (6) months from the Effective Date
32 of the Lease, whichever occurs first.
33

34 The Development Period would commence at the end of the Permitting Period and would
35 expire on (i) the date construction commences on the Premises, (ii) one (1) year from the
36 expiration of the Permitting Period or (iii) eighteen (18) months from the Effective Date of the
37 Lease, whichever occurs first.
38

39 The Operational Period would commence upon the expiration of the Development Period.
40

41 Rent during the Permitting Period would be \$0.00.
42

43 Rent during the Development Period would be \$15,000 per acre or \$150,000 per year.
44

45 Rent for the first year of the Operational Period would be \$30,000 per acre or \$300,000
46 per year.

1 Commencing in Operational Year 2 and continuing through the remainder of the
2 Operational Period, Rent would be adjusted by the Consumer Price Index, but not more than 5%
3 nor less than 0% each year.

4
5 Ajax would have a Minimum Financial Guarantee, hereinafter referred to as the “MFG” for
6 each year for rent, wharfage and dockage.

7
8 The MFG for the Permitting Period would be \$0.00.

9
10 The MFG for the Development Period would be \$0.00.

11
12 The MFG for the Operational Year 1 would be \$420,000.

13
14 The MFG for Operational Period Years 2 and 3 would be \$540,000 per year.

15
16 The MFG for the Operational Period Years 4 thru 10 would be \$600,000 per year.

17
18 The MFG for the Extension Options would be reviewed by both Port Tampa Bay and Ajax
19 at least six (6) months prior to the commencement of the Extension Options. If the parties cannot
20 reach an agreement, then the MFG would increase by ten percent (10%) and the ATG would
21 remain the same.

22
23 The Annual Tonnage Guarantee, hereinafter referred to as the “ATG” for the Operational
24 Period would be as follows:

25
26 For Operational Period Year 1, the ATG would be 115,000 tons per year.

27
28 For Operational Periods Years 2 and 3, the ATG would be 175,000 tons per year.

29
30 For Operational Period Years 4 and 5, the ATG would be 230,000 tons per year.

31
32 For Operational Period Year 6 through 10, the ATG would be 300,000 tons per year.

33
34 For the Lease Extension Options, the ATG would be 300,000 tons per year.

35
36 During any lease year that Ajax reaches its annual MFG and ATG; Ajax would receive
37 reduced wharfage and dockage rates of 50% for the remainder of that lease year.

38
39 Ajax would take the Premises “AS-IS” and be responsible for the utilities, real estate taxes,
40 site improvements, insurance, and maintenance of the Premises. In addition, Ajax must comply
41 with all seaport security and environmental regulations and laws, as well as any other applicable
42 regulations and laws.

43
44 At this time, I would like to offer into the record the following exhibits:

45
46 Exhibit No. 1, which is the sketch of the Premises.

1 Exhibit No. 2, which is the Public Hearing Notice that appeared in the September 13, 2023
2 issue of the Tampa Bay Times advising of this Public Hearing.

3
4 These are the only exhibits to be offered into the record.

5
6 That is all.

7
8 **MRS. CROWE:**

9
10 Thank you Mr. Roberts. I will accept the exhibits as presented and they will be entered
11 into the record.

12
13 At this time we will take comments concerning this issue.

14
15 Are there any comments? Hearing none.

16
17 A transcript will be made and furnished to the Port Authority Staff. The Staff will make a
18 recommendation to our Board of Commissioners, which will meet on October 17, 2023. The Staff
19 recommendation will be available on October 10, 2023. If there is nothing else to come before
20 this hearing, I declare this hearing closed at 10:09 a.m.

21
22 I, Heather Eblin-Crowe, have read and approve the form of the attached transcript of the
23 October 6, 2023 Public Hearing for the Lease Agreement with Ajax Paving Industries of Florida,
24 LLC.

25
26
27 Dated on October 9, 2023.

28
29
30 Heather Eblin-Crowe
31 Heather Eblin-Crowe
32 Public Hearing Officer

**EXHIBIT NO. 1
SKETCH OF THE PREMISES**



EXHIBIT NO. 2
TAMPA BAY TIMES PUBLIC NOTICE AND AFFIDAVIT

0000306177-01

Tampa Bay Times
Published Daily

STATE OF FLORIDA
COUNTY OF Hillsborough

Before the undersigned authority personally appeared **Carol Cheuning** who on oath says that he/she is **Legal Advertising Representative** of the **Tampa Bay Times** a daily newspaper printed in St. Petersburg, in Pinellas County, Florida, that the attached copy of advertisement, being a Legal Notice in the matter **RE: Ajax Paving Industries of Florida, LLC - Lease - Agreement - Public Hearing Notice** was published in said newspaper by print in the issues of **9/13/23** or by publication on the newspaper's website, if authorized, on

Affiant further says the said **Tampa Bay Times** is a newspaper published in **Hillsborough** County, Florida and that the said newspaper has heretofore been continuously published in said **Hillsborough** County, Florida each day and has been entered as a second class mail matter at the post office in said **Hillsborough** County, Florida for a period of one year next preceding the first publication of the attached copy of advertisement, and affiant further says that he/she neither paid nor promised any person, firm or corporation any discount, rebate, commission or refund for the purpose of securing this advertisement for publication in the said newspaper.

**PORT TAMPA BAY
NOTICE OF PUBLIC HEARING**

Notice is hereby given of a public hearing to be held at 10:00 a.m., October 6, 2023 before the Tampa Port Authority, d/b/a Port Tampa Bay at its offices located at 1101 Channelside Drive, Tampa, Florida 33602, to hear public comments regarding the following:

AJAX PAVING INDUSTRIES OF FLORIDA, LLC - LEASE AGREEMENT

Additional information is available online at www.tampaport.com. All written comments and objections directed toward the foregoing matter should be filed with Port Tampa Bay, Real Estate Department, at 1101 Channelside Drive, Tampa, Florida 33602 by 12:00 noon on October 5, 2023. Oral comments and objections may be presented at the hearing.

In accordance with the federal Americans with Disabilities Act and Section 286.26, Florida Statutes, persons with disabilities requiring reasonable accommodation to participate in this hearing should call (813) 905-5031 or fax (813) 905-5029 not later than 48 hours prior to the hearing.

ANY PERSON WHO DECIDES TO APPEAL ANY DECISION OF THE PORT TAMPA BAY WITH RESPECT TO ANY MATTER CONSIDERED AT THIS PUBLIC HEARING WILL NEED A RECORD OF THE PROCEEDINGS AND, FOR SUCH A PURPOSE, MAY NEED TO HIRE A COURT REPORTER TO ENSURE THAT A VERBATIM RECORD OF THE PROCEEDINGS IS MADE, WHICH RECORD INCLUDES THE TESTIMONY AND EVIDENCE UPON WHICH THE APPEAL IS TO BE BASED.

09/13/2023 0000306177

Signature Affiant

Sworn to and subscribed before me this 09/13/2023

Signature of Notary Public

Personally known X or produced identification

Type of identification produced _____



SIGN-IN SHEET

PUBLIC HEARING FOR

AJAX PAVING INDUSTRIES OF FLORIDA, LLC – LEASE AGREEMENT

Friday, October 6, 2023 @ 10:00 A.M.

PLEASE PRINT THE FOLLOWING INFORMATION

	YOUR NAME (Please print)	COMPANY NAME (Please print full company name)	COMPLETE COMPANY ADDRESS (Please print full company address)	Do you plan to comment?
1.	PETER KOKEN	PANGADA LOGISTICS	109 Longwood Harb New Port, RI	Yes
2.	MIKE HORAN	AJAX PAVING INDUSTRIES OF FL, LLC	1 Ajax Dr., North Venice FL 34215	Yes
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

SUBJECT: LEASE AGREEMENT WITH REDWING TERMINALS, LLC

BACKGROUND:

Redwing Terminals, LLC, (Redwing Terminals) is the aggregates import division of Blue Water Industries, LLC (Blue Water), a construction aggregates producer. Formed in 2018, Blue Water employs more than 300 people throughout the Southeast United States, including South Carolina, Florida, North Carolina, Tennessee, Alabama, and Virginia. Blue Water currently owns and operates twenty (20) rock quarries and five (5) sand mines. Products include crushed limestone, rip rap, gravel, concrete and asphalt sand, gabbro and granite. Redwing Terminals desires to lease approximately 14.0 acres of land with conveyor access to Berth 302 for the importation of aggregate. Since Redwing Terminals is a newly formed LLC, Blue Water will be a guarantor of the lease.

FACTS/COMMENTS:

PTB staff and Redwing Terminals have negotiated the following terms for the lease agreement:

Premises: Approximately 14.0 acres of land at Port Redwing, as depicted on Exhibit "A". PTB would also grant a non-exclusive easement to Redwing Terminals and the use of a 2,400-foot conveyor system to move commodities from Berth 302 to the Premises at a location acceptable to PTB (Conveyor Easement).

Use: The Premises would be used for handling, storage, processing, screening, rinsing and distribution of aggregates including limestone, granite, and crushed concrete. Break bulk cargo would also be permitted.

Term: The initial term would be ten (10) years with six (6) lease extension options of five (5) years each.

