



**PORT TAMPA BAY  
MONTHLY BUSINESS MEETING  
OCTOBER 16, 2018 - 9:30 AM**

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	November 1, 2018 - Propeller Club Port of Tampa Stone Crab Fest, <i>Port Tampa Bay Cruise Terminal 2, 5:30 - 9:00 pm</i>	
K.	Date of Next Meeting	
	<b>Tuesday, November 13, 2018, 9:30 am - <u>Second Tuesday</u></b>	
L.	Adjournment	

**A. INVOCATION AND PLEDGE**

**PUBLIC COMMENT**

**B. APPROVAL OF MINUTES**

**PRESENTATION AND APPROVAL OF  
FINANCIAL STATEMENT**

**C. APPROVAL OF CONSENT AGENDA**

**PORT TAMPA BAY  
Business Meeting  
September 18, 2018  
9:30 am**

The Port Tampa Bay (PTB) Business Meeting was called to order at 9:31 am with the following Board members present: Mr. Stephen W. Swindal, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mayor Bob Buckhorn, Commissioner; Ms. Sandra Murman, Commissioner; and Mr. Mark Kaplan, Commissioner. Mr. Carl Lindell, Jr., Vice-Chairman, was absent. There is currently one vacant seat on the Board.

The following PTB senior management staff members were present: Mr. Paul Anderson, President/CEO; Mr. Charles Klug, Principal Counsel; Mr. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. Stephen Fry, Vice President of Finance; Mr. John Thorington, Vice President of Government Affairs and Board Coordination; Mr. Ram Kancharla, Vice President of Planning and Economic Development; Mr. Bruce Laurion, Vice President of Engineering; Mr. Wade Elliott, Vice President of Marketing; Mr. Lane Ramsfield, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Branding and Regional Alliances; Ms. Joanne Toledo, Vice President of Human Resources; Ms. Donna Wysong, Vice President of Legal Affairs; Mr. Ken Washington, Chief Information Officer; and Mr. Jamal Sowell, Chief of Staff.

The public attendance sheet is Attachment 1.

**A. INVOCATION – PLEDGE**

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

**B. PUBLIC COMMENT**

There were no Public Comments.

**APPROVAL OF MINUTES OF THE AUGUST 21, 2018 BOARD MEETING**

Mayor Buckhorn, seconded by, Commissioner Murman, moved to approve and receive the minutes as presented. The motion carried five to zero with Commissioner Lindell being absent.

**APPROVAL OF THE FINANCIAL STATEMENT OF ELEVEN MONTHS ENDING AUGUST 31, 2018**

Mr. Stephen Fry presented the financial statement and reviewed specific line items.

There being no comments, Commissioner Murman, seconded by Mayor Buckhorn, moved to approve the Financial Statement of Eleven Months ending August 31, 2018. The motion carried five to zero with Commissioner Lindell being absent.

**C. APPROVAL OF CONSENT AGENDA**

Chairman Swindal noted that Items C-2 and C-3 had public hearings that were held on Friday, September 14, 2018, after the initial agenda packet was distributed. There was public comment at the hearing for Item C-3, but no comment for Item C-2. Both updated items, and

accompanying transcripts, were posted on the Port website the day before this meeting, and provided to the Board.

1. **Approval of Submerged Lands Easement Agreements to MCImetro Access Transmission Services Corp. d/b/a Verizon Access Transmission Services, for Fiber Optic Cable Under Little Manatee River, Alafia River, Kitchen Branch Creek and Marsh Branch Creek**
2. **Approval of Standard Work Permit Application #17-029 – New Port Tampa Holdings CDD Holdings, LLC Bulkhead Replacement with Associated Filling of Two Submerged Land Areas and Excavation of Two Upland Areas Along Bridge Street in South Basin of Rattlesnake Channel, Tampa, Florida**
3. **Approval of Standard Work Permit Application #18-005 – Construction of Twelve (12) Single-Family Residential Docks, One Observational Common Dock, One Multi-Slip Dock, and Maintenance Dredging of Sweetwater Creek for the Cove at Rocky Point Located at 4050 Dana Shores Drive, Tampa, Florida**
4. **Approval of EPC Minor Work Permit No. 65959 – Submerged Lands Rule Variance for Private Residential Dock at 1109 Abbeys Way, Tampa, Florida**
5. **Approval of the Renewal of Cloud Solution and Services for Enterprise Resource Planning System**
6. **Approval of Consent to Assignment of Lease from Shell Point Marina, LLC to Marcus’s Fieldbrook, Inc. and Consent to Leasehold Mortgage in Favor of Bankunited, N.A.**
7. **Approval of Amendment to Lease Agreement with Port Logistics Tampa Bay I, LLC**
8. **Approval of the Extension of Concession Agreements with CBP Development LLC**

There being no further comments, Commissioner Murman, seconded by Mayor Buckhorn, moved to approve the Consent Agenda as presented. The motion carried five to zero with Commissioner Lindell being absent.

#### **D. REGULAR AGENDA**

Mr. Anderson asked Ports America’s new President and CEO, Mark Montgomery, to say a few words. Mr. Montgomery thanked the Board and stated that with Ports America being under new ownership, the company would look at growing its facilities where it had strong partnerships, such as with Port Tampa Bay, and looked forward to the opportunity to grow business.

1. **Approval of Contract Extensions with Van Scoyoc Associates, Inc. and Alcalde & Fay, Ltd., Inc. for Federal Government Relations Consultant Services**

Mr. John Thorington outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Murman’s question regarding the federal legislative agenda for the upcoming year and whether staff had considered adding a firm to the federal legislative

consulting team, Mr. Thorington noted that the Big Bend project would continue to be a focus along with a host of other items and that the federal legislative consultant contract would be up for a new bid next year.

There was brief continued discussion as to the ability of PTB staff to outsource additional consultants if needed and Mr. Anderson noted that an additional resource could be obtained if needed.

There being no further comments, Commissioner Kaplan, seconded by Mayor Buckhorn, moved to authorize the Port President/CEO, or his designee, to exercise the second and final one-year extension option to the federal government relations consultant services contracts with Van Scoyoc Associates, Inc. and Alcalde & Fay, Ltd., Inc. from November 1, 2018 through October 31, 2019, per the terms described in the agenda item and for an amount not to exceed \$90,000 for each firm, subject to review by Port counsel. The motion carried five to zero with Commissioner Lindell being absent.

## **2. Approval of Proposed Changes to Port of Tampa Tariff No. 14**

Mr. Greg Lovelace, Director of Marketing, Cargo and Cruise, outlined the item as presented in the write-up included in the agenda.

Commissioner Allman commended staff and noted that the method used for the outreach with the port partners and community was very good and the changes were well thought out.

There being no further comments, Mayor Buckhorn, seconded by Commissioner Murman, moved to approve the proposed changes to Port of Tampa Tariff No. 14, attached to the agenda item, with an effective date as denoted on the attachment. The motion carried five to zero with Commissioner Lindell being absent.

## **3. Approval of Employee Basic Term Life Insurance and Accidental Death and Dismemberment Group Insurance Provider, ITB No. B-010-18**

Ms. Joanne Toledo outlined the item as presented in the write-up included in the agenda.

There being no comments, Commissioner Murman, seconded by Mayor Buckhorn, moved to authorize the Port President/CEO, or his designee, to purchase Employee Basic Term Life and Accidental Death and Dismemberment Group Insurance from The Hartford through Nelson Benefits Group for an initial term of one year effective January 1, 2019 through December 1, 2019 with two one-year consecutive renewal options at a cost not to exceed \$40,000 per year. Should PTB be 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 carried five to zero with Commissioner Lindell being absent.

## **4. Approval of Settlement Agreement with Trademark Metals Recycling, LLC**

Mr. Lane Ramsfield outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Allman's question regarding early assessments on new leases prior to tenants obtaining occupancy, Mr. Ramsfield stated that staff would do an early assessment to obtain a baseline of the site conditions and environmental consultants could also

be brought in to investigate with specific expertise when needed. Mr. Ramsfield also stated that the process would be continuous.

There was continued discussion regarding environmental procedures and industry best practice standards in developing baseline samples from PTB leasehold properties as well as exit audit samples for comparison.

There being no further comments, Commissioner Murman, seconded by Mayor Buckhorn, moved to authorize the Port President/CEO, or his designee, to execute a Settlement Agreement with Trademark Metals Recycling, LLC in accordance with the terms set forth in the agenda item, subject to review by Port counsel. The motion carried five to zero with Commissioner Lindell being absent.

**5. Approval of Construction Management Services Agreement for Phase Three of the Security Enhancement Project to Include Construction of the Radiation Portal Monitor (RPM) Facilities**

Mr. Bruce Laurion outlined the item as presented in the write-up included in the agenda.

Commissioner Allman stated that he had questioned the location and high cost of the RPM facilities and noted that this was the requirement of US Customs and Border Protection. The high cost was due to the specialized nature of the equipment in that only a firm with specific expertise could be utilized.

There being no further comments, Commissioner Murman, seconded by Commissioner Allman, moved to authorize the Port President/CEO, or his designee, to execute an agreement for Phase Three of the Security Enhancement Project with Tetra Tech, Inc. to perform the Radiation Portal Monitor Construction Management Services work as referenced in the agenda item, with the total cost not to exceed \$4,057,944, which includes a 10% contingency, subject to review by Port counsel. The motion carried five to zero with Commissioner Lindell being absent.

**6. Approval of FY2019 Funding and Extension of Continuing Service Contracts**

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

There being no comments, Mayor Buckhorn, seconded by Commissioner Murman, moved to authorize the extension and funding of the nine continuing contracts referenced in the agenda item, in the total amount of \$8,324,208, contingent upon approval of the FY2019 Budget. The motion carried five to zero with Commissioner Lindell being absent.

**7. Approval of FY 2019 Funding Continuing Annual Services Agreements for Engineering, Environmental, Real Estate and Planning Services**

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

In response to Commissioner Kaplan's question regarding how far in advance does staff begin the procurement process, Mr. Laurion stated that the process normally begins three months ahead of the expiration of the contract so that a new contract could be in place before the previous one expires.

There being no further comments, Commissioner Murman, seconded by Mayor Buckhorn, moved to authorize the extension and funding in the total amount of \$3,650,000 from the FY2019 Capital Improvement Program for the continuing contracts for environmental engineering; general engineering; MEP engineering; geotechnical/testing & engineering services; general planning & Channelside planning services; and real estate services, contingent upon approval of the FY19 Budget. The motion carried five to zero with Commissioner Lindell being absent.

#### **E. RECEIPT OF REPORTS**

- 1. Report of Legal Fees by Project**
- 2. Report of Aged Account Receivables**
- 3. Report of Contract Status**
- 4. Report of Work Permits**
- 5. Report of Expenditures Between \$50,000 and \$100,000**

There being no comments, Mayor Buckhorn, seconded by Commissioner Murman, moved to receive the reports as presented. The motion carried five to zero with Commissioner Lindell being absent.

#### **F. EXECUTIVE DIRECTOR REPORT**

Mr. Anderson reported that as part of ongoing efforts to showcase the many strategic efforts of the Port to key government leaders in both the congressional and state delegation, PTB staff was please to recently host Kenzie Landa, legislative aide to Congresswoman Kathy Castor, for a port briefing and tour. Mr. Anderson also stated that staff was delighted to host the Florida Department of Transportation (FDOT) District Seaport office staff, and District Seaport and Freight Coordinators, for a Port tour and noted that FDOT continued to be a tremendous strategic partner for PTB.

Mr. Anderson stated that PTB recently hosted the FBI Maritime Liaison Program Agents for a three-day training event at Cruise Terminal 2. Maritime Liaison Agents (MLAs) are FBI Joint Terrorism Task Force members trained to prevent, penetrate and dismantle acts of terrorism directed against maritime assets. MLAs also provide counterterrorism preparedness leadership and assistance to state and local authorities, other Federal agencies with maritime responsibilities and the private industry. Mr. Anderson continued that this training event focused on the roles and responsibilities of Facility Security Officers employed by port agencies and terminal operators. Over thirty agents from port cities around the United States attended. The group enhanced their training with a harbor boat tour and Mr. Anderson stated that he had the opportunity to address the group to discuss PTB's commitment to maritime security and safety.

Mr. Anderson reported that in Fiscal Year 2018, the Port Security Grant Program funded \$100 million for transportation infrastructure security activities to implement Area Maritime Transportation Security Plans and facility security plans among port authorities, facility operators, and non-Federal government agencies required to provide port security services. In past years, PTB received a substantial award. Mr. Anderson continued that this year PTB was awarded \$685,000 to fund a variety of projects. The primary focus this year was to sustain and enhance PTB security technologies including its command and control system, camera system, radar system and others. Mr. Anderson stated that these grant dollars would greatly offset the expenses that PTB would normally have incurred for these maintenance and upgrades utilizing internal funding sources. Other local award recipients included the Hillsborough County Sheriff's Office

and the City of Tampa Police Department. Mr. Anderson especially thanked PTB Director of Security and Training, Jorge Torres, who was responsible for drafting and submitting the seaport security grant proposals for this year.

Mr. Anderson stated that the Tampa Bay History Center had recently opened a new exhibit entitled, "History of Conservation: A Bird's Eye View." PTB is a sponsor as it played a significant role in working with Audubon and others over the years in support of efforts to conserve bird life in the Tampa Bay region. The Port's role is discussed as part of the larger exhibit, which will run for six months.

Mr. Anderson stated that Wes and Judy Dunn had served as chaplains and led Tampa Port Ministries and the Tampa Seafarers Center for twelve years. They retired at the end of 2013, having made a lasting impact on the port community. Mr. Anderson continued that Judy had recently passed away after a long illness and she was a beloved figure in the port community and was deeply respected by all who knew her. She and Wes were married 53 years and were inseparable. There were an incredible team, and they touched countless lives. Mr. Anderson asked to pause and remember Judy on behalf of a grateful port community and asked Wes Dunn to stand and be recognized. The Reverend Wesley Dunn thanked the port community for its support of him and Judy, as well as its continued support of the Seafarers Center.

## **G. PRESENTATIONS**

### **Federal Legislative Update**

Mr. John Thorington asked Mr. Ram Kancharla to provide a brief status update on the Big Bend Project and acknowledge the many partners whose support and input had enabled this project to move forward.

Mr. Kancharla gave a brief update stating that after many years the Big Bend Project was moving forward and this was a particularly challenging and significant project bringing together the strategic cooperation and partnership of the five entities. Mr. Kancharla thanked Mr. Anderson for his vision of the "P5" partnership.

Mr. Kancharla reported that the Big Bend Channel Deepening and Widening Project had been bid and the final contract would be awarded by the US Army Corps of Engineers (USACE) by the end of the month. The project has approximately an 18-month construction schedule.

Mr. Kancharla recognized the project partners, including the federal, state, and local private sector. The federal government was represented by Mr. Tim Murphy, the USACE Deputy District Engineer. Mr. Murphy had devoted a significant portion of his career towards the support of this project. Mr. Kancharla also recognized Mr. Brandon Burch, USACE Project Manager for Tampa Harbor, for his work over the last three years on this project.

Mr. Tim Murphy stated that the contract should be signed in two weeks and that he anticipated the selected contractor would begin work immediately. Mr. Murphy stated he appreciated everyone's patience and continued interest and involvement. Mr. Anderson thanked Mr. Murphy's perseverance and support in getting this project done.

Mr. Kancharla stated that the State of Florida was represented by Mr. Dan Fitzpatrick, the FDOT Seaports Office Manager. Mr. Fitzpatrick was unable to attend this meeting but Mr.

Kancharla stated that he was instrumental in advocating for PTB with the FDOT funding. Mr. Kancharla also thanked the District Seven Seaport office Seaport Administrators, Mr. Ray Clark and Mr. Mike Brown. Mr. Kancharla continued that this project would not have advanced without the strong commitment of the State of Florida.

Mr. Kancharla stated that the private sector partners were very essential in the entire process and they include TECO and Mosaic. Mr. Kancharla introduced Mr. Jeff Christoffersen, Mosaic Vice President of Supply Chain. Mr. Christoffersen oversees Florida port operations for Mosaic and he noted that Mosaic had been, and would continue to be, a supportive partner in the public-private venture that had been put together to dredge and widen the Big Bend Channel. Mr. Christoffersen continued that the port is a critical link in the Mosaic supply chain and that the Big Bend Channel serves an important role in the supply chain. The deepening of the channel will provide Mosaic with greater operational efficiency and would also improve the safety of navigation through the channel. Mr. Christoffersen concluded that Mosaic would continue to be supportive and thanked everyone for all the work done on this project.

Mr. Kancharla stated that the other key partner to this project was TECO, which was represented by two of its senior officials, Mr. Frank Busot and Mr. Rene Gallant. Mr. Gallant stated that Tampa Electric (TECO) always felt it was important to have a strong port and a strong relationship with the port. This type of project brings value to the entire community. Mr. Gallant continued that TECO remained committed and thanked PTB staff for their professional approach.

Mr. Kancharla thanked additional PTB staff, the Tampa Bay Harbor Pilots, the US Coast Guard, and the Harbor Safety Committee as well as the state and federal lobbyists.

Mr. Thorington introduced Mr. Harry Glenn, of Van Scoyoc Associates, and Ms. Lois Moore, of Alcalde & Fay, to provide the bi-annual federal legislative update.

Ms. Moore provided an update on the Tampa Harbor Big Bend Channel, Tampa Harbor Operations & Maintenance, and ongoing work with the Army Corps of Engineers.

Mr. Glenn outlined recent legislative activity, other legislative priorities and other funding issues.

In response to Commissioner Murman's question regarding the tariff impacts, Mr. Thorington stated that PTB staff and legislative consultants were following the tariff issue very closely and monitoring all facets of it, including tariffs related to steel. While port steel tonnage has held up pretty well, there had been a slight decline. Mr. Thorington also noted Mr. Glenn's update on trade legislation with the US and Mexico having reached a final agreement and the US continuing to work with Canada.

Mr. Anderson stated that he and his colleagues from North America's ports had led a discussion on the tariffs and that virtually every port was concerned and his colleagues from around the state were seeing some impacts in the cost of projects. Mr. Anderson also stated that PTB was seeing increases where the cost of steel was built into existing projects, many of which the Board had already approved. Staff has seen an impact in the cost of construction. Mr. Anderson concluded that PTB staff was monitoring closely with the federal legislative consultants and steel partners in the port and in the industry.

Commissioner Murman asked if the ports collectively in the state or even the nation were coming together to advocate. Mr. Anderson responded affirmatively, and he also stated that PTB staff was working with other ports by writing letters to various federal officials.

The Federal Legislative Update presentation is [Attachment 2](#).

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

In response to Commissioner Murman's question regarding an update on the Master Plan, Mr. Kancharla stated that consultants would be updating the Vision Plan, in consultation with the cruise lines and other developers, and that staff hopes to bring back an update to the Board in the near future.

#### **I. FUTURE PROPOSED PROJECTS**

Mr. Anderson noted the list of upcoming projects and encouraged vendors to submit bids and/or proposals.

#### **J. CALENDAR OF EVENTS**

Mr. Anderson noted the following events:

**September 25, 2018 – Port Tampa Bay Final Millage Rate and FY2019 Budget Public Hearing, PTB Boardroom, at 5:01 pm**

**September 29, 2018 – Anchor Ball, Bryan Glazer JCC, 6:00 pm**

**October 8, 2018 – PTMIA "Oysters on the Deck", Yacht Starship (Dockside), 5:30 pm**

**K. NEXT MEETINGS**

Chairman Swindal announced the next meeting would be the Final Millage Rate and Fiscal Year 2019 Budget Public Hearing on September 25, 2018 at 5:01 pm. The next regular monthly business meeting would be October 16, 2018 at 9:30 am.

**L. ADJOURNMENT**

There being no further business, the meeting adjourned at 10:36 am.

ATTEST:

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Stephen Swindal, Chairman

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Patrick H. Allman, Secretary/Treasurer

PORT TAMPA BAY BUSINESS MEETING  
SEPTEMBER 18, 2018 - 9:30 a.m.

PUBLIC ATTENDANCE SIGN-IN SHEET

<u>NAME</u>	<u>BUSINESS</u>
DAVID FAY	ISR / LBP
JEFF COCHRAN	TB&SC
Steve Finney	Seafarers Center
Red Nelson	
DOUG WRAY	Ports America
FRANK NELSON	BATSON-Cook
ERIC SMITH	HMI
PETE NELSON	NELSON BENEFITS GROUP
Kathy Evans	Nelson Benefits Group
Chris Chambers	TECO
Jeff Christoffersen	Mosaic
Rene Gallant	TECO
Frank Busot	TECO
Brady Braux	Mosaic
David Nelson	Ports America
Bill Kozmick	Avella

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PORT TAMPA BAY BUSINESS MEETING  
SEPTEMBER 18, 2018 – 9:30 a.m.

PUBLIC ATTENDANCE SIGN-IN SHEET

<u>NAME</u>	<u>BUSINESS</u>
BRIAN TANBERG	WSP
Hope Scarpinato	PFM
Jason Barth	Shell Point Marina
Mark C. Valenti	Orion
Randall Reid	JE Dunn
Mark Montgomerie	Ports America
RAY CLARK	FDOT
Philip Eubland	S+ME
Kevin Dempsey	Cit!
PAT BLAKE	PTB
MIKE HERDMAN	MEN
Mike Freiner	HDR
Dale Hanson	APTIM
DAVID WILLIAMS	Gray Robinson
Drew Sanders	Cardno
Marty Millburg	Ardaman

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PORT TAMPA BAY BUSINESS MEETING  
SEPTEMBER 18, 2018 - 9:30 a.m.

PUBLIC ATTENDANCE SIGN-IN SHEET

NAME

BUSINESS

Jan Gorrie

BALLARD PARTNERS

Sean Coniglio

HCP

Arthur Savage

A. R. Savage & Son

~~XXXXXXXXXX~~

Mosaic

Bob Nathan

Moffatt & Nichol

Troy Cox

PURS CORP. Office

Janet L. Dougherty

EPC

Scott Armes

Ground Works

Allen Thongson

Tampa Bay Pilot

Additional spaces available on next page.



**PORT  
TAMPA BAY™**

**REPORT ON FEDERAL ACTIVITIES**  
*Presented September 18, 2018*

ALCALDE & FAY



**VAN SCOYOC**  
ASSOCIATES



## Tampa Harbor Big Bend Channel

- Congratulations to the Board and Staff on advancing toward construction on the Big Bend Channel Improvements project, which includes \$9 million in New Start Construction funds provided in the Army Corps FY2017 Work Plan.