Rent: Rent for the Premises would be as follows:

<u>Lease Term</u>	<u>Annual Rent</u>
Permitting Period – Months 0-6:	\$ 0.00
Development Period – months 7 thru 24	\$ 15,000/acre
Operation Period Yr. 1 (Lease year 3) (mos. 24-36):	\$ 30,000/acre
Operation Periods 2 through the end of the Initial Term:	Adjusted each year by CPI, not more than 5% nor less than 0%
Extension Options:	Adjusted each year by CPI, not more than 5% nor less than 0%

Minimum Financial Guarantee (MFG):

There would be a Minimum Financial Guarantee for financial payments of rent, wharfage and dockage in the following amounts:

Permitting Period	None
Development Period	None
Operational Year 1	\$588,000

Operational Years 2 and 3:	\$756,000
Operational Years 4 thru 6:	\$840,000

MFG (cont'd):

Extension Option(s): To be negotiated by the parties, but if an agreement cannot be reached, the MFG would increase by 10% for each extension option.

Wharfage Incentive:

In any single lease year where the MFG is met and the following ATG is met, the wharfage and dockage rates would be discounted to 50% of the then current tariff rate for the remainder of that specific lease year:

Operational Year 1	175,000 tons
Operational Years 2 and 3:	230,000 tons
Operational Year 4:	300,000 tons
Operational Year 5:	350,000 tons
Operational Years 6:	400,000 tons
Operational Years 7 thru 10:	500,000 tons
Extension Option(s):	500,000 tons

Improvements:

Redwing Terminals would be permitted, subject to PTB's prior review and consent, to jointly construct with Pangaea Logistics Solutions, Ltd. (Pangaea) a 2,400-foot conveyor system within the Conveyor Easement. Redwing Terminals and Pangaea would be solely responsible for the cost of the design, construction, maintenance, repair and use of the conveyor and all other improvements located within the Conveyor Easement. In designing, constructing and operating the conveyor improvements, Redwing Terminals and Pangaea would provide adequate clearance for access by PTB and its tenants, contractors and invitees through the Conveyor Easement to PTB lands to the south of the Premises by building and operating a conveyor that is moveable or temporarily relocatable.

Other:

Redwing Terminals would take the Premises "AS-IS" and would be responsible for all utilities, real estate taxes, site improvements, insurance, and maintenance of the Premises. In addition, Redwing Terminals must comply with all seaport security and environmental regulations and laws, as well as all other applicable regulations and laws.

Public Hearing:

A public hearing was held on October 6, 2023, and there were no comments.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute a lease agreement with Redwing Terminals, LLC, in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

Board Meeting
October 17, 2023
Real Estate 417158

Exhibit "A"





PORT TAMPA BAY

1101 Channelside Drive
Tampa, Florida 33602

Memorandum

To: A. Paul Anderson
President and CEO

CC: Charles Klug
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 9, 2023

Subject: Redwing Terminals, LLC – Lease Agreement - Public Hearing

This public hearing was held in accordance with procedures specified in Chapter 95-488, Laws of Florida. The subject public hearing was held before me on Friday, October 6, 2023 at 10:32 a.m. Attached is the transcription of the hearing along with copies of all exhibits.

Heather Eblin-Crowe Date October 9, 2023
 Heather Eblin-Crowe
 Hearing Officer

I hereby concur with the Hearing Officer’s statement and recommend the President and CEO request approval by the Tampa Port Authority Board of Commissioners to approve the Lease Agreement with Redwing Terminals, LLC.

Craig Roberts Date October 9, 2023
 Craig Roberts
 Real Estate Project Manager

Attachments

PUBLIC HEARING TRANSCRIPT
October 6, 2023 at 10:32 a.m.
Redwing Terminals, LLC – Lease Agreement

ATTENDEES

Ed Washington – Port Tampa Bay
Ron Glessing – Port Tampa Bay
Peter Koken – Pangaea Logistics
Mike Horan – Ajax Paving Industries of Florida, LLC

HEARING OFFICER

Heather Eblin-Crowe

1 Good morning. Today is Friday, October 6, 2023 and this public hearing is called to order
2 at 10:32 a.m. This hearing is held under the authority and pursuant to Chapter 95-488 of the
3 Laws of Florida. The purpose of the hearing is to hear comments from the general public and
4 interested parties regarding the following:

5
6 **LEASE AGREEMENT WITH REDWING TERMINALS, LLC**
7

8 My name is Heather Crowe and I am employed by the Tampa Port Authority, doing
9 business as Port Tampa Bay, and have been appointed by its Board of Commissioners to serve
10 as a hearing officer at public hearings such as the one we are conducting today. Joining me is
11 Craig Roberts, Real Estate Project Manager, who will present the terms for this project.
12

13 **MR. ROBERTS:**
14

15 Redwing Terminals, LLC, hereinafter referred to as Redwing Terminals is the aggregates
16 import division of Blue Water Industries, LLC, a construction aggregates producer. Formed in
17 2018, Blue Water Industries employs more than 300 people throughout the Southeast United
18 States, including South Carolina, Florida, North Carolina, Tennessee, Alabama and Virginia. Blue
19 Water Industries currently owns and operates twenty (20) rock quarries and five (5) sand mines.
20 Products include crushed limestone, rip rap, gravel, concrete and asphalt sand, gabbro and
21 granite. Redwing Terminals desires to lease land, hereinafter referred to as the Premises, from
22 Port Tampa Bay.
23

24 The Premises would be approximately 14.0 acres of land located on Port Redwing
25 together with a non-exclusive Access Easement for its conveyor system to Berth 302. The
26 Premises would be used for the handling, storage, processing, screening, rinsing and distribution
27 of aggregates including granite, limestone, and crushed concrete. Break bulk cargo would also
28 be permitted.
29

30 The Term of the Lease would be ten (10) years with six (6), five year (5) Lease Extension
31 Options and would consist of the following phases: the Permitting Period, the Development Period
32 and the Operational Period.
33

34 The Permitting Period would commence upon the Effective Date of the Lease and end on
35 (i) the date construction commences on the Premises or (ii) six (6) months from the Effective Date
36 of the Lease, whichever comes first.
37

38 The Development Period would commence at the end of the Permitting Period and would
39 expire on (i) the date construction commences on the Premises, (ii) one (1) year from the
40 expiration of the Permitting Period or (iii) eighteen (18) months from the Effective Date of the
41 Lease, whichever occurs first.
42

43 The Operational Period would commence upon the expiration of the Development Period.
44

45 Rent during the Permitting Period would be zero dollars per acre.
46

47 Rent during the Development Period would be \$15,000 per acre or \$210,000 per year.

1 Rent for the first year of the Operational Period would be \$30,000 per acre or \$420,000
2 per year.

3
4 Commencing in Operational Period Year 2 and continuing through the remainder of the
5 Operational Period, Rent would be adjusted by the Consumer Price Index, but not more than 5%
6 nor less than 0% each year.

7
8 Redwing Terminals would have a Minimum Financial Guarantee, hereinafter referred to
9 as the "MFG" for each year for rent, wharfage and dockage.

10
11 The MFG for the Permitting Period would be none.

12
13 The MFG for the Development Period would be none.

14
15 The MFG for the Operational Period Year 1 would be \$588,000.

16
17 The MFG for the Operational Period Years 2 and 3 would be \$756,000 per year.

18
19 The MFG for the Operational Period Years 4 thru 10 would be \$840,000 per year.

20
21 The MFG for the Extension Options would be reviewed by both Port Tampa Bay and
22 Redwing Terminals at least six (6) months prior to the commencement of the Extension Options.
23 If the parties cannot reach an agreement, then the MFG would increase by ten percent (10%) and
24 the ATG would remain the same.

25
26 The Annual Tonnage Guarantee, hereinafter referred to as the "ATG" for the Operational
27 Period would be as follows:

28
29 For Operational Period Year 1, the ATG would be 175,000 tons per year.

30
31 For Operational Periods Years 2 and 3, the ATG would be 230,000 tons per year.

32
33 For Operational Period Year 4, the ATG would be 300,000 tons per year.

34
35 For Operational Period Year 5, the ATG would be 350,000 tons per year.

36
37 For Operational Period Year 6, the ATG would be 400,000 tons per year.

38
39 For Operational Period Year 7 through 10, the ATG would be 500,000 tons per year.

40
41 For the Lease Extension Options, the ATG would be 500,000 tons per year.

42
43 During any lease year that Redwing Terminals reaches its annual MFG and ATG; Redwing
44 Terminals would receive reduced wharfage and dockage rates of 50% for the remainder of that
45 lease year.

46
47 Redwing Terminals would take the Premises "AS-IS" and would be responsible for the
48 utilities, real estate taxes, site improvements, insurance, and maintenance of the Premises. In

1 addition, Redwing Terminals must comply with all seaport security and environmental regulations
2 and laws, as well as any other applicable regulations and laws.

3
4 At this time, I would like to offer into the record the following exhibits:

5
6 Exhibit No. 1, is the sketch of the Premises.

7
8 Exhibit No. 2, which is the Public Hearing Notice that appeared in the September 13, 2023
9 issue of the Tampa Bay Times advising of this Public Hearing.

10
11 These are the only exhibits to be offered into the record.

12
13 That is all.

14
15 **MRS. CROWE:**

16
17 Thank you Mr. Roberts. I will accept the exhibits as presented and they will be entered
18 into the record.