- Tampa – Big Bend was one of only six Fiscal Year 2017 New Start construction projects nationwide:
  - Tampa Harbor, FL
  - Charleston Harbor, SC
  - Boston Harbor, MA
  - Jacksonville Harbor, FL
  - Ohio River Shoreline, Paducah, KY
  - Mud Mountain Dam, WA
- Once construction is completed Big Bend will become a federal channel which the Army Corps will maintain as a part of the regular maintenance dredging of the Tampa Harbor.
- Key to federal support was strong advocacy from Tampa Bay congressional delegation, Florida Senators, and private sector partners

2



## Appropriations Update Tampa Harbor Operations & Maintenance (O&M)

- The House and Senate completed action on the Fiscal Year 2019 Energy and Water Appropriations Bill earlier this month.
- FY 2018
  - \$8,290,000 was included in the Fiscal Year 2018 Energy and Water Appropriations Bill for regular O&M.
  - An additional \$5,000,000 in O&M funding is being made available as a result of emergency supplemental appropriations funding related to Hurricane Irma.
  - The Army Corps of Engineers awarded the O&M contract on September 7, 2018.
- FY 2019
  - The final Fiscal Year 2019 Energy and Water Appropriations Bill includes \$980,000 for regular O&M.

3



## Ongoing Work with Army Corps of Engineers

- **Maintenance of Tampa Harbor**
- **Tampa Big Bend**  
*Port is working with the Jacksonville Army Corps District to advance the project to construction.*
- **Federal maintenance of improvements carried out by Port Tampa Bay in the vicinity of Sparkman and Port Sutton Channels**  
*Corps guidance has been issued and the Port has received the approvals to apply for federal assumption of maintenance. The Port is working with the Jacksonville District and Army Corps Headquarters.*



4



## Recent Legislative Activity

- U.S. Customs and Border Protection (CBP) Staffing
- U.S. Department of Homeland Security – Port Security Grant Program
- A \$685,098 Port Security Grant was just awarded to Port Tampa Bay with Fiscal Year 2018 funding.

5



## Other Federal Legislative Priorities

- Infrastructure Investment
- Trade Legislation and Negotiations
- Water Resources Development Act of 2018





## Other Funding Issues



- TIGER / BUILD
- Small Shipyard grant program
- FAST Act
- Diesel Emissions Reduction Act
- NOAA PORTS

7



# Thank You



8

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY  
BOARD OF COMMISSIONERS  
FISCAL YEAR (FY) 2019 BUDGET WORKSHOP  
AUGUST 29, 2018**

The Tampa Port Authority's (TPA) FY2019 Budget Workshop was called to order at 9:30 a.m. with the following TPA Board of Commissioners (Board) members present: Mr. Stephen W. Swindal, Chairman; Mr. Carl Lindell, Jr., Vice-President; Mr. Patrick H. Allman, Secretary/Treasurer; Mayor Bob Buckhorn, Commissioner; and Ms. Sandra L. Murman, Commissioner. Absent was Mr. Mark Kaplan, Commissioner.

The following senior management were present: Mr. A. Paul Anderson, President/CEO; Mr. Charles Klug, Principal Counsel; Mr. Raul Alfonso, Executive Vice President/Chief Commercial Officer; Mr. Stephen Fry, Vice President of Finance; Mr. John Thorington, Vice President of Government Affairs & Board Coordination; Mr. Ram Kancharla, Vice President of Planning & Economic Development; Mr. Bruce Laurion, Vice President of Engineering; Mr. Wade Elliott, Vice President of Marketing; Mr. Lane Ramsfield, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Branding Development & Regional Alliances; Ms. Joanne Toledo, Vice President of Human Resources; Ms. Donna Wysong, Vice President of Legal Affairs; Mr. Jamal Sowell, Chief of Staff; Mr. Sal Kass, Vice President of Operations; and Mr. Mark Dubina, Vice President of Security.

The public attendance sheet is Attachment 1.

The TPA, d/b/a Port Tampa Bay (PTB), Fiscal Year 2019 Budget Workshop Presentation is Attachment 2.

Mr. Anderson presented an overview of the Port's strategic initiatives for the Fiscal Year 2019 (FY2019) Budget. Mr. Anderson outlined PTB's goals and strategies, which are reflective of Port Tampa Bay's *Vision 2030* and Master plans.

Mr. Anderson asked Stephen Fry to present the FY2019 Budget.

**Budget Comparative Statement of Revenues & Expenses (FY2018)**

Mr. Fry outlined the Budget Comparative Statement of Revenues & Expenses FY2018 as listed in the PTB FY2019 Budget Workshop presentation. The budget favorability was by \$3.7 million or about seven percent, due to increases in port usage fees for dry-bulk, liquid bulk, citrus, containers and petroleum, as well as cruise. Leases were up due to Port Logistics.

Mr. Fry continued that operating expenses were unfavorable to the budget by \$709,000, which was related to the Florida Retirement System (FRS) costs that were not in the prior budget. Without the FRS expenses, PTB budget was \$209,000 favorable to the budget in operating expenses. Operating income was approximately \$3 million, or

twelve percent, favorable to the budget. The expected operating income margin for FY2018 was projected at 45% while the budget was at 43%.

Mr. Fry continued that non-operating revenues were favorable to the budget by \$1.4 million, or 26%, which was mainly due to lower interest expense.

### **FY2019 Budget Trends & Assumptions**

Mr. Fry stated that operating revenues are projected to increase to new records in FY2019. Containers are again projected to increase year over year. PTB overall tonnage was projected to increase with increases in granite, cement, fly ash, petroleum and sulphur and five additional cruises over FY2018.

Mr. Fry continued that operating expenses were expected to increase and there would be an addition of three personnel. There would be an increase in FRS contributions as the rate, which is given to PTB by FRS, was expected to go up. There would also be continued marketing, branding and business development efforts, as well as increased costs associated with security, facility repair and maintenance and cruise market incentive.

Mr. Fry noted that the ad valorem tax decreased from .13 per thousand dollars valuation to .1150 per thousand dollars valuation and the anticipated recognized grant revenues would be \$17.8 million.

### **Two (2)-Year Comparative Statement of Revenues & Expenses (FY2018-2019)**

Mr. Fry presented the Two (2)-Year Income Statement comparing the proposed FY2019 Budget to the FY2018 projected year-end. Operating Revenues are expected to increase due to increased port usage fees, such as additional cruise, containers, dry-bulk, and scrap steel. Lease revenues are also expected to increase.

Mr. Fry continued that Operating Expenses are expected to increase by \$3 million, or ten percent due to increased personnel and personnel-related costs, promotional increases, special events that benefit the port and port community.

Mr. Fry also stated that Administrative expenses are expected to increase \$2 million, or 15%, due to security, facility repairs and ongoing maintenance. Port growth demands increase security and facility maintenance and repairs. Also, IT-related subscriptions are expected to increase. Microsoft and other subscriptions are renewed every three to five years and the newly-added travel and expenditure program, Concur, will go live in October 2018, as well as other new programs that will require maintenance and programming. General insurance is expected to increase three to five percent and outside legal counsel expenses are also expected to increase as land acquisitions, project appraisals and property appraisals are expected to assure PTB is comparatively in the market.

In response to Mayor Buckhorn's question regarding the personnel increase, Mr. Fry stated that the personnel increase would be \$880,000, or five percent, with \$260,000 going to the three additional staff including HR analyst, network administrator and a ports coordinator. The increase includes benefits, cost-of-living increases, and merit increases.

In response to Commissioner Murman's request for a more detailed outline of the presentation, Mr. Fry stated he would provide that information to the Commissioners.

Mr. Anderson stated that a large number of some expenses this year over last would be renewals of contracts with software providers. New programs and licensing agreements with existing legacy software are all systems that are used both in finance and operations.

Mr. Anderson explained that the increase in the cruise incentive is related directly in the contracts to how PTB compensates on that incentive to the number of passengers. As passengers increase, the cruise incentive fee goes up.

Mr. Fry stated that the non-operating revenue was unfavorable due to the fact that PTB would be going to the public for bonds, as the interest rate was built into the budget. Also, ad valorem tax receipts would be down because of the lowered rate.

### **FY2018 vs FY2019 Operating Revenues**

Mr. Fry explained that Operating Revenues were expected to increase in FY2019 to almost \$63.3 million. If achieved, FY2019 Operating Revenues will surpass the record-breaking operating revenues for FY2018.

### **FY2019 Operating Revenue Diversification**

Mr. Fry presented PTB's Operating Revenue Diversification slide. The bulk of PTB's revenue would be related to bulk cargo, then rentals, cruise, cargo, container/general and then other operating.

### **FY2019 Operating Revenue Assumptions**

Mr. Fry commented that bulk cargo was expecting a six percent tonnage increase; general cargos, containers increasing nine percent/ lease revenues increasing 14% and there would be five additional cruises creating a record year for cruise revenues.

### **Total Tons Five (5) Year Trend, Bulk Cargo (Tons), General Cargo (Tons), and Cruise Passengers**

Mr. Fry stated that there had been growth over the last three years and there is expected increase in tonnage FY2017 through FY2019. Dry bulk and liquid bulk is

expected to increase over the previous two years and general cargo is expected to increase year-over-year.

Mr. Fry continued that cruise passengers were expected to be over one million this year ending September 30, 2018 with a slight increase expected for FY2019.

### **Operating Revenue Increasing**

Mr. Fry stated there had been a slight drop in revenue in FY2016 and noted that operating revenue had actually increased in FY2017, '18 and expected for '19.

### **Port Tampa Bay Market Area**

Mr. Alfonso stated that PTB was doing well, growing, building, working with tenants, customers and partners. PTB is following its Master Plan and *Vision 2030* as its guide working with tenants to try to accommodate their long-term growth plans, as well as working with partners trying to assist them with their facilities requirements and their needs. PTB's growth also includes new business development, selling Tampa Bay and the region together with port partners and stakeholders.

Mr. Alfonso introduced Mr. Wade Elliott to present the first session of PTB's marketing efforts.

Mr. Elliott commented on the diversification of PTB's different lines of business, size, and total cargo tonnage. Mr. Elliott also commented on PTB's strategic efforts to continue to diversify into more and additional lines of business

### **Energy-Bulk**

Mr. Elliott explained that energy continues to be PTB's single largest commodity segment. PTB continues to have strong collaboration with the terminal operators at the public berths as well as the private terminal operators. Having the capacity with land available to entertain new business, there are good opportunities to grow not just from traditional petroleum but adding additional petroleum product commodities over the course of the next couple of years.

### **Fertilizer & Agriculture - Bulk**

Mr. Elliott explained that Mosaic is a world leader and they continue to expand their international presence and asset base and PTB continues to see more value added growth in that segment. PTB brought in prilled sulphur as a new input in addition to liquid sulphur. Juice volumes continue to grow with significant expansion over the past year as well. Mr. Elliott continued that there would be new business opportunities in both liquid and dry-bulk.

## **Construction & Building Materials – Bulk & Breakbulk**

Mr. Elliott explained that significant expansion through the downtown area as well as the region was driving the demand for aggregate, cement and steel products. Mr. Elliott continued that PTB staff was not only working with existing tenants but having some discussions with potential new tenants who were expected over the next couple of years to help with the growth in the building and construction industry.

Mr. Elliott also stated that Redwing and South Bay in particular were exciting with Steelco being well positioned given changes in the market plus opportunities for downstream value added in the steel fabrication/manufacturing business.

## **Shipbuilding & Repair**

Mr. Elliott commented that shipbuilding and repair continues to be an important cornerstone of port activity. There are significant opportunities on the new build construction side that were out for bid. PTB staff is working closely with tenants to capture that business.

## **Cruise**

Mr. Elliott noted Mr. Fry's earlier comments that PTB was on pace to reach one million cruise passengers this year for the first time with all expectation being that would be surpassed in FY2019. Cruise terminal upgrades will continue for not only Customs and Border Protection compliance but also to ensure efficient passenger flow through the terminals as the passenger volume continues to grow.

## **Tampa Bay & I-4 Florida's Distribution Gateway For Consumer Products, Food & Beverage & E-Commerce**

Mr. Alfonso commented that capital investment programs were in place to meet facility demands, which were extensive for the cruise industry such as improvements for US Customs and Border Protection facilities based on their requirements.

Mr. Alfonso also stated that PTB is the closest port to the largest and fastest growing consumer market in the Central Florida area. Staff is closely monitoring the US-China tariff negotiations and once that situation is clarified, there are opportunities for the potential increase of larger post-panamax vessels into our market.

## **Container Service Opportunities – Asia & Latin America**

Mr. Alfonso stated that PTB is seeing a lot of growth from Mexico due to the Port Logistics refrigerated facility with two dedicated services between three Mexican ports and Tampa. There is growth in the regional markets with potential for the Central America fruit services and trans-Pacific-US Gulf service upgrades.

### **Container shipping has experienced major changes in the past decade**

Mr. Alfonso stated that during the last couple of years the global container industry has experienced consolidation with companies merging with others, reshaping their networks

### **Mergers, Acquisitions and New Alliances=Greater Industry Concentration**

Mr. Alfonso outlined the mergers among the global container carriers and noted that out of twelve to fourteen shipping lines, there were now three major shipping alliances.

Mr. Anderson further explained the recent shipping mergers in the last year stating that approximately fifteen carriers have consolidated to five or six, which has created a lot of change and a lot of positioning with the carriers. PTB believes this creates opportunity as the carriers reevaluate the trade lines, capacities and capital investments. Mr. Anderson continued that there were currently none of the large post-panamax ships operating in the Gulf of Mexico and that those decisions were being played out on the heels of the mergers and alliances. PTB staff was in good dialogue with many of those players to position Tampa, which would be its first ever service in a global alliance.

### **Supply Chain Strategy – Cost Savings For Inland Truck Delivery**

Mr. Alfonso added that while meeting with the carriers, PTB was keying on supply chain strategy because tenants and users, such as Rooms-to-Go and Havertys along the I-4 Corridor, are looking for solutions that would bring them closer to the consumer market. PTB has the ability to reach not only the Central Florida market but through the Southeast.

### **Port Tampa Bay Container Terminal**

Mr. Alfonso stated that for the last year and a half, PTB's cost differential, or the benefit to come to PTB and serve this market was calculated to be about \$800 for a container or truckload. Due to increases, that is now closer to \$1,000-\$1,200. Retailers are focusing on their distribution as currently over 65% retailers are using an out-of-state port and trucking into the Florida market. Mr. Alfonso continued that changes were to come.

For the first time PTB received over 85,000 TEUs (twenty-foot equivalent units) in FY2018, tracking at 100,000 TEUs within a year or so.

### **New Cold Storage Facility**

Mr. Alfonso stated that PTB has the capacity for refrigerated products as Seatrade has a new ship that will be calling PTB twice monthly from Costa Rica bringing products

such as pineapples. The Port Logistics facility was allowing PTB to market the Port to many food distribution companies. Mr. Alfonso thanked Mr. Dick Corbett for the investment by Port Logistics. The extension of the berth was nearing completion. The extension would allow PTB to mitigate a berthing conflict as the berth was currently being utilized by Titan Cement and other vessels. The extension project should be completed in January 2019.

### **Automotive**

Mr. Alfonso state that PTB continued to market with Amports, traveling to Detroit and Mexico. The lease with Amports has been extended and PTB is under consideration by a couple of major manufacturers. With the lack of capacity and security on the railroads, the automobile industry is looking at shipping by sea as an alternative, positioning PTB well for growth.

In response to Commissioner Murman's question regarding the Causeway (East Port) facility, Mr. Alfonso noted that Berth 202 was the original Amports facility. The lease has been split into two facilities with Berth 202 having a 30,000 square foot warehouse for processing. The East Port facility will be utilized for future vessels.

There was continued discussion regarding automobiles. Mr. Alfonso noted that the rent income from Amports was approximately \$800,000 over a year and a half and Amports had invested a similar amount at Berth 202, which has allowed PTB to remain in the market. Mr. Alfonso continued that the East Port site can be utilized as an Omni-terminal as it is a site that has a long-term potential for growth. It is currently a temporary site for vehicles.

Mr. Anderson stated that PTB had a 60-day cancellation agreement with Volkswagen and recently had two vessels call there, Fiat/Chrysler discharged vessels from Mexico. If PTB were to obtain bi-weekly service, PTB would have the ability to utilize that site for vehicle processing. The Omni-terminal could be utilized for multi-cargos. Fly-ash will be on approximately four acres of the East Port area. Phase Two and Phase Three in the PTB Strategic Plan displays the ability to add approximately 50 acres to that area with the deepest water.

Mr. Anderson continued that Mexican manufacturers were seeking alternative supply chain solutions and diversification of their supply chain and PTB was in a good position as this is similar to some of PTB's other strategies with the refrigerated warehouse and the cranes. Mr. Anderson continued outlining PTB staff's efforts to market new business.

Commissioner Murman expressed concern over the potential of a new tenant creating more revenue over vehicles at the deep-water East Port site. Mr. Alfonso stated that when PTB had a prospect that brings immediate business, the contract is such that if needed, that business could be relocated from one site to another in order to accommodate another opportunity. The long-term future for vehicles is at Berth 202

where the warehouse facility is located and the future of East Port has yet to be determined.

Commissioner Allman encouraged PTB staff to focus more on existing tenants and on how PTB could grow or retain their business. PTB could benefit from pursuing commodities with lower margins, such as salt, which would increase economic impact by three ships a year. Mr. Anderson responded that PTB had four global companies competing for one property and the first one to meet PTB's terms would get the lease. PTB has transitioned over the last three years with 30 – 40 new and restructured leases, making the overall real estate portfolio perform better while optimizing revenue.

### **Real Estate Activity FY16, '17 & '18**

Mr. Ramsfield noted that renegotiated existing acreage was the result of being able to respond to existing customers' needs and are a day-to-day consciousness for PTB staff. Every agreement is reviewed for a marginal revenue increase. This year rent increases are over \$2 million and stem from FY2015, '16 and '17. Staff follows the economy and has an obligation to capture opportunity when indicated. Additional revenues will be realized as marginal impact increases in the coming years, through FY2022. Staff constantly works to convert our vacant land, a no income producing asset into an income producing asset through agreements with existing new customers.

### **Real Estate**

Mr. Ramsfield provided a summary of real estate new and amended leases and agreements. Mr. Ramsfield noted that in FY2018 existing tenants had modifications on their agreements and there were also new tenants. These were long-term generational agreements. There are eleven different contracts that will come of age in the next year that will be either completely renegotiated or will have a negotiated market adjustment. Mr. Ramsfield stated there are always new agreements and new opportunity.

Commissioner Allman stated that he would like to see an account manager program for existing tenants and commended Mr. Ramsfield on the good business relationship he has with some of PTB's bigger tenants. Commissioner Allman continued that other comparative businesses had an account manager program. In response, Mr. Ramsfield noted that PTB's Real Estate department had expanded during the past year, having hired three managers and directors. The resources are in place and the action plan is in place with different departments to continue to show the customer. Mr. Ramsfield continued that staff recognized the obligation to be able to ensure that tenants and customers expand their business.

Chairman Swindal announced that he needed to leave the workshop and passed the gavel over to Vice-Chairman Lindell.

## **Real Estate – Channel District**

Mr. Alfonso stated that PTB staff would be reviewing/revising the Master Plan and Vision 2030. Staff will be working with strategic partners, listening to their needs and planning together.

There was brief discussion about the coordination with Strategic Property Partners (SPP). Mr. Anderson stated that conversations with SPP and anything related to PTB's Vision Plan was conceptual. As dynamics change, PTB continues to do business planning, have discussions with key customers, with the goal of preserving the maritime working waterfront space along Channelside Drive to encompass parking, cruise terminals, cruise berths. PTB staff has seen growth in the cruise business and maintains a strategic partnership in discussions with cruise partners. Mr. Anderson continued that a good future with the cruise business would require some investment and alignment of PTB's ability to handle the capacity and attract the cruise lines' plans that they have for the future at the port. PTB is in a better position today than two and a half years ago due to our visioning and now we can get more detailed master planning than conceptual for those properties.

Commissioner Allman commended staff for their efforts to grow the cruise business.

## **2018 Capital Projects Recap**

Mr. Kancharla presented a summary of the 2018 capital projects program. Approximately \$95 million of capital projects were brought to the Board of Commissioners during FY2018.

## **FY2018 Capital Projects (completed/on-going)**

Mr. Kancharla discussed projects that were completed in FY2018. Total completed projects were \$24.7 million. About \$95 million of projects will be ongoing in FY2019.

## **FY2018 Completed Project: Port Redwing Development (Southbay Improvement)**

Mr. Kancharla discussed the project description and total project cost of \$1.5 million. There was general discussion regarding the completed construction of road access to the facility.

Site improvements, including clearing and grubbing on 100 acres so that it is more presentable to a new business, installation of security fencing on perimeter and improving an access road had a total project cost of \$1.4 million.

### **FY2018 Completed Project: Port Redwing Development (Security Complex)**

Mr. Kancharla reviewed the completed project on the property across from Port Redwing on US 41. Total project cost was \$3.3 million.

### **FY2018 Completed Project: Port Redwing Development Improvements (New Berth 302)**

Mr. Kancharla discussed the Berth 302 project, which was a 1,000-foot berth. The new berth was added to Berth 301 and was completed in the last month with a total project cost of \$16.5 million

### **FY2018 Completed Project: Portwide Dredging**

Mr. Kancharla outlined the berths and channels dredged in FY2018 as part of PTB's maintenance dredging program. Total project cost was \$2.0 million.

### **FY2019 Capital Budget**

Mr. Kancharla reported that the FY2019 Capital Budget is about \$72 million with some of the projects having been transferred from the previous year.

### **Port Sutton Development**

Mr. Kancharla stated that Berth 3 was approved last year but was nearing completion. The Port Sutton area dock will be extended by 226 feet, allowing that dock to handle over 650-foot length vessels there. This was a partnership between PTB and Cemex to develop and extend this berth. The project cost is \$6.3 million.

### **Hookers Point Development**

Mr. Kancharla explained that a 305 foot extension to the 400 wharf at Berth 219 at the south end of Hookers Point would help with the increase of vessel traffic in this area. The \$9 million project is also nearing completion.

Mr. Kancharla continued that some other projects on Hookers Point include cargo yard development and site improvements, which is an additional 14 acres at the south end of Hookers Point. The project cost is \$6.7 million.

Mr. Kancharla noted that Berth 211 Upland Improvements consisted of approximately 15 acres for expanded cargo storage yard, terminal improvements, and refrigerated improvements. The project cost is \$19.4 million. Part of the project cost is a \$6 million storm water facility and vault, which could accommodate future expansion.

### **Land Acquisition**

Mr. Kancharla stated that land acquisition at South Bay was in its final stages of due diligence. The 19.2-acre project cost is \$2,085,750.

### **Big Bend Channel Expansion**

Mr. Kancharla noted the Big Bend Channel Deepening/Widening project would be moving forward with Board approval expected in September 2018, funded by State and Federal Grants, bond proceeds and partnerships with TECO and Mosaic.