19
20 At this time we will take comments concerning this issue.

21
22 Are there any comments? Hearing none.

23
24 A transcript will be made and furnished to the Port Authority Staff. The Staff will make a
25 recommendation to our Board of Commissioners, which will meet on October 17, 2023. The Staff
26 recommendation will be available on October 10, 2023. If there is nothing else to come before
27 this hearing, I declare this hearing closed at 10:38 a.m.

28
29 I, Heather Eblin-Crowe, have read and approve the form of the attached transcript
30 of the October 6, 2023 Public Hearing for the Lease Agreement with Redwing Terminals,
31 LLC.

32
33
34 Dated on _____ October 9, 2023

35
36
37 Heather Eblin-Crowe
38 Heather Eblin-Crowe
39 Public Hearing Officer

**EXHIBIT NO. 1
SKETCH OF THE PREMISES**



**TAMPA PORT AUTHORITY PUBLIC HEARING
Redwing Terminals, LLC – Lease Agreement
October 6, 2023 @ 10:32 a.m.
PTB ID# 417665**

EXHIBIT NO. 2
TAMPA BAY TIMES PUBLIC NOTICE AND AFFIDAVIT

0000306182-01

Tampa Bay Times
Published Daily

STATE OF FLORIDA
COUNTY OF Hillsborough

Before the undersigned authority personally appeared **Carol Chewning** who on oath says that he/she is **Legal Advertising Representative** of the **Tampa Bay Times** a daily newspaper printed in St. Petersburg, in Pinellas County, Florida; that the attached copy of advertisement, being a Legal Notice in the matter **RE: Redwing Terminals, LLC - Lease Agreement - Public Hearing Notice** was published in said newspaper by print in the issues of: **9/13/23** or by publication on the newspaper's website, if authorized, on

Affiant further says the said **Tampa Bay Times** is a newspaper published in **Hillsborough** County, Florida and that the said newspaper has heretofore been continuously published in said **Hillsborough** County, Florida each day and has been entered as a second class mail matter at the post office in said **Hillsborough** County, Florida for a period of one year next preceding the first publication of the attached copy of advertisement, and affiant further says that he/she neither paid nor promised any person, firm or corporation any discount, rebate, commission or refund for the purpose of securing this advertisement for publication in the said newspaper.

**PORT TAMPA BAY
NOTICE OF PUBLIC HEARING**

Notice is hereby given of a public hearing to be held at 10:30 a.m., October 6, 2023 before the Tampa Port Authority, d/b/a Port Tampa Bay at its offices located at 1101 Channelside Drive, Tampa, Florida 33602, to hear public comments regarding the following:

**Redwing Terminals, LLC and Pangea Florida, LLC -
Lease Agreements**

Additional information is available online at www.tampaport.com. All written comments and objections directed toward the foregoing matter should be filed with Port Tampa Bay, Real Estate Department, at 1101 Channelside Drive, Tampa, Florida 33602 by 12:00 noon on October 5, 2023. Oral comments and objections may be presented at the hearing.

In accordance with the federal Americans with Disabilities Act and Section 286.26, Florida Statutes, persons with disabilities requiring reasonable accommodation to participate in this hearing should call (813) 905-5031 or fax (813) 905-5029 not later than 48 hours prior to the hearing.

ANY PERSON WHO DECIDES TO APPEAL ANY DECISION OF THE PORT TAMPA BAY WITH RESPECT TO ANY MATTER CONSIDERED AT THIS PUBLIC HEARING WILL NEED A RECORD OF THE PROCEEDINGS AND, FOR SUCH A PURPOSE, MAY NEED TO HIRE A COURT REPORTER TO ENSURE THAT A VERBATIM RECORD OF THE PROCEEDINGS IS MADE, WHICH RECORD INCLUDES THE TESTIMONY AND EVIDENCE UPON WHICH THE APPEAL IS TO BE BASED.

09/13/2023 0000306177

} ss

Signature Affiant

Sworn to and subscribed before me this **09/13/2023**

Signature of Notary Public

Personally known or produced identification

Type of identification produced _____



TAMPA PORT AUTHORITY PUBLIC HEARING
Redwing Terminals, LLC – Lease Agreement
October 6, 2023 @ 10:32 a.m.
PTB ID# 417665

SIGN-IN SHEET

PUBLIC HEARING FOR

REDWING TERMINALS, LLC – LEASE AGREEMENT

Friday, October 6, 2023 @ 10:30 A.M.

PLEASE PRINT THE FOLLOWING INFORMATION

	YOUR NAME (Please print)	COMPANY NAME (Please print full company name)	COMPLETE COMPANY ADDRESS (Please print full company address)	Do you plan to comment?
1.	MIKE HOBAN	AJAX PAVING INDUSTRIES OF FL, LLC	1 Ajax Drive, N. Venice, FL 34275	YES
2.	PETER TOKER	PANGAEA LOGISTICS	109 LONG WARE, ROXBURY, RI	YES
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

SUBJECT: LEASE AGREEMENT WITH PANGAEA FLORIDA, LLC

BACKGROUND:

Pangaea Florida, LLC, (Pangaea) is the port terminal & stevedoring division of Pangaea Logistics Solutions’ proposed operations at Port Redwing. Pangaea Logistics Solutions, Ltd is a publicly traded company (NASDAQ:PANL) headquartered in Newport, RI and established in 1996. Pangaea operates a fleet of 60-70 owned and chartered dry bulk vessels in the Supramax, Ultramax, Panamax, and Post-Panamax classes. Pangaea employs more than 125 people shoreside and approximately 550 Officers and Crew members at sea, onboard its owned ships. Pangaea desires to lease approximately 2.0 acres of land with conveyor access to Berth 302 for the importation of aggregate and other commodities. Since Pangaea Florida is a newly formed LLC, Pangaea Logistics Solutions, Ltd will be a guarantor of the lease.

FACTS/COMMENTS:

PTB staff and Pangaea have negotiated the following terms for the lease agreement:

Premises: Approximately 2.0 acres of land at Port Redwing, as further depicted on Exhibit “A”. PTB would also grant a non-exclusive easement to Pangaea to use a 2,400-foot conveyor system to move commodities from Berth 302 to the Premises at a location acceptable to PTB (Conveyor Easement). A joint venture between Redwing Terminals, LLC (Redwing Terminals) and Pangaea would be permitted, subject to the PTB’s prior review and consent, to jointly construct a 2,400-foot conveyor system within the Conveyor Easement. Redwing Terminals and Pangaea would be solely responsible for the cost of the design, construction, maintenance, repair and use of the conveyor and all other improvements located within the Conveyor Easement.

Use: The Premises would be used for handling, storage, processing, screening, rinsing and distribution of aggregates including limestone, granite, and crushed concrete; cementitious products such as clinker and fly ash; other products such as barytes, feldspar, ferrochrome alloy, ferromanganese, gypsum, ilmenite ore, manganese, pumice, rutile sand salt and slag. Break bulk cargo would also be permitted.

Term: The initial term would be ten (10) years with six (6) lease extension options of five (5) years each.

Rent: Rent for the Premises would be as follows:

<u>Lease Term</u>	<u>Annual Rent</u>
Permitting Period – Months 0-6:	\$0.00
Development Period – months 7 thru 24	\$15,000/acre
Operation Period Yr. 1 (Lease year 3) (mos. 24-36):	\$30,000/acre
Operation Periods 2 through the end of the Initial Term:	Adjusted each year by CPI, not more than 5% nor less than 0%
Extension Options:	Adjusted each year by CPI, not more than 5% nor less than 0%

Minimum Financial Guarantee (MFG): There would be a Minimum Financial Guarantee for financial payments of rent, wharfage and dockage in the following amounts:

Permitting Period	None
Development Period	None
Permitting Period	None
Development Period	None
Operational Year 1	\$84,000
Operational Years 2 and 3:	\$108,000
Operational Years 4 thru 10:	\$120,000
Extension Option(s):	To be negotiated by the parties, but if an agreement cannot be reached the MFG would increase by 10% for each extension option.

Wharfage Incentive: In any single lease year where the MFG is met, the wharfage and dockage rates would be discounted to 50% of the then current tariff rate for the remainder of that specific lease year:

Improvements: Pangaea would be permitted, subject to the PTB's prior review and consent, to jointly construct with Redwing Terminals a 2,400-foot conveyor system within the Conveyor Easement. Pangaea and Redwing Terminals would be solely responsible for the cost of the design, construction, maintenance, repair and use of the conveyor and all other improvements located within the Conveyor Easement. In designing, constructing and operating the Conveyor Improvements, Pangaea and Redwing Terminals would provide adequate clearance for access by PTB and its tenants, contractors and invitees through the Conveyor Easement to PTB lands to the south of the Premises by building and operating a conveyor that is moveable or temporarily relocatable.

Other: Pangaea would take the Premises "AS-IS" and would be responsible for all utilities, real estate taxes, site improvements, insurance, and maintenance of the Premises. In addition, Pangaea must comply with all seaport security and environmental regulations and laws and all other applicable regulations and laws.

Public

Hearing: A public hearing was held on October 6, 2023, and there were no comments.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute a lease agreement with Pangaea Florida, LLC, in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

Board Meeting
October 17, 2023
Real Estate 417160

Exhibit "A"

PANGAEA FLORIDA

DIANA TOLEDO ALMEIDA ROAD

**PANGAEA FLORIDA
2 ACRES±**

September 12, 2023

Prepared By:
Craig S. Kurial
Professional Land Surveyor #4642
Senior Professional Land Surveyor
Port Tampa Bay

THIS IS NOT A SURVEY

PORT TAMPA BAY
1101 Channelside Drive
Tampa, Florida 33602
(813) 905-7678 Fax (813) 905-5029
WWW.PORTTB.COM



PORT TAMPA BAY

1101 Channelside Drive
Tampa, Florida 33602

Memorandum

To: A. Paul Anderson
President and CEO

CC: Charles Klug
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 9, 2023

Subject: Pangaea Florida, LLC – Lease Agreement - Public Hearing

This public hearing was held in accordance with procedures specified in Chapter 95-488, Laws of Florida. The subject public hearing was held before me on Friday, October 6, 2023 at 10:39 a.m. Attached is the transcription of the hearing along with copies of all exhibits.

Heather Eblin-Crowe
Heather Eblin-Crowe
Hearing Officer

Date October 9, 2023

I hereby concur with the Hearing Officer’s statement and recommend the President and CEO request approval by the Tampa Port Authority Board of Commissioners to approve the Lease Agreement with Pangaea Florida, LLC.

Craig Roberts
Craig Roberts
Real Estate Project Manager

Date October 9, 2023

Attachments

PUBLIC HEARING TRANSCRIPT
October 6, 2023 at 10:39 a.m.
Pangaea Florida, LLC – Lease Agreement

ATTENDEES

Ed Washington – Port Tampa Bay
Ron Glessing – Port Tampa Bay
Peter Koken – Pangaea Logistics
Mike Horan – Ajax Paving Industries of Florida, LLC

HEARING OFFICER

Heather Eblin-Crowe

1 Good morning. Today is Friday, October 6, 2023 and this public hearing is called to order
2 at 10:39 a.m. This hearing is held under the authority and pursuant to Chapter 95-488 of the
3 Laws of Florida. The purpose of the hearing is to hear comments from the general public and
4 interested parties regarding the following:

5
6 **LEASE AGREEMENT WITH PANGAEA FLORIDA, LLC**
7

8 My name is Heather Crowe and I am employed by the Tampa Port Authority, doing
9 business as Port Tampa Bay, and have been appointed by its Board of Commissioners to serve
10 as a hearing officer at public hearings such as the one we are conducting today. Joining me is
11 Craig Roberts, Real Estate Project Manager, who will present the terms of this project.
12

13 **MR. ROBERTS:**
14

15 Pangaea Florida, LLC, hereinafter referred to as Pangaea, is the port terminal and
16 stevedoring division of Pangaea Logistics Solutions. Pangaea Logistics Solutions, Ltd is a
17 publicly traded company headquartered in Newport, Rhode Island and was established in 1996.
18 Pangaea operates a fleet of 60 to 70 owned and chartered dry bulk vessels in the Supramax,
19 Ultramax, Panamax, and Post-Panamax classes. Pangaea employs more than 125 people
20 shoreside and approximately 550 officers and crew members at sea, and onboard its owned
21 ships. Pangaea desires to lease approximately 2.0 acres of land, hereinafter referred to as the
22 Premises, from Port Tampa Bay.
23

24 The Premises would be approximately 2.0 acres of land located on Port Redwing, together
25 with a non-exclusive Access Easement to Berth 302. The Premises would be used for the
26 handling, storage, processing, screening, rinsing and distribution of aggregates including
27 limestone, granite, and crushed concrete; cementitious products such as clinker and fly ash; other
28 products such as barytes, feldspar, ferrochrome alloy, ferromanganese, gypsum, ilmenite ore,
29 manganese, pumice, rutile sand salt and slag. Break bulk cargo would also be permitted.
30

31 The Term of the Lease would be ten (10) years with six (6), five (5) year Lease Extension
32 Options and would consist of the following phases: the Permitting Period, the Development Period
33 and the Operational Period.
34

35 The Permitting Period would commence upon the Effective Date of the Lease and end on
36 (i) the date construction commences on the Premises or (ii) six (6) months from the Effective Date
37 of the Lease, whichever occurs first.
38

39 The Development Period would commence at the end of the Permitting Period and would
40 expire on (i) the date construction commences on the Premises, (ii) one (1) year from the
41 expiration of the Permitting Period or (iii) eighteen (18) months from the Effective Date of the
42 Lease, whichever occurs first.
43

44 The Operational Period would commence upon the expiration of the Development Period.
45

46 Rent during the Permitting Period would be zero dollars per acre.
47

48 Rent during the Development Period would be \$15,000 per acre or \$30,000 per year.

1 Rent during, sorry, for the first year of the Operational Period would be \$30,000 per acre
2 or \$60,000 per year.

3
4 Commencing in Operational Year 2 and continuing through the remainder of the
5 Operational Period, Rent would be adjusted by the Consumer Price Index, but not more than 5%
6 nor less than 0% each year.

7
8 Pangaea would have a Minimum Financial Guarantee, hereinafter referred to as the
9 "MFG" for each year for rent, wharfage and dockage.

10
11 The MFG for the Permitting Period would be zero dollars.

12
13 The MFG for the Development Period would be zero dollars.

14
15 The MFG for the Operational Period Year 1 would be \$84,000.

16
17 The MFG for the Operational Period Years 2 and 3 would be \$108,000 per year.

18
19 The MFG for the Operational Period Years 4 thru 10 would be \$120,000 per year.

20
21 The MFG for the Extension Options would be reviewed by both Port Tampa Bay and
22 Pangaea at least six (6) months prior to the commencement of the Extension Options. If the
23 parties cannot reach an agreement, then the MFG would increase by ten percent (10%).

24
25 During any lease year that Pangaea reaches its annual MFG, Pangaea would receive
26 reduced wharfage and dockage rates of 50% for the remainder of that lease year.

27
28 Pangaea would take the Premises "AS-IS" and would be responsible for the utilities, real
29 estate taxes, site improvements, insurance, and maintenance of the Premises. In addition,
30 Pangaea must comply with all seaport security and environmental regulations and laws, as well
31 as any other applicable regulations and laws.

32
33 At this time, I would like to offer into the record the following exhibits:

34
35 Exhibit No. 1, which is the sketch of the Premises.

36
37 Exhibit No. 2, which is the Public Hearing Notice that appeared in the September 13, 2023
38 issue of the Tampa Bay Times advising of this Public Hearing.

39
40 These are the only exhibits to be offered into the record.

41
42 That is all.

1 **MRS. CROWE:**

2

3 Thank you Mr. Roberts. I will accept the exhibits as presented and they will be entered
4 into the record.

5

6 At this time we will take comments concerning this issue.

7

8 Are there any comments? Hearing none.

9

10 A transcript will be made and furnished to the Port Authority Staff. The Staff will make a
11 recommendation to our Board of Commissioners, which will meet on October 17, 2023. The Staff
12 recommendation will be available on October 10, 2023. If there is nothing else to come before
13 this hearing, I declare this hearing closed at 10:45 a.m.

14

15 I, Heather Eblin-Crowe, have read and approve the form of the attached transcript
16 of the October 6, 2023 Public Hearing for the Lease Agreement with Pangaea Florida,
17 LLC.

18

19

20 Dated on October 9, 2023.

21

22

23

24

25

Heather Eblin-Crowe
Heather Eblin-Crowe
Public Hearing Officer

**EXHIBIT NO. 1
SKETCH OF THE PREMISES**



**EXHIBIT NO. 2
TAMPA BAY TIMES PUBLIC NOTICE AND AFFIDAVIT**

0000306182-01

**Tampa Bay Times
Published Daily**

STATE OF FLORIDA
COUNTY OF Hillsborough

Before the undersigned authority personally appeared **Carol Chewning** who on oath says that he/she is **Legal Advertising Representative** of the **Tampa Bay Times** a daily newspaper printed in St. Petersburg, in Pinellas County, Florida; that the attached copy of advertisement, being a Legal Notice in the matter **RE: Redwing Terminals, LLC - Lease Agreement - Public Hearing Notice** was published in said newspaper by print in the issues of: **9/13/23** or by publication on the newspaper's website, if authorized, on

Affiant further says the said **Tampa Bay Times** is a newspaper published in **Hillsborough** County, Florida and that the said newspaper has heretofore been continuously published in said **Hillsborough** County, Florida each day and has been entered as a second class mail matter at the post office in said **Hillsborough** County, Florida for a period of one year next preceding the first publication of the attached copy of advertisement, and affiant further says that he/she neither paid nor promised any person, firm or corporation any discount, rebate, commission or refund for the purpose of securing this advertisement for publication in the said newspaper.

**PORT TAMPA BAY
NOTICE OF PUBLIC HEARING**

Notice is hereby given of a public hearing to be held at 10:30 a.m., October 6, 2023 before the Tampa Port Authority, d/b/a Port Tampa Bay at its offices located at 1101 Channelside Drive, Tampa, Florida 33602, to hear public comments regarding the following:

**Redwing Terminals, LLC and Pangaea Florida, LLC -
Lease Agreements**

Additional information is available online at www.tampaport.com. All written comments and objections directed toward the foregoing matter should be filed with Port Tampa Bay, Real Estate Department, at 1101 Channelside Drive, Tampa, Florida 33602 by 12:00 noon on October 5, 2023. Oral comments and objections may be presented at the hearing.