### **East Port Development**

Mr. Kancharla stated that East Port Development was a multi-year, multi-phased project with phase one being about 23 acres that was completed with the plan to add another 72 acres over multiple phases as PTB is able to secure state and federal funding. The next phase is mitigation for the entire site, which will be a 13-acre fill and mitigation of about 35 acres in the McKay Bay area. The project cost is \$10.4 million

### **FY2019 Capital Budget**

Mr. Kancharla reported a \$72 million capital budget for the 2019 fiscal year. The funding sources will be port revenue, state and federal grants, approximately \$16.3 million in new debt, \$10.4 million ad valorem, and harbor master fees.

Commissioner Allman asked about putting a switch in on the CSX main line and bringing in an additional 120 feet to make the land on the east side of U.S. 41 more quickly developable. Mr. Kancharla assured that staff was continuously working on railroad crossings, rail switches, upgrading the roadway network, etc. Mr. Kancharla stated that he had not outlined every project in this presentation and assured that the rail switch was on the radar for being done at a fairly early juncture.

Commissioner Allman then stated that the U.S. 41 land acquisition was very strategic and very important and that staff needed to look at the whole capital budget and that if lands become available, that would be more important than developing berths at Eastport at this time. Commissioner Allman then asked if the capital program was structured such that if additional lands became available, PTB could defer some projects on Eastport and purchase the additional land. Mr. Kancharla stated that Mr. Anderson's directive was for PTB to both acquire land and create land. Once completed, in five to seven years, Eastport will be on the biggest, newest assets for PTB with all the water around it being 43-plus-2 feet. Mr. Kancharla continued that PTB should split its resources both for new land acquisition and creation of lands as it has historically done. However, staff can reprioritize as opportunity arises.

Mr. Anderson thanked Commissioner Allman for reaffirming PTB's strategic direction and also noted that very few properties in this country, the southeast or Florida have land available with rail access, deep water, four-lane highway access, and energy in close proximity, which PTB has.

Commissioner Allman then noted that PTB had a tremendous opportunity to build and repair Navy ships and he did not see in this outlined in capital projects. Commissioner Allman continued that the property at the end of Pendola Point was an ideal area for a shipyard and he further stated that this project needed to go forward at the same time as Eastport. Mr. Anderson responded that PTB would be able to shift deftly with strategic vision and PTB staff has a multi-faceted strategy to work closely with key persons to bring that opportunity to the port and its customers. Commissioner Allman added that staff should move quickly on the opportunity as permitting would be necessary.

In response to Commissioner Murman's question regarding the distribution of information for potential new projects relating to land availability, Mr. Alfonso stated PTB staff has improved its website showing available parcels for Real Estate. When meeting with a prospect, PTB's approach is based on the prospect's requirements.

There was some discussion regarding the utilization of ad valorem revenues and Mr. Klug clarified that PTB did not use ad valorem taxes for a specific tenant or user. Mr. Kancharla added that PTB staff was very careful with the ad valorem dollars and continued that it was only a portion of the overall capital program and those dollars are allocated to facilities like a rail line or dredging that would benefit multiple users.

### **3-Year Comparative Statement of Revenues & Expenses**

Mr. Fry provided a 3-year projection of the financials. Projection for FY2019 was outlined earlier in this workshop. Projections for FY2020 and 2021 are for a conservative year-over-year increase in revenue with the objective to keep costs down. Operating income is projected to go up year-over-year concerning the revenue expenses. Ad valorem tax receipts are forecasted to continually decrease.

### **Projected Operating Margin FY2019-FY2021**

Mr. Fry commented that operating margins for FY2019 are expected to be just over 44%, 44.5% in FY2020, and 45% in FY2021. Mr. Fry concluded that PTB's focus was to improve on the budget year-over-year as was done in FY2018.

In response to Commissioner Murman's question regarding valuation increases for ad valorem taxes, Mr. Anderson stated that PTB could still do an absolute reduction. Mr. Anderson continued that PTB would not advocate or propose that it takes away its capacity for ad valorem taxes as that provides a foundation for rating agencies. Mr. Anderson continued that through top-line growth and port complex diversification, PTB could reduce the reliance on tax millage to the tax payers of Hillsborough County.

In response to Commissioner Murman's question regarding a contingency fund, Mr. Anderson stated that PTB's contingency reserve was nearly a full year of operating expenses. Mr. Fry confirmed that there is approximately \$30 million in cash and \$30 million in short-term investments. Mr. Anderson concluded that to the best of his knowledge is one of the largest reserves of any port.

Mr. Anderson expressed gratitude to the Board for its support.

### **FY2019 Public Hearing Dates**

Commissioner Lindell noted that the Tentative Millage Rate and FY2019 Budget Public Hearing was scheduled for September 5, 2018 at 5:01 pm and the Final Millage Rate and FY2019 Budget Public Hearing was scheduled for September 25, 2018 at 5:01 pm.

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Vice-Chairman Lindell adjourned the Workshop at 11:09 a.m.

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Stephen W. Swindal, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer

**PORT TAMPA BAY FY2019 BUDGET WORKSHOP**  
**AUGUST 29 2018 – 9:30 a.m.**

**PUBLIC ATTENDANCE SIGN-IN SHEET**

**NAME**

Bill Koznick

**BUSINESS**

Quincy Amber

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**PORT  
TAMPA BAY**

Fiscal 2019 Budget Workshop

August 29, 2018

1




**Chief Executive's Overview**

Strategic Initiatives

- Continue to diversify and grow lines of business
- Protect and expand maritime land
- Invest to expand and maintain critical infrastructure
- Ensure PTB's continued solid financial performance
- Enhance partnerships with stakeholders
- Expand marketing and outreach


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## Chief Executive's Overview

- Continue to grow and diversify PTB's cargo and related business by developing supply chain solutions to meet customers' needs
- Leverage PTB's investments in modern, flexible deep draft berths/terminals to support cargo throughput
- Optimize PTB's long-term ability to accommodate larger vessels.
- Contribute to the regional 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 cruise vessels

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## Chief Executive's Overview (cont'd)

- Collaboratively redevelop the Channelside District to meet the evolving needs of Tampa's business and citizens while diversifying PTB's financial resources to reinvest in modernizing and expanding the port
- 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
- Continue to maintain and improve our financial ratings

These strategies and vision are reflective of our *Vision 2030* strategic and master plans.

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## Budget Comparative Statement of Revenues & Expenses FY2018

<i>(in thousands)</i>	FY18 Budget	FY18 Projected
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 41,441	\$ 43,496
Rentals	\$ 13,694	\$ 15,318
Other Operating	\$ 649	\$ 679
<b>Total Operating Revenue</b>	<b>\$ 55,784</b>	<b>\$ 59,493</b>
<b>Operating Expenses:</b>		
Personnel	\$ 15,955	\$ 16,661
Promotional	\$ 1,066	\$ 1,224
Administrative	\$ 14,738	\$ 14,583
<b>Total Operating Expense</b>	<b>\$ 31,759</b>	<b>\$ 32,468</b>
<b>Operating Income</b>	<b>\$ 24,025 43%</b>	<b>\$ 27,025 45%</b>
<b>Other Non-Op Rev / (Exp)</b>		
Ad Valorem Tax Receipts	\$ 11,066	\$ 10,880
Ad Valorem Tax Payments	\$ (495)	\$ (587)
Interest Income	\$ 251	\$ 525
Interest Expense	\$ (5,185)	\$ (3,086)
Other, Net	\$ (338)	\$ (1,067)
<b>Net Non-Operating Revenue</b>	<b>\$ 5,299</b>	<b>\$ 6,665</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 29,324</b>	<b>\$ 33,690</b>
Grant Revenue	\$ 15,000	\$ 6,504
<b>Net Income</b>	<b>\$ 44,324</b>	<b>\$ 40,194</b>

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## FY2019 Budget Trends & Assumptions

- Operating revenues projected to increase to new record levels
- Containers are projected to increase 9%
- PTB overall tonnage increases 6%
- Increases in Granite, Cement, Flyash, Petroleum and Liquid Sulphur
- Five additional cruises over FY18

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## FY2019 Budget Trends & Assumptions (continued)

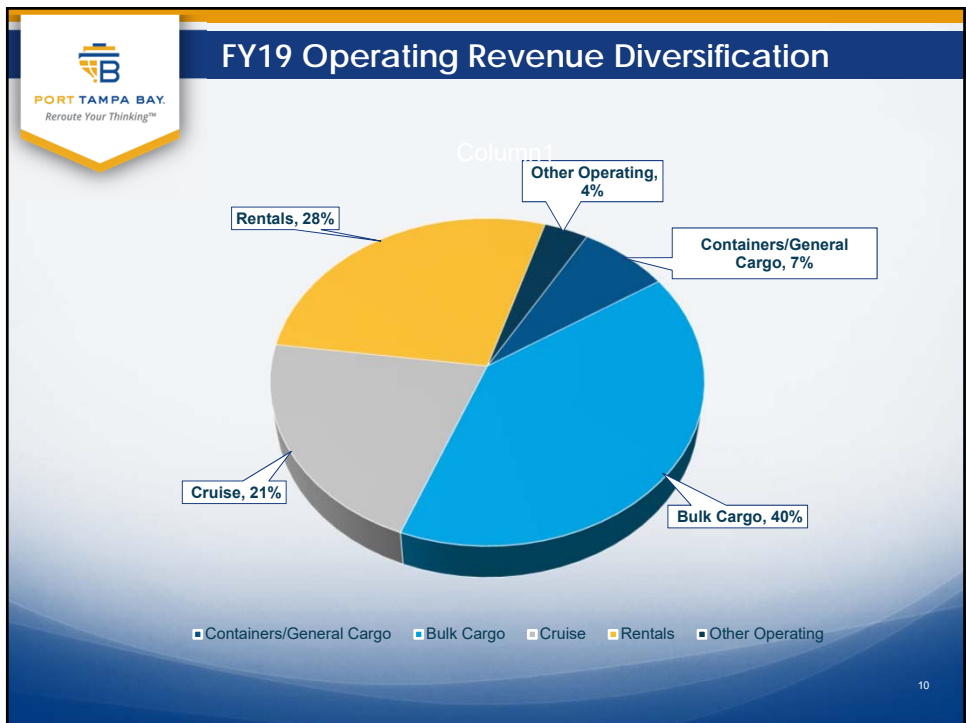
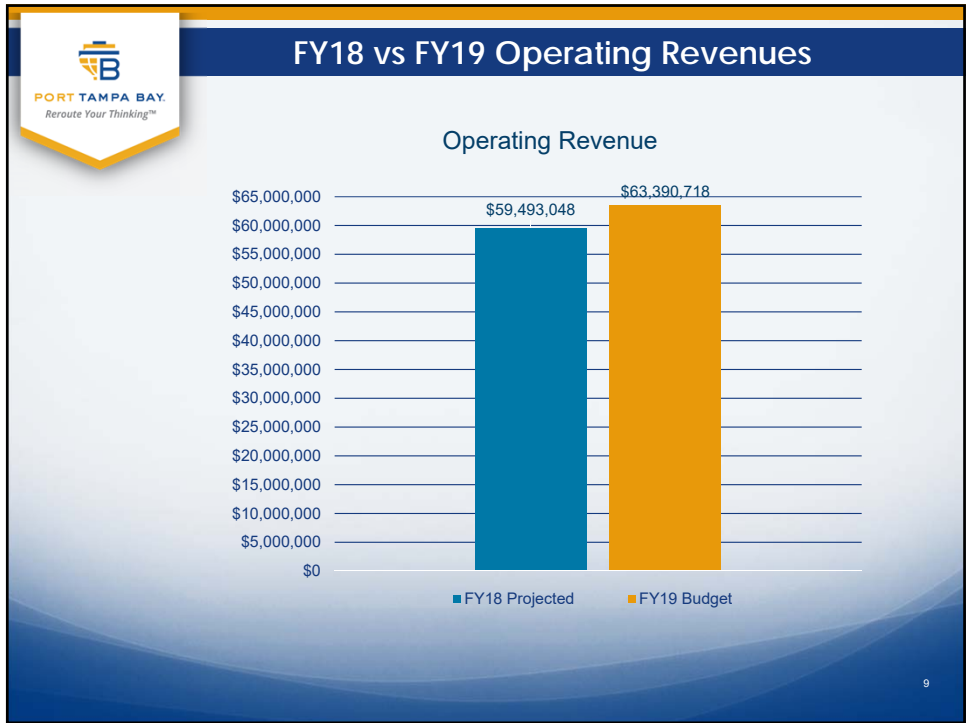
- Operating Expenses increase due to:
  - Three additional personnel
  - Increased FRS contributions
  - Continued marketing and branding efforts and business development
  - Increased costs associated with security, facility repair and maintenance, and cruise marketing incentive
- Ad Valorem tax rate decreases from \$.1300 per \$1,000 valuation to \$.1150 per \$1,000 valuation.
- Anticipate recognizing grant revenues of \$17.8 million.