In accordance with the federal Americans with Disabilities Act and Section 286.26, Florida Statutes, persons with disabilities requiring reasonable accommodation to participate in this hearing should call (813) 905-5031 or fax (813) 905-5029 not later than 48 hours prior to the hearing.

ANY PERSON WHO DECIDES TO APPEAL ANY DECISION OF THE PORT TAMPA BAY WITH RESPECT TO ANY MATTER CONSIDERED AT THIS PUBLIC HEARING WILL NEED A RECORD OF THE PROCEEDINGS AND, FOR SUCH A PURPOSE, MAY NEED TO HIRE A COURT REPORTER TO ENSURE THAT A VERBATIM RECORD OF THE PROCEEDINGS IS MADE, WHICH RECORD INCLUDES THE TESTIMONY AND EVIDENCE UPON WHICH THE APPEAL IS TO BE BASED.

09/13/2023 0000306177

} ss

Signature Affiant

Sworn to and subscribed before me this **09/13/2023**

Signature of Notary Public

Personally known or produced identification

Type of identification produced _____



**TAMPA PORT AUTHORITY PUBLIC HEARING
Pangaea Florida, LLC – Lease Agreement
October 6, 2023 @ 10:39 a.m.
PTB ID# 417656**

SIGN-IN SHEET

PUBLIC HEARING FOR

PANGAEA FLORIDA, LLC – LEASE AGREEMENT

Friday, October 6, 2023 @ 10:30 A.M.

PLEASE PRINT THE FOLLOWING INFORMATION

	YOUR NAME (Please print)	COMPANY NAME (Please print full company name)	COMPLETE COMPANY ADDRESS (Please print full company address)	Do you plan to comment?
1.	FLOR KURBAN	PANGAEA LOGISTICS	109 LONG WHARF, NEWPORT RI	YES
2.	MIKE HOGAN	AJAX PAVING INDUSTRIES OF FL, LLC	1 Ajax Drive, North Venice, FL 34275	Yes
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

E. RECEIPT OF REPORTS

1. REPORT OF MONTHLY AGED RECEIVABLES

2. REPORT OF MONTHLY CONTRACT STATUS

3. REPORT OF MONTHLY WORK PERMITS

**4. REPORT OF MONTHLY EXPENDITURES BETWEEN
\$50,000 - \$100,000**

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Port Fees						
T163	ACE STEVEDORING CO INC	-	1,475.74	-	-	1,475.74
S080	AGUNSA TRUCKING LLC	52.50	-	-	-	52.50
D082	ALLIANCE MECHANICAL SOLUTIONS, LLC	20.00	-	-	-	20.00
S036	ALTAMAR SHIPPING	819.00	-	-	-	819.00
T012	AMALIE OIL COMPANY	6,075.93	-	-	-	6,075.93
D081	AMERICAN MARINE EXPRESS, INC	189.00	-	-	-	189.00
D054	ANCHOR SANDBLASTING AND COATINGS, INC	760.00	-	-	-	760.00
Q228	ARCELORMITTAL INTERNATIONAL	5,556.04	-	-	-	5,556.04
T400	ARDENT MILLS, LLC	25,086.63	-	-	-	25,086.63
Q456	ARGOS USA LLC	20.00	-	20.00	-	40.00
Q496	ATLANTIC CONTAINER LINE	8,479.02	-	-	-	8,479.02
A512	BEYEL BROTHERS INC	-	273.00	-	-	273.00
S041	BRONCO TRANSPORT	304.50	-	-	-	304.50
T201	BUCKEYE TERMINALS, LLC	158,535.97	0.20	-	-	158,536.17
T003	CARGILL INC	1,288.50	-	644.25	42,949.80	44,882.55
D049	CARGILL SALT	72.30	-	-	-	72.30
T151	CARGILL SALT	31,527.53	-	-	-	31,527.53
S025	CARGILL SALT DIVISION	577.50	-	-	-	577.50
T131	CARNIVAL CRUISE LINES	282,949.85	3,487.34	4,597.67	-	291,034.86
T198	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	25,121.30	-	-	-	25,121.30
T399	CEMEX CONSTRUCTION MATERIALS FL-PENDOLA PT	-	-	2,268.77	-	2,268.77
T014	CENTRAL FLORIDA PIPELINE LLC	521,952.70	-	-	-	521,952.70
T145	CENTRAL FLORIDA PIPELINE LLC	9,547.06	-	-	-	9,547.06
Q414	CENTURY METALS & SUPPLIES INC	2,933.33	-	-	-	2,933.33
T183	CERES MARINE TERMINALS INC	-	-	1,144.30	-	1,144.30
Q494	CHIPOLBROK AMERICA, INC.	16,823.46	-	-	-	16,823.46
Q439	CITROSUCO NORTH AMERICA, INC.	152,272.90	-	-	-	152,272.90
T109	CITRUS PRODUCTS	19,719.00	-	-	-	19,719.00
D047	CITY OF TAMPA	1,500.00	-	-	-	1,500.00
D047	CITY OF TAMPA MOBILITY DEPT	200.00	-	-	-	200.00
A423	DANN OCEAN TOWING, INC	6,460.56	-	-	-	6,460.56
Q450	DOLE FRESH FRUIT COMPANY	33,090.00	-	-	-	33,090.00
Q081	DONGKUK INTERNATIONAL INC	3,923.61	-	-	-	3,923.61
Q032	DUFERCO STEEL, INC	429.56	-	-	-	429.56
S064	DV CONTAINER SERVICES	(94.50)	-	-	-	(94.50)

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
S074	EDGE METALS RECYCLING, INC	850.50	-	-	-	850.50
D085	EXPRESS EMPLOYMENT PROFESSIONALS	20.00	-	-	-	20.00
D062	FEDERAL MARINE TERMINALS	40.00	-	-	-	40.00
Q495	FLACK GLOBAL METALS	35.01	-	-	-	35.01
A429	GAC SHIPPING (USA) INC	64,209.04	-	-	-	64,209.04
S043	GLOBAL DISTRIBUTION INC	1,365.00	-	-	-	1,365.00
A254	GREAT LAKES DREDGE & DOCK	(3.64)	-	-	-	(3.64)
A527	GULF HARBOR SHIPPING, LLC	(25.00)	-	-	-	(25.00)
Q401	HANWA AMERICAN CORP-CA	742.96	-	-	-	742.96
A549	HOST AGENCY, LLC	39,389.90	-	-	-	39,389.90
Q010	HUSTEEL USA INC	5,826.08	-	-	-	5,826.08
A306	INCHCAPE SHIPPING SERVICES	91,034.10	-	-	46.93	91,081.03
A496	INTERCRUISES PORT OPERATIONS USA, INC	-	32,883.24	-	-	32,883.24
Q403	JFE SHOJI TRADE AMERICA CORP	240.93	-	-	-	240.93
D078	KAG SPECIALTY PRODUCTS GROUP, LLC	52.50	-	-	-	52.50
A350	KIMMINS CONTRACTING	40.00	-	-	-	40.00
D036	KINDER MORGAN BULK	60.00	-	-	-	60.00
T116	KINDER MORGAN BULK/TBS	1,532.59	-	-	-	1,532.59
A003	KIRBY OFFSHORE MARINE	20,145.28	-	-	-	20,145.28
A248	LA CARRIERS, LLC	305.20	-	-	-	305.20
D065	LAKELAND PAVING COMPANY	80.00	-	-	-	80.00
Q410	LEE COMPANY CUSTOMS BROKER	241.48	-	-	-	241.48
T308	LOGISTEC GULF COAST LLC	99,220.09	-	984,059.28	-	1,083,279.37
T328	MAJESTIC STEEL USA	13,858.41	-	-	-	13,858.41
A360	MARTIN GAS MARINE	2,877.00	-	-	-	2,877.00
T135	MARTIN MARIETTA AGGREGATES	1,823.65	78,280.32	1,823.65	1,054.16	82,981.78
T134	MARTIN OPERATING PARTNERSHIP	1,508.96	-	-	-	1,508.96
Q364	MARUBENI ITOCHU STEEL AMERICA INC (TX)	624.30	-	-	-	624.30
Q402	MASTER PIPE DISTRIBUTION	256.64	-	-	-	256.64
A465	MASTER, OWNER & OPERATORS	62,794.22	-	-	-	62,794.22
Q338	mitsui & COMPANY USA (IL)	290.98	-	-	-	290.98
S067	MKD LOGISTICS LLC	304.50	-	-	-	304.50
A509	MOBRO MARINE INC	-	-	365.40	-	365.40
A430	MORAN SHIPPING AGENCIES	(246.00)	-	-	-	(246.00)
A053	MORAN TOWING CORPORATION	7,984.81	-	-	-	7,984.81
T002	MOSAIC CROP NUTRITION, LLC	(1,327.90)	-	108,960.12	-	107,632.22
T011	MURPHY OIL USA INC	18,798.03	-	-	-	18,798.03