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## Two-Year Comparative Statement of Revenues & Expenses (FY18 & FY19)

<i>(in thousands)</i>	FY18 Projected	FY19 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 43,496	\$ 45,251
Rentals	\$ 15,318	\$ 17,493
Other Operating	\$ 679	\$ 647
<b>Total Operating Revenue</b>	<b>\$ 59,493</b>	<b>\$ 63,391</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,661	\$ 17,541
Promotional	\$ 1,224	\$ 1,359
Administrative	\$ 14,583	\$ 16,702
<b>Total Operating Expense</b>	<b>\$ 32,468</b>	<b>\$ 35,602</b>
<b>Operating Income</b>	<b>\$ 27,025 45%</b>	<b>\$ 27,789 44%</b>
<b>Other Non-Op Rev / (Exp)</b>		
Ad Valorem Tax Receipts	\$ 10,880	\$ 10,130
Ad Valorem Tax Payments	\$ (587)	\$ (595)
Interest Income	\$ 525	\$ 152
Interest Expense	\$ (3,086)	\$ (5,090)
Other, Net	\$ (1,067)	\$ 79
<b>Net Non-Operating Revenue</b>	<b>\$ 6,665</b>	<b>\$ 4,676</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 33,690</b>	<b>\$ 32,465</b>
Grant Revenue	\$ 6,504	\$ 17,800
<b>Net Income</b>	<b>\$ 40,194</b>	<b>\$ 50,265</b>

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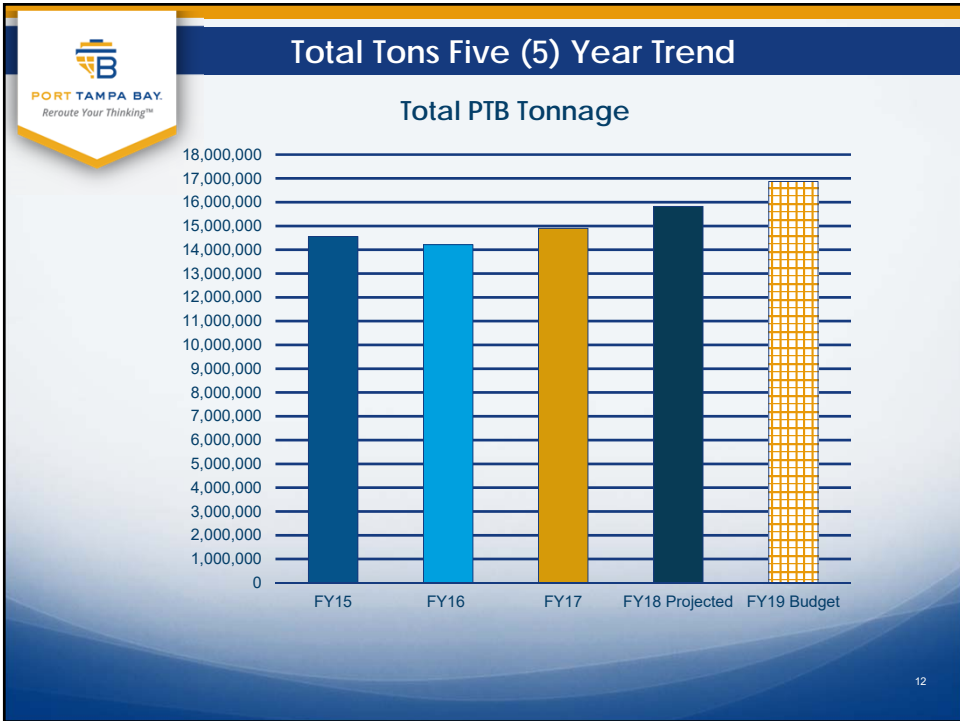


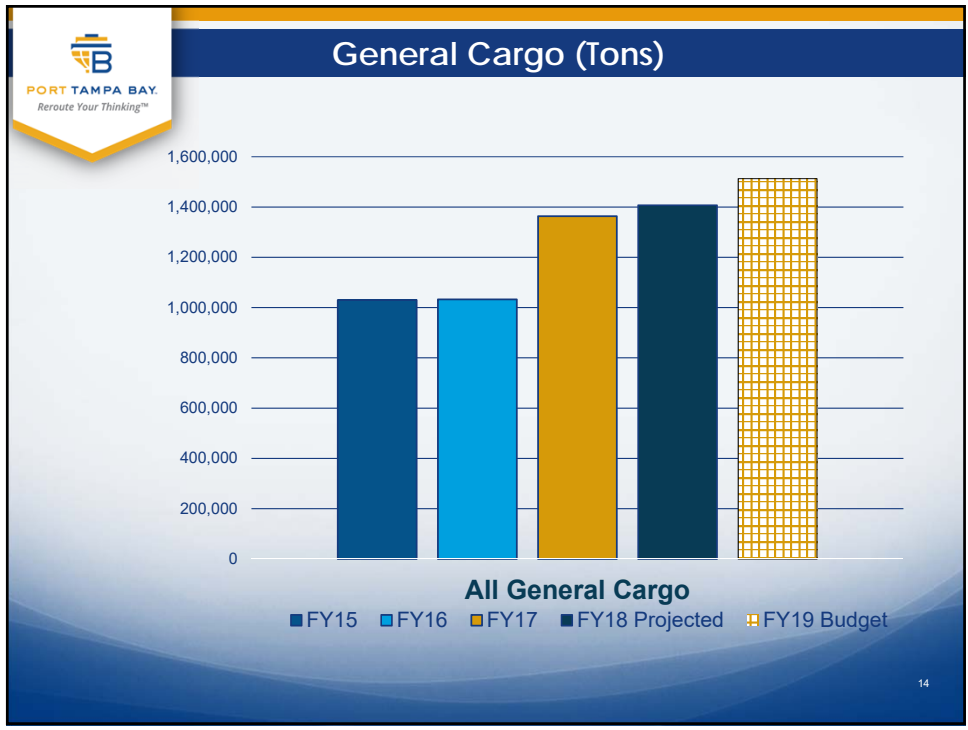
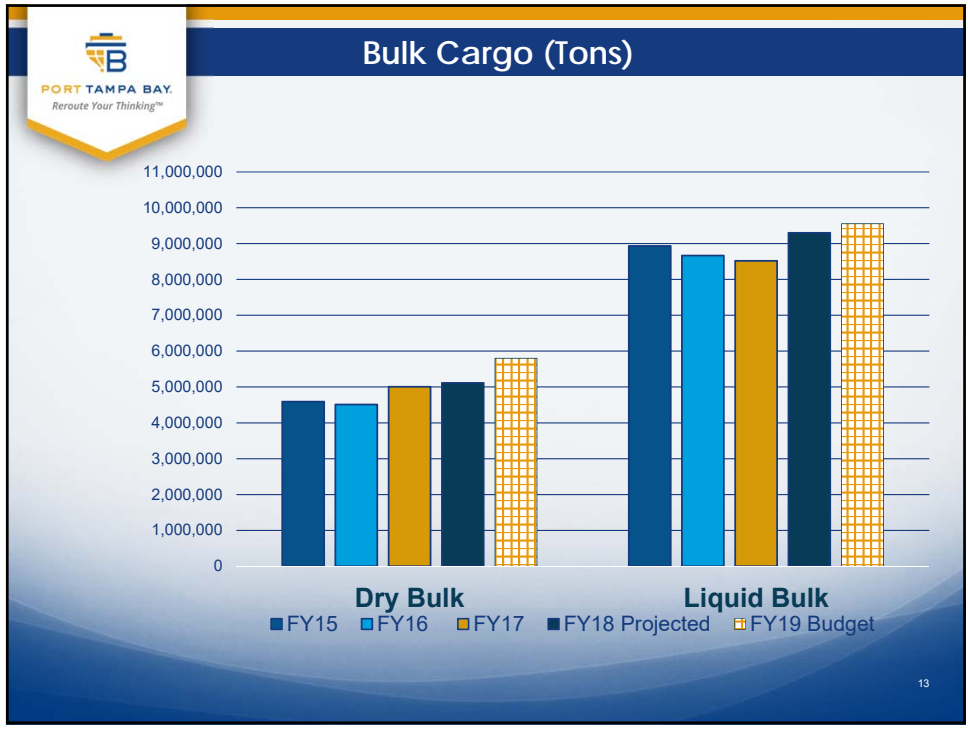
**PORT TAMPA BAY**  
Reroute Your Thinking™

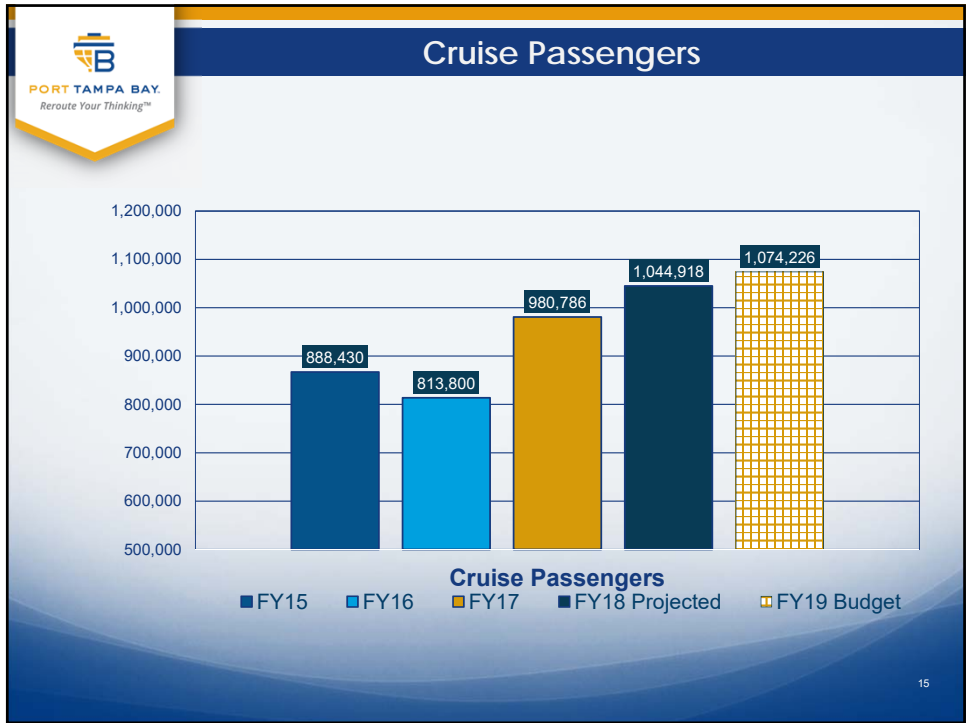
## FY2019 Operating Revenue Assumptions

- Bulk Cargo
  - Expecting 6% tonnage increase
- General Cargo
  - Containers increasing 9%
- Lease revenue increasing 14%
- Cruise
  - 5 additional cruises
  - Record year for cruise revenue
  - CCL, RCL, NCL & Holland America vessels return

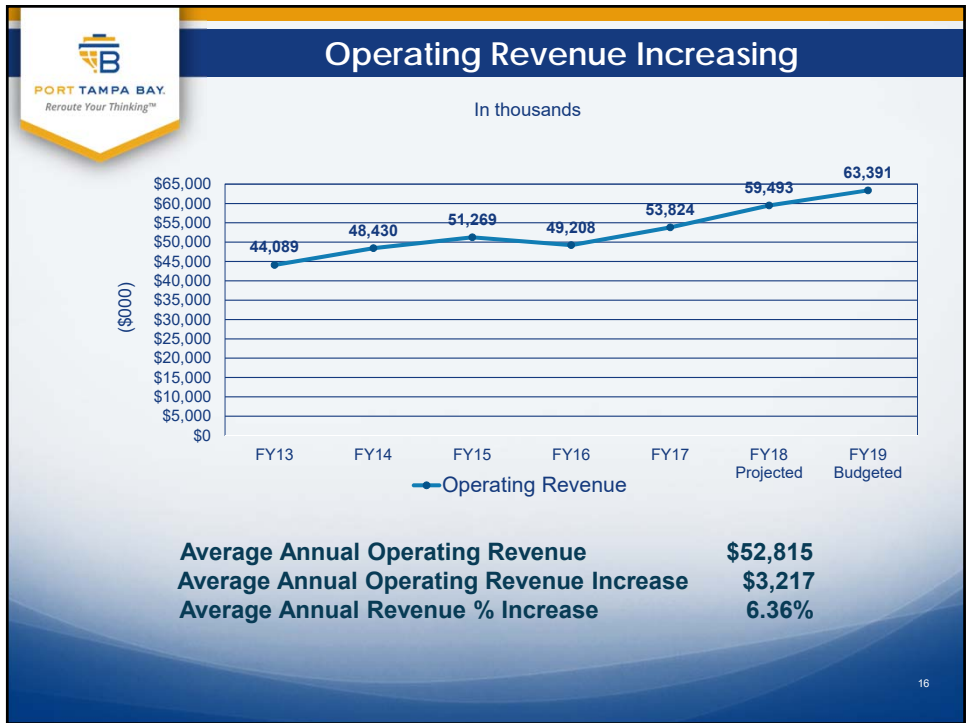
11








15




16



## FY2019 Personnel Expense Assumptions

- Personnel expenses increase due to:
  - Three new FY19 hires
  - 1.5% market equity increase effective 10/1/18 and projected average 3% performance increase
  - Increased contribution rates for FRS
  - Consolidation of health insurance plans resulted in estimated insurance premiums increase of only 2%

17



## FY2018 Promotional Expense Assumptions

- Expenses increase over FY2018 projections due to Asia travel
- Includes Business Development related expenses (Business Development travel, cargo brochures, advertising, etc.)

18

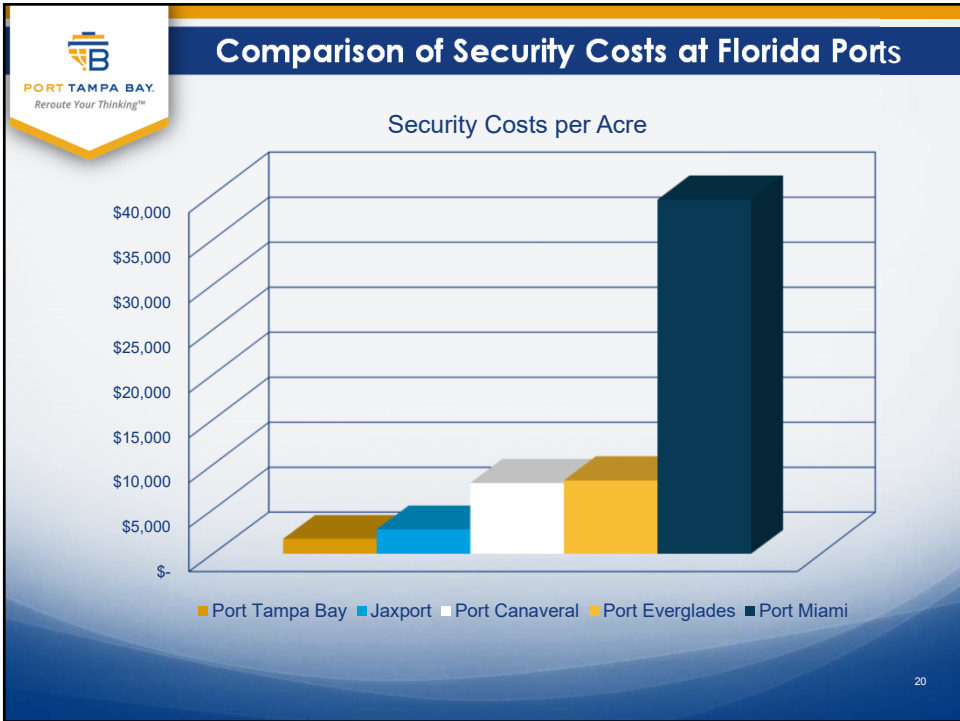



**PORT TAMPA BAY**  
Reroute Your Thinking™

## FY2018 Administrative Expense Assumptions

- Administrative expense increases due to:
  - increased repair, maintenance & janitorial costs for PTB facilities
  - increased service costs related to cruise for escalators
  - property analysis
  - outside counsel
- Increased Marketing Incentive for cruise
- Security expenses increase
  - HCSO contract increases 3%
  - Security contractor increases 5%
  - Security costs make up approximately 26% of total Operating Expenses in FY2019 budget
- Property & casualty insurance program costs increase

19

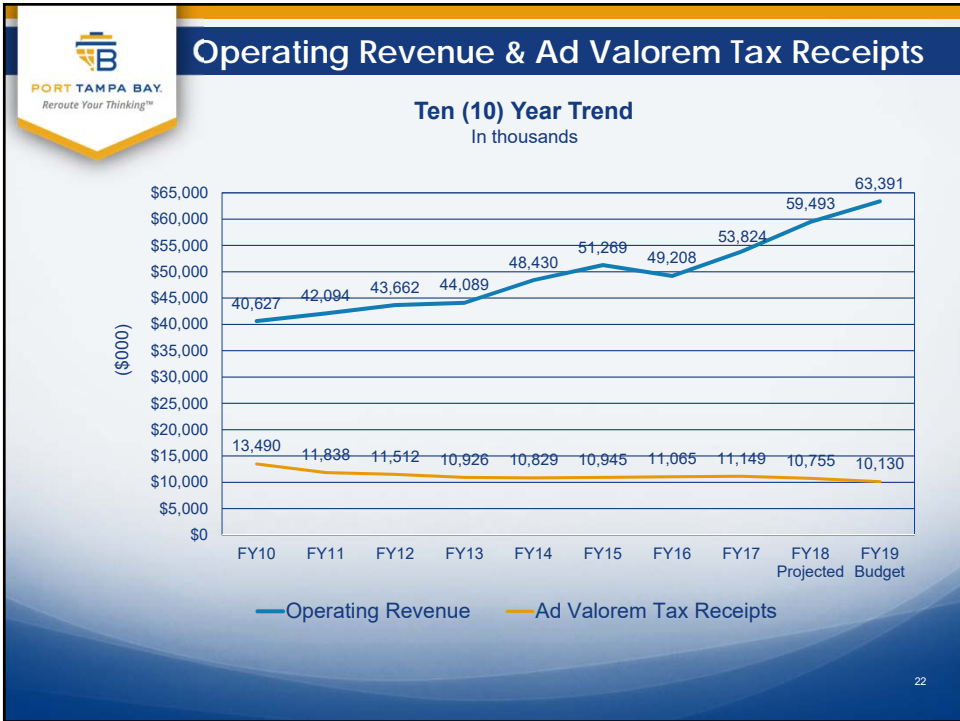





## FY2019 Non-Operating Items

- Ad valorem millage rate drops to \$.1150 mills (per \$1,000 valuation)
  - Below roll back rate
- Anticipate recognizing \$17.8 million in grant revenue from State and Federal funding sources
- New FY18 debt to fund FY19 and FY20 Capital Projects

21








**PORT TAMPA BAY**  
Reroute Your Thinking™

## Port Tampa Bay Market Area

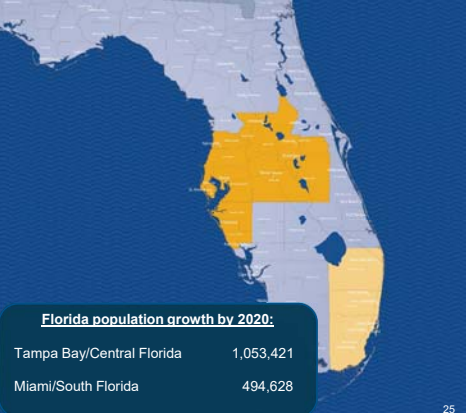


With over 20 million residents, Florida has overtaken NY as the 3rd most populous state and welcomes more than 100M tourist visitors/year

**Expanding population will drive cargo demand for liquid bulk, dry bulk, breakbulk and containerized cargo:**

- Consumer products
- Food & beverage
- Construction & building materials
- Energy products

Central Florida is the State's fastest growing region – Twice the growth rate of South Florida By 2020



Florida population growth by 2020:

Tampa Bay/Central Florida	1,053,421
Miami/South Florida	494,628

25



**PORT TAMPA BAY**  
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## Energy - Bulk



- Central Florida's hub for gasoline, diesel, jet fuel, ethanol, lube oil
- Partnership between Port Tampa Bay and petroleum companies for expanded terminal with deep water berth and shared manifold piping system
- Central Florida Pipeline connecting Port Tampa Bay to Orlando
- Adjacent land for future tank farm capacity







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**PORT TAMPA BAY**  
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## Fertilizer & Agriculture - Bulk



- One of the world's leading fertilizer export ports
- Prilled sulfur volumes growing as new input in fertilizer production
- Inbound juice volumes continue to grow
- Potential new dry and liquid bulk opportunities



**Mosaic**



**YARA**

*GULF SULPHUR*



**CUTRALE**

Tampa Juice Service, Inc.