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
S075	NAV TRANSPORTATION/NORTHSTAR SVCS LTD	294.00	-	-	-	294.00
A486	NORTH AMERICAN GENERAL AGENTS	95.74	-	-	-	95.74
A071	NORTON LILLY INTERNATIONAL	269,678.93	-	576.77	610.35	270,866.05
A439	NOVA INTERNATIONAL SHIPPING	74,245.67	-	-	-	74,245.67
S076	ONLINE TRANSPORT INTERNATIONAL LLC	100.18	-	50.09	3,339.00	3,489.27
Q351	OPTIMA STEEL INTERNATIONAL, LLC	1,053.45	-	-	-	1,053.45
A069	OSG AMERICA INC	1,034.16	-	-	-	1,034.16
Q397	PACIFIC METALS TRADING INC	251.66	-	-	-	251.66
T205	PLAINS LPG SERVICES, L.P.	9,543.90	-	-	-	9,543.90
T318	PORT LOGISTICS TERMINAL OPERATIONS LLC	10,281.35	-	379.68	-	10,661.03
S039	PORTS AMERICA	20.00	-	-	-	20.00
T006	PORTS AMERICA	6,634.68	-	-	-	6,634.68
T182	PORTS AMERICA	234,421.88	-	-	-	234,421.88
T311	Precision Build Solutions, LLC	60.00	-	-	-	60.00
A283	PRO TRANSPORT INC, TAMPA	348.50	-	147.00	-	495.50
T292	PURAGLOBE FLORIDA LLC	2,090.93	-	-	-	2,090.93
D075	RELIABLE TAMPA PARTNERS	80.00	-	-	-	80.00
A064	SAVAGE & SON, AR	514,725.04	-	-	-	514,725.04
A531	SAVAGE MARINE MANAGEMENT COMPANY, LLC	18,398.87	-	-	-	18,398.87
A065	SEA & LAND SHIPPING	1,647.70	60,101.41	-	-	61,749.11
S069	SOUTHERN CARTAGE, INC	283.50	-	-	-	283.50
D080	SOUTHERN SKILL TRADES INC	60.00	-	-	-	60.00
A541	SPACE EXPLORATION TECHNOLOGIES CORP	4,341.90	-	-	51.39	4,393.29
T101	SULPHURIC ACID TRADING COMPANY	5,547.72	-	-	-	5,547.72
S055	TAMPA CONTAINER TRANSPORT	52.50	-	-	-	52.50
T021	TAMPA PORT SERVICES, LLC	(217.89)	-	-	-	(217.89)
A384	TAMPA SHIP LLC	555.45	-	-	-	555.45
Q334	Tata International Metals Americas Limited	239.61	-	-	-	239.61
Q191	TERNIUM INTERNATIONAL USA CORP.	347.61	-	-	-	347.61
Q493	THE MILL STEEL COMPANY	-	-	759.02	-	759.02
Q215	THYSSENKRUPP MATERIALS TRADING NORTH AMERICA-MI	1,225.45	-	-	-	1,225.45
D084	TITAN FLORIDA (TITAN CONCRETE-WEST COAST REGION)	20.00	-	-	-	20.00
T173	TITAN FLORIDA LLC	68,375.37	2,011.71	4,413.14	-	74,800.22
T150	TRADEMARK METALS RECYCLING FKA ONESTEEL	107,587.60	-	-	-	107,587.60
A251	TRADEMARK METALS RECYCLING LLC	60.00	-	-	-	60.00

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
A497	TRANS-ATLANTIC AGENCIES INC	117,684.46	2,904.24	-	-	120,588.70
T197	TRANSFLO TERMINAL SERVICES, INC.	58,959.45	-	-	-	58,959.45
T020	TRANSMONTAIGNE INC	78,726.25	-	-	-	78,726.25
S021	TRX SOUTHEAST (TAMPA #770)	147.00	-	-	-	147.00
Q163	USP HOLDINGS, INC	1,111.09	-	-	-	1,111.09
T119	VULCAN MATERIALS COMPANY	54,668.75	-	-	-	54,668.75
Q435	WEST COAST METALS	289.65	-	-	-	289.65
A532	WORLD FUEL SERVICES, INC.	44,159.96	-	-	-	44,159.96
T056	YARA NORTH AMERICA INC	7,956.53	-	-	-	7,956.53
T171	ZIM ISRAELI NAVIGATION COMPANY	47,737.45	-	-	-	47,737.45
Subtotal Port Fees		3,496,068.92	181,417.20	1,110,209.14	48,051.63	4,835,746.89

License Renewals

T163	ACE STEVEDORING CO INC	-	787.50	-	-	787.50
B097	BLUE ONE TRANSPORTATION	-	367.50	-	-	367.50
A537	COLONIAL FUEL & LUBRICANT SERVICES, INC	-	2,500.00	-	-	2,500.00
A527	GULF HARBOR SHIPPING, LLC	-	262.50	-	-	262.50
C052	HAPPY'S PRODUCE	-	262.50	-	-	262.50
T195	PORT HENDRY TERMINALS, LLC	-	262.50	-	-	262.50
V112	Quality Inn & Suites Tampa Fairgrounds	-	367.50	-	-	367.50
T166	TAMPA ELECTRIC COMPANY	-	525.00	-	-	525.00
T173	TITAN FLORIDA LLC	-	787.50	-	-	787.50
A314	TROPIC OIL COMPANY	262.50	-	-	-	262.50
T139	TROPICAL SHIPPING	262.50	-	-	-	262.50
V061	VITALITY FOOD SERVICE,INC.DBA NESTLE PROFESSIONAL VITALITY	-	262.50	-	-	262.50
Subtotal License Renewals		525.00	6,385.00	-	-	6,910.00

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<u>Lease Charges</u>						
L045	AMALIE OIL	390.46	-	-	-	390.46
L219	AMERICAN VICTORY SHIP MEMORIAL MUSEUM	(19.37)	-	-	-	(19.37)
L400	ARDENT MILLS, LLC	216.88	-	-	-	216.88
L011	CARGILL FINANCIAL SERVICE CTR	11,458.34	-	-	10,416.67	21,875.01
L207	CARGILL INC SALT FACILITY	(1,594.66)	-	-	-	(1,594.66)
L403	CELLCO PARTNERSHIP DBA VERIZON WIRELESS	(5.52)	-	-	-	(5.52)
L277	CEMEX CONSTRUCTION MATERIALS FLORIDA LLC	108,945.42	-	-	-	108,945.42
L399	CEMEX CONSTRUCTION MATERIALS FLORIDA LLC	25,116.45	-	-	-	25,116.45
L299	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	(2.55)	-	-	-	(2.55)
L333	CROWN CASTLE NG EAST LLC	260.90	672.21	-	-	933.11
L044	DIVERSIFIED MARINE TECH	88.11	-	-	-	88.11
L317	Extenet Systems, Inc	965.43	7,009.02	-	-	7,974.45
L415	GLOVIS AMERICA, INC	416.06	-	13,868.81	-	14,284.87
L124	GULF MARINE REPAIR INC	720.00	-	-	-	720.00
L214	GULF SULPHUR SERVICES	15,353.43	-	-	460.60	15,814.03
L287	HCP ASSOCIATES, INC	5,118.83	-	-	-	5,118.83
L309	HILLSBOROUGH COUNTY SHERIFF'S OFFICE	8.00	-	-	-	8.00
L103	INTERNATIONAL SHIP REPAIR & MARINE SERVICES, INC	160.00	-	-	-	160.00
L308	LOGISTEC GULF COAST LLC	718.70	-	-	-	718.70
L328	MAJESTIC STEEL USA	16,410.10	-	-	-	16,410.10
L174	MARTIN MARIETTA AGGREGATES	78.33	-	-	-	78.33
L410	NORTH ATLANTIC INTERNATIONAL OCEAN CARRIER, INC	-	-	-	228.19	228.19
L409	ONLINE TRANSPORT INTERNATIONAL LLC	258.08	-	96.08	8,665.85	9,020.01
L223	PALM RIVER RESERVE	1,243.48	-	-	-	1,243.48
L321	PORT 32 TAMPA, LLC	489.16	32,610.60	-	-	33,099.76
L405	PORT HENDRY D, LLC	348.55	-	336.26	713.76	1,398.57
L264	PORTS AMERICA	68,744.62	-	-	-	68,744.62
L292	PURAGLOBE FLORIDA LLC	80.00	-	-	-	80.00
L196	SEABULK TOWING INC	25.50	-	-	-	25.50
L138	SHRIMP SVC DOCK ASSOCIATION	17.52	-	-	-	17.52
L235	STARSHIP CRUISE LINE	137.97	-	-	-	137.97
L064	SUPERIOR SEAFOODS INC	114.88	-	-	-	114.88
L067	TAMPA BAY PIPELINE COMPANY	79.86	-	-	5,324.00	5,403.86
L049	TAMPA PORT SERVICES, LLC	(213.38)	-	-	-	(213.38)
L190	TAMPA SHIP LLC	7,480.00	-	-	-	7,480.00

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2023

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
L239	TITAN FLORIDA LLC	74,259.72	-	-	-	74,259.72
L209	TRADEMARK METALS RECYCLING FKA ONESTEEL	(893.22)	-	-	-	(893.22)
L297	TRANSFLO TERMINAL SERVICES, INC.	(1,945.15)	-	-	-	(1,945.15)
L078	TRANSMONTAIGNE TERMINALING INC	21.77	-	-	-	21.77
L079	VERSAGGI SHRIMP COMPANY	67.46	-	-	-	67.46
Subtotal Lease Charges		335,120.16	40,291.83	14,301.15	25,809.07	415,522.21
<u>Accounts in Litigation/Renegotiation/Bankruptcy</u>						
R020	FELIPES PAVEL	-	-	-	2,495.78	2,495.78
L404	INTEGRAL ENERGY, LLC	-	-	-	274,733.00	274,733.00
A538	WORK CAT TRANS GULF LLC	-	-	-	224,197.87	224,197.87
Subtotal Accounts in Litigation/Renegotiation/Bankruptcy		-	-	-	501,426.65	501,426.65
Total Aged Receivables as of September 30, 2023		\$ 3,831,714.08	\$ 228,094.03	\$ 1,124,510.29	\$ 575,287.35	\$ 5,759,605.75

TAMPA PORT AUTHORITY
MONTHLY CONTRACT STATUS REPORT
09/30/23

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
OPERATING AND NON-CAPITAL CONTRACTS:						
Secured Data Center Facility Lease	Protected Trust/IF&D Data Suites	14-28	09/20/16	\$ 70,320	60,222	85.6%
Software Licensing - iSeaports	Harbour Mastery, Inc.	22-06	10/21/14	\$ 65,000	62,451	96.1%
Security System Maintenance & Repair	GSA Security	23-03	03/23/22	\$ 481,000	209,565	43.6%
SBE Uniformed Security Guard Service	Martinez & Company	23-21	06/18/19	\$ 370,000	14,527	3.9%
Real Estate Consulting Services	CBRE, Inc.	22-17	06/15/21	\$ 75,000	-	0.0%
Government Relations Consultant Services	Van Scoyoc & Associates	23-33	08/17/21	\$ 90,000	90,000	100.0%
State Legislative Services	Advocacy Group at Cardenas Partners	23-29	08/16/22	\$ 60,000	55,000	91.7%
Elevator/Escalator Maintenance & Repair Services	ThyssenKrupp Elevator	23-27	09/15/20	\$ 427,084	362,997	85.0%
Website Development & Website Hosting Services	GSL Solutions	22-35	11/15/22	\$ 45,000	28,188	62.6%
Video Production Services	Shooting Stars Post Inc	24-30	08/15/23	\$ 90,000	5,250	5.8%
Software Licensing - Concur	Carahsoft Technology Corp	23-10	04/21/20	\$ 75,375	75,360	100.0%
Law Enforcement Services	Hillsborough County Sheriff's Office	23-39	09/20/22	\$ 3,067,804	2,155,035	70.2%
Workers Compensation Insurance	PGIT (Preferred Governmental Insurance Trust)	24-05	09/19/23	\$ 99,047	24,882	25.0%
Landscaping Services	TCC Enterprise Inc	23-06	09/21/21	\$ 120,000	108,365	90.3%
Grounds Maintenance	TCC Enterprise Inc	23-18	09/21/21	\$ 341,009	310,008	90.9%
HVAC Monitoring, Routine Service & Repair	Tampa Bay Trane	23-12	09/17/19	\$ 84,200	56,179	66.7%
Consulting Services	HCP Associates	23-14	8/18/2020	\$ 95,000	52,199	54.9%
Uniformed Security Guard Services	Allied Universal	23-15	12/15/2020	\$ 3,825,592	3,376,942	88.3%
State Legislative Services	Capital City Consulting, LLC	24-21	06/15/21	\$ 60,000	10,000	16.7%
I.T. Consultant	Computer Science Corporation	23-23	09/18/18	\$ 85,000	81,270	95.6%
Janitorial Services	Xtremely Clean	23-08	10/15/19	\$ 468,727	392,478	83.7%
Insurance Broker Services	Hugh Wood, Inc	24-28	08/17/21	\$ 50,000	50,000	100.0%
Property & Liability Insurance	Hugh Wood, Inc	22-42	04/19/22	\$ 4,500,000	4,455,102	99.0%
Hosting and Support Services	Timmons Group	23-20	12/21/21	\$ 72,950	56,204	77.0%
Financial Audit Services	Rivero, Gordimer & Company, PA	23-19	09/19/22	\$ 92,000	86,303	93.8%
Financial Advisory Services	PFM Financial Advisors LLC	23-40	09/20/22	\$ 30,000	-	0.0%
Medical Insurance	United Healthcare	22-37	10/18/23	\$ 3,013,625	2,240,086	74.3%
OPERATING AND NON-CAPITAL CONTRACTS:				\$ 17,853,733	\$ 14,418,611	
CONTINUING ANNUAL CONTRACTS:						
Disaster Recovery services	Belfor USA Group (Year 4)	21-24	04/17/18	\$ 10,000	\$ 10,000	100.0%
Professional Service Contracts	Various	19-01-02	07/24/17	\$ 7,206,213	\$ 4,659,393	64.7%
Professional Service Contracts	Various	20-01-02	09/17/19	\$ 7,895,000	\$ 6,375,495	80.8%
Professional Service Contracts	Various	21-01-02	09/15/20	\$ 7,049,422	\$ 5,380,479	76.3%
Professional Service Contracts	Various	22-01-02		\$ 14,287,473	\$ 11,879,070	83.1%
Professional Service Contracts	Various	23-01-02		\$ 11,466,132	\$ 6,254,384	54.5%
CONTINUING ANNUAL CONTRACTS:				\$ 47,914,240	\$ 34,558,821	

TAMPA PORT AUTHORITY
MONTHLY CONTRACT STATUS REPORT
09/30/23

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
CONSTRUCTION AND CAPITAL CONTRACTS:						
Eastport Fill And Phase 2 Expansion Engineering Services	Moffatt & Nichol	17-18	09/19/17	\$ 1,909,205	1,837,405	96.2%
Navigational Improvements - Turning Basin Widening	Orion Marine Construction	23-04-01	06/21/22	\$ 3,000,000	1,710,279	57.0%
Berth 211 Upands Improvements	PCS Civil fka Pepper Construction Services, Inc	19-16	03/19/19	\$ 19,646,396	19,603,891	99.8%
Cruise Terminal 2 Office of Information Technology	US Customs and Border Patrol	19-22	06/18/19	\$ 483,718	-	0.0%
Terminal 3 Access Road	Kimmins Contracting Corporation	21-39	05/18/21	\$ 1,446,469	1,270,192	87.9%
General Reevaluation Report of the Tampa Harbor Federal Project	US Army Corps of Engineers	21-50	02/16/21	\$ 1,575,000	1,050,000	66.7%
Engineering Consultant Services for Berth 214 Uplands Development (Container Terminal)	WSP USA Inc	21-16	04/20/21	\$ 1,000,000	786,249	78.6%
12,000 Sq Ft Storm hardened vehicle storage building	Blackwater Construction Services	22-38	10/19/21	\$ 3,000,000	2,861,499	95.4%
Transformers to support the new Sumitomo Cranes	Tampa Armature Works	22-16	02/15/22	\$ 1,280,981	1,227,195	95.8%
Berth 268 Reconstruction	Orion Marine Construction	22-41	03/22/22	\$ 12,000,000	7,067,243	58.9%
Berth 218 Marine Infrastructure Engineering Services	Moffatt & Nichol	22-43	05/17/22	\$ 600,000	546,403	91.1%
Electrical improvements for Sumitomo Cranes	Global Rigging & Transport, Inc	23-45	08/16/22	\$ 3,000,000	1,779,920	59.3%
Sanitary Sewer System	Causeway Development Partners	23-46	08/16/22	\$ 500,000	-	0.0%
Redwing Access Rd	QGS Development, LLC	23-48	09/19/22	\$ 1,734,482	1,076,381	62.1%
Cruise Terminal 3 Anode project	Orion Marine Construction	23-49	01/17/23	\$ 357,500	170,123	47.6%
Berth 214 Uplands Development	PCS Civil, Inc	23-51		\$ 20,154,697	4,153,239	20.6%
Hookers Point ATONs (Range Markers)	Vecellio & Grogan, Inc	23-50		\$ 1,448,625	281,417	19.4%
Design of project to increase reliability to the electrical grid system	Tampa Electric Company (TECO)	23-52		\$ 500,000	-	0.0%
Eastport Mitigation Credits	Tampa Bay Mitigation & Southern States Land & Timber	24-47		\$ 3,248,070	-	0.0%
GUY N Verger Roadway Impr Phase II	PCS Civil, Inc	23-53		\$ 2,000,000	-	0.0%
CONSTRUCTION AND CAPITAL CONTRACTS:				\$ 78,885,144	\$ 45,421,435	
GRAND TOTAL:				\$ 144,653,117	\$ 94,398,867	

MINOR WORK PERMIT REPORT

9/1/2023 – 9/30/2023

PERMITS ISSUED

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VIOLATIONS

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*Indicates that permit was issued After-The-Fact

PENDING APPLICATIONS SUMMARY

Appl.#	M/ S	Applicant	Proposed Work
20-010	S	Port Tampa Bay	Bulkhead wall, fill, dredge Berth 214
20-015	M	Brett Emes	Maintenance dredging-Lot 57 Len-Little Harbor
21-041	M	Elliott Glazer	Kayak lift @ 507 Islebay Drive-Apollo Beach, FL (Mirabay)
21-068	M	Justin Bremer	Lift @ 5717 Sea Turtle Place-Apollo Beach, FL
21-092	M	Michael Angel	Dock-lift @ 711 Pinckney Dr – Apollo Beach
22-020	M	Pine Key Project, LLC	Dock @ Pine Key Island (aka One Beer Can Island), Gibsonton
22-030	M	Hillsborough County	Bridge Maintenance-Channel Armoring Fletcher Avenue over Hillsborough River-COT/COTT/Unincorp.
22-035	M	Mirasol Davis Islands LLC – Carrier 2 – Mirasol LLC	Dock/finger pier/boatlift/boardwalk @ 84 Davis Blvd. Tampa
22-037	M	Irvin Jackson	Boatlift on existing dock structure @5725 Sea Trout PL –Apollo Beach (Mirabay)
22-039	M	Hillsborough County	Bridge Maintenance – channel armoring @ Morris Bridge @ Hillsborough River
22-046	M	Paradise Group of Countryside LLC	Floating Docks@9022 W. Hillsborough Avenue-Tampa
22-051	M	MacDill Air Force Base	Pipeline – 5500 Commerce Street-Tampa
22-054	M	Florida Fish & Wildlife	Data Buoy – NE Side of Egmont Key
22-059	M	Mark Thieme	Non-covered boatlift with dock extension @ 613 Balibay Rd- (Mirabay) Apollo Beach, FL
23-003	M	Mark Nelson	Maintenance Dredge @3023 Christophers Watch Lane-Ruskin
23-006	S	Bridgeview Estates HOA	Add 7 Boatlifts & 7 Finger Piers To Existing Private Multi-family Residential Dock @ 3909/ 3911 Snapper Pointe DR, Tampa, FL - Old Tampa Bay - Possible SSLs Lease Required
23-009	M	6400 Apollo Beach Blvd Holdings	Boatramp @ 6400 Apollo Beach Blvd., Apollo Beach FL
23-011	M	Keith Wickizer	Dock/non-covered boatlift@5711 Tybee Island Dr (Mirabay), Apollo Beach, FL
23-012	M	Hillsborough County	Repair Bridge/Twin Branch Acres/Tampa
23-015	M	Laura Tatem	Seawall @ 1408/1406 River Drive SW-Ruskin, FL
23-016	M	Kevin Eppel	Boatlift @ 708 Pinckney Drive -Apollo Beach, FL
23-017	M	Evan Stafford	Walkway,teminal platform with posts&lift@304 Manatee Dr-Ruskin
23-018	M	Victor Marquez	Lift @ 5709 Tortoise PL – Apollo Beach, FL
23-019	M	Marilyn Malarz	Lift @ 1303 Puerto Dr-Slip A-12-Apollo Beach, FL
23-020	M	Mosaic Crop Nutrition	Replace seawall @ 12839 Wyandotte Road, Gibsonton, FL
23-021	M	Scott Jorgenson	Dock/2 lifts @ 1404 River Drive SW-Ruskin, FL
23-022	M	Jack Bartlett	Dock/lift @ 5605 Seagrass Place-Apollo Beach, FL
23-023	M	George Bresler	Dock/lift @1036 Signet Drive-Apollo Beach, FL
23-024	M	S. Chad Fulwood	Dock/lift @ 998 Signet Drive-Apollo Beach, FL 33572
23-025	M	Robert Guptill	Dock/lift @ 974 Signet Drive - Apollo Beach, FL
23-026	M	Tampa Bay Watch	Living Shoreline NE o Fantasy Island @ 5 Fantasy Island, Tampa, FL

Appl.#	M/ S	Applicant	Proposed Work
23-028	M	Nathan Vlasaty	Maintenance Dredge @ 3109 Christopher's Watch Lane-Ruskin, FL
23-029	M	Brett Emes	Maintenance Dredge @ 3029 Christopher's Watch Lane, Ruskin, FL
22-036R	M	Kurt Kwiatkowski	PWC lift @5710 Tybee Island Dr.-Apollo Beach
23-030	M	Corey Maysles	Add jet Ski Lift @ 5728 Tortoise PL, Apollo Beach, FL
23-031	M	Gary Cameron	Dock/lift@3037 Manatee Avenue, Ruskin
23-032	M	Richard Lazar	Dock/boatlift & Jet Ski Lift@ 5714 Tybee Island Dr-Apollo Beach-Mirabay
23-033	M	Shawna Calvert	Add Jet Ski Lift @ 5701 Tybee Island Dr-Apollo Beach –Mirabay
23-034	M	City of Tampa	Replace 1-Dock & Install 24 Mooring Anchors/Buoys @ 1002 Severn Avenue-Tampa, FL-Davis Island Seaplane Basin
23-035	M	Port Tampa Bay (TPA) Engineering Dept.	Offshore Breakwater @ West Side of Spoil Island 2D, Tampa, FL
23-036	M	Spray Miser International	Sheetpile, bulkhead, tie backs @ 6100 Port Tampa Dr, Tampa, FL
23-037	M	Trans Continental Marine Repair & Drydock Corp	Steel sheetpiling, backfilling @ 1616 Penny Street, Tampa , FL
23-038	M	West Shellpoint Road 3340 LLC	Seawall @ 3340 W. Shellpoint Road, Ruskin, FL
23-039	M	Current Rocky Point LLC (Blake Cooper)	Observation Deck @ 2545 Rocky Point Dr, Tampa , FL
23-040	M	Timothy Hatch (Park Square Enterprises Inc.)	Dock, boatlift, jet ski lift @ 984 Signet Drive, Apollo Beach (Mirabay)
23-041	M	Port Tampa Bay	Shrimp Docks - Dock Repair/Maintenance Dredge @2609,2625 & 2633 Causeway Blvd.
23-042	M	Tampa Sailing Squadron (Len Berkstresser)	Rebuild dock/boatslips @1250 Apollo Beach Blvd.S.-Apollo Beach, FL
23-043	M	Robert & Laura Fish	Dock @ 7520 Anna Avenue, Gibsonton, FL
23-044	M	RD RWD Tampa LLC Trustee	Walkway,Maintenance Dredge, floating dock, living shoreline @ 102 S. Parker St. Tampa, FL
23-045	M	Daniel Depalol	Dock/lift @ 1002 Signet Drive (Mirabay) Apollo Beach, FL
23-046	M	Adam Goldstone	Walkway @ 5937 Blakeney Loop (Mirabay) Apollo Beach, FL
23-047	M	Culbreath Key Bayside Condo Assoc-Correy Smith	5000 Culbreath Key Way, slip #26, Tampa
23-065-R1	M	Tampa Electric Company (TECO)	Add Kayaker Access Geoweb Ramp @ Manatee Viewing Center Tidal Pier @ 6990 Dockman Rd, Apollo Beach, FL
23-048	S	Port Tampa Bay	New Berth 218 @ SW Corner of Hookers Point-South of Berth 219.

EXPENDITURES
Between \$50,000 - \$100,000
09/01/2023 - 09/30/2023

COMPANY	DESCRIPTION	AMOUNT	FUNDING	ADDITIONAL INFORMATION
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Board Meeting
October 17, 2023
ID149166

F. EXECUTIVE DIRECTOR REPORT

G. PRESENTATIONS

UPDATE FROM SESCO CEMENT FLORIDA LLC

**H. NEW BUSINESS/COMMISSIONERS'
COMMENTS**

I. FUTURE PROPOSED PROJECTS

Future Proposed Projects

October 2023

Project Name	Current Contractor / Consultant	Estimated Proposal/Bid Release	Estimated Board Approval
Strategic Communications	HCP Associates, Inc.	October	January
Berth 203 Development	NEW PROJECT	October / November	December / January
Berth 218 Construction	NEW PROJECT	October / November	December / January
Mechanical, Electrical and Plumbing (MEP) Engineering Consultant Services	Hall Engineering Group, Inc.	December	January
Unit Price Marine Repairs & Improvements	Tampa Bay Marine, Inc.	December	January
Port Redwing Signalization	NEW PROJECT	January	March
Disaster Recovery Services	BELFOR	March	May
Website Hosting and Development Services	GSL Solutions	TBD*	TBD*

NOTE: This list contains possible future projects. Be advised these projects/contracts may be cancelled, delayed, or revised as required by PTB. Recently added contracts/projects are reflected in **bold**.

* - To Be Determined

J. CALENDAR OF EVENTS

**NOVEMBER 3, 2023 – QUARTERLY EDUCATIONAL
HARBOR TOUR – *TENANT DIVERSITY***

REGISTER AT WWW.PORTTB.COM/HARBOR-TOURS

**NOVEMBER 10, 2023 – PORT TAMPA BAYSLAM VII –
TAMPA CONVENTION CENTER – SOUTH DOCKS**

THIS EVENT IS SOLD OUT

K. DATE OF NEXT MEETING

TUESDAY, NOVEMBER 14, 2023, 9:30 AM

VISIT WWW.PORTTAMPABAY.COM FOR FURTHER INFORMATION

NOTE: MEETING WILL BE HELD ON 2ND TUESDAY

L. ADJOURNMENT