**Minute Maid**



**SATCO**



**Cargill**



**Louis Dreyfus**





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**PORT TAMPA BAY**  
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## Construction & Building Materials – Bulk & Breakbulk



- Florida's largest steel port
  - Processing & Distribution
  - Manufacturing & Fabrication for Export
  - Steelco
- Cement
- Aggregates – Granite & Limestone



**PORTS AMERICA**



**Vulcan**  
Materials Company



**TAMPA TANK**  
FLORIDA STRUCTURAL STEEL



**Titan**  
TITAN METAL SERVICE, INC.



**Martin Marietta**



**TITAN AMERICA**



**CEMEX 110 years**



**kloekner metals**





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## Shipbuilding & Repair



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



29



## Cruise



- Record 1 million passengers FY18
- Forecasting 1 million passengers again for FY19
- Addition of Havana, Cuba port calls
- Terminal refurbishments and expansion



**PORT TAMPA BAY.**  
Reroute Your Thinking™

### Tampa Bay & I-4 Corridor Florida's Distribution Gateway For Consumer Products, Food & Beverage & E-Commerce

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**PORT TAMPA BAY.**  
Reroute Your Thinking™

### Container Service Opportunities – Asia & Latin America

All-Water Asia – US Gulf Services  
Upgrading of services with larger vessels  
Post-Panamax crane capability

Latin America Services  
New cold storage capacity



**Supply Chain Strategy - Cost Savings For Inland Truck Delivery**

**Average truck cost savings of over \$800 per container when shipped through port Tampa Bay compared to other east coast ports.**

**Drivers picking up at Port Tampa Bay are able to deliver up to 3 containers a day within Central Florida under one flat, daily rate while following new truck hours of service rules/e-logs.**

**Whereas truck service to Central Florida from ports outside the region limited to 1 or less deliveries/day from ports of:**

- Miami/Port Everglades, FL**
- Jacksonville, FL**
- Savannah, GA**
- Charleston, SC**

**Same day truck deliveries to Atlanta and Charlotte from Port Tampa Bay versus extra 3+ hours from ports in South Florida.**

**Very competitive northbound trucking rates available from Tampa due to size of Florida market and heavy southbound truck traffic.**

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**Port Tampa Bay Container Terminal**

**43 foot deep water berth**

**5 gantry cranes/mobile harbor crane (including 2 new post-Panamax cranes with outreach of 174 feet/21 rows) with capacity to handle ships up to 9,000 TEU**

**2,800 feet of berth**

**40 acre**

**104 refrigerated outlets**

**PTB and Ports America have phased build out plan to quadruple terminal size to 160 acres and add an additional 1,000 foot deep water berth**

36

**ZIM**

**MSC**  
MEDITERRANEAN SHIPPING COMPANY

**TransGulf**

**Seaftrade**



**PORT TAMPA BAY**  
Reroute Your Thinking™

## New Cold Storage Facility



**PLRS**  
Port Logistics Refrigerated Services





Adjacent berth to be extended from 400 to 700 ft (from 122 to 213 m by December 2018)



- 130,000 SF (40,000 SM) cold storage facility
- Expertise in all aspects of stevedoring, warehousing and terminal operations
- Onsite USDA/CBP inspection and fumigation services
  - *FDA Food Modernization Act 2016*
- 102 refrigerated container plugs
- Food-grade glycol refrigerant used throughout warehouse area
- Approved by USDA for cold treatment services
- Cross dock container yard connectivity with truck capacity
- Complete supply chain solution
- Adjacent berth with dedicated mobile harbor crane

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**PORT TAMPA BAY**  
Reroute Your Thinking™

## Automotive



- Positioned for expanded Mexican auto production via short-sea delivery
- Land for expansion with on-dock rail
- Imports – proximity to dealerships
- Exports – US built vehicles, POVs, heavy equipment (proximity to auctions)







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**PORT TAMPA BAY.**  
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**Real Estate**

**FOR LEASE**

**New/Amended Leases/Agreements Summary**

<b><u>FY 2015</u></b>	<b><u>FY 2016</u></b>	<b><u>FY 2017</u></b>	<b><u>FY 2018</u></b>
<ul style="list-style-type: none"> <li>• Gulf Sulphur</li> <li>• Maritrans</li> <li>• Tampa Tank</li> <li>• Gulf Coast Bulk Equipment</li> <li>• Amec Foster Wheeler</li> <li>• Yara North America</li> <li>• Port Logistics</li> <li>• CH2M Hill</li> </ul>	<ul style="list-style-type: none"> <li>• Batson Cook</li> <li>• Titan Florida</li> <li>• Bronco</li> <li>• Sea-3</li> <li>• Gaetano Cacciatore</li> <li>• Tampa Ship</li> <li>• Cemex</li> <li>• Kloeckner Metals</li> <li>• International Ship Repair</li> </ul>	<ul style="list-style-type: none"> <li>• Amports</li> <li>• Diversified Marine</li> <li>• Logistec Gulf Coast</li> <li>• Martin Operating Partnership</li> <li>• Atlantic Sunshine</li> <li>• Central Florida Pipeline</li> <li>• Steelco</li> <li>• Pasco Terminals</li> </ul>	<ul style="list-style-type: none"> <li>• TransFlo</li> <li>• Tampa Ship</li> <li>• Plains LPG</li> <li>• Gulf Marine Repair</li> <li>• Gulf Sulphur</li> <li>• Integral Energy</li> <li>• Spartan Materials</li> <li>• Buckeye</li> <li>• Land Acquisition</li> <li>• <b>Several additional new projects under negotiation</b></li> </ul>

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**Real Estate – Channel District**

**Review portion of PTB Channel District Vision and Masterplan in conjunction with Cruise Lines and SPP**

**FOR LEASE**

The image shows an aerial view of the Channel District at Port Tampa Bay. The map highlights several terminal areas: Terminal 1, Terminal 2, Terminal 3, Terminal 4, Terminal 5, and Terminal 6. A parking area is also indicated. An inset image shows a 3D architectural rendering of a modern city skyline with skyscrapers and waterfront buildings, suggesting the future development of the area.

**PORT TAMPA BAY**

**Capital Improvement Program**

This aerial rendering illustrates the Capital Improvement Program for Port Tampa Bay. It shows a large industrial and shipping complex with multiple piers, cranes, and storage areas. Several large cargo ships are docked at the piers. The surrounding area includes parking lots, roads, and green spaces, providing a comprehensive view of the port's infrastructure and operations.



### 2018 Capital Projects Recap

Board Approved FY 2018 Capital Program (in millions)	<u>\$ 129.5</u>
FY 2018 Projects Brought to Board for Approval:	
Dredging & Spoil Islands	\$ 65.4
Hookers Point Development	11.2
Engineering Contracts/Annual Contracts	7.8
Capital Equipment & Expenses	5.9
Other - Tenant Improvements, Land, Infrastructure	2.2
Security Improvements	1.3
Rail & Roadway Improvements	0.8
Port Redwing Improvements	<u>0.4</u>
Total FY 2018 Projects Submitted (Board Approved)	<u>\$ 95.0</u>
Major Projects Deferred to FY 2019	
Hookers Point Development	\$ 19.1
East Port Development	\$ 5.9
Other - Tenant Improvements, Land, Infrastructure	\$ 4.7
Channelside Improvements	\$ 2.0
Cruise Terminal Improvements	\$ 2.0
Security Improvements	<u>\$ 0.8</u>
Total Major Projects Deferred to FY 2019	<u>\$ 34.5</u>

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### FY18 Capital Projects (completed/on-going)

Completed Projects in FY 18 (in millions)	
Maintenance Dredging	\$ 2.0
Port Redwing Improvements (Southbay Improvements)	<u>\$ 22.7</u>
Total Completed Projects	<u>\$ 24.7</u>
On-Going Projects in FY 18 (in millions)	
Dredging (Big Bend Widening)	\$ 65.0
Hookers Point Upland Improvements (Berths 219 & 214 area)	\$ 15.7
Port Sutton Development (Berth 3)	\$ 6.3
Other Projects (Rail Improvements, Security Improvements)	\$ 6.2
Land Acquisition	<u>\$ 2.0</u>
Total On-Going Capital Projects	<u>\$ 95.2</u>

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# Major Capital Projects

## Recently Completed Projects



### Port Redwing Development (Southbay Improvement)



Drainage structure south side of Kracker Avenue

- Project Description:**
- Kracker Avenue
  - Two lane widening – approx. 1,500 LF
  - Utility relocations
  - Storm drainage improvements
- Project cost: \$1.5M**
- Funded by port revenues and State grant
  - Completed Fall 2018





Kracker Avenue looking east Northside.

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### Port Redwing Development (Southbay Improvement)





**Project Description:**

- Site improvements
- Clearing and Grubbing site (100 acres)
- Grading site
- Installation of security fencing on perimeter
- Improving access road

**Project cost: \$1.4M**

- Funded by port revenues and State grant
- Completed Fall 2018



As of March 2017

PTB Southbay Stewards

Image # 63

47

### Port Redwing Development




**Port Redwing Security Complex**

**Project Description:**

- New security building
- New security check point system
- Two inbound lands / one outbound lane
- Paved parking area and truck storage lanes

**Project cost: \$3.3M**

- Funded by port revenues, ad valorem taxes and State grants
- Completed Fall 2018

PTB Southbay Stewards

Image # 63

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### Port Redwing Development



**New Berth 302**

**Project Description:**

- New berth construction and upland improvements (1,000 LF)
- Concrete paving and access road
- Installation of berth lighting

**Project cost: \$16.5M**

- Funded by port revenues and State grant
- Completed Fall 2018

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### Portwide Dredging

**Project Description:**

- General/maintenance dredging portwide
- 2017-2018 Dredge Season: 15 berths (removed approx. 42k CY material)
- Dredge material disposal on Spoil Island

**Project cost: \$2.0M**

- Funded by State grant and other port revenue sources
- Completed Winter 2017

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# Major Capital Projects

## Current, Near Term & Future



51

### FY2019 Capital Budget

#### Major New Projects (in millions)

Hookers Point Development	\$ 21.4
Other - Tenant Improvements, Land, Infrastructure	11.7
East Port Development	10.4
Engineering Contracts/ Annual Contracts	7.1
Capital Equipment & Expenses	6.9
Cruise Terminal Improvements	3.0
Dredging & Spoil Islands	3.0
Port Sutton Improvements	2.8
Channelside Improvements	2.0
Security Improvements	2.0
Rail & Road Improvements	1.8
<b>Total New Projects FY2019</b>	<b>\$ 72.1</b>

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### Port Sutton Development

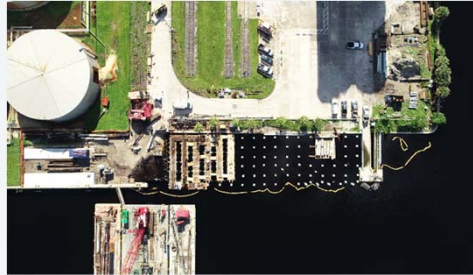
#### Berth 3 improvements

##### Project Description:

- Extend existing wharf by 226 feet
- New breasting/mooring dolphin
- Two upland concrete runways and pavement

Project cost: \$ 6.3M

- Funded by State grants and port revenues



### Hookers Point Development

#### Berth 219 Wharf Extension

##### Project Description:

- Extend existing 400' wharf north approximately 305 ft.
- To avoid potential vessel scheduling conflicts from the refrigerated warehouse and tenants immediately adjacent to the facility
- Will allow two vessels to unload cargo simultaneously




Estimated Project Cost: \$9M

- Funded by State grant and port revenues





### Hookers Point Development




**Berth 214 Upland Improvements Project Description:**

- Cargo storage yard/improvements
- Cargo yard & site improvements (14 acres)
- Utilities
- Security fencing

**Estimated cost \$6.7 M**

- Funded by State grants, port revenues and ad valorem taxes



55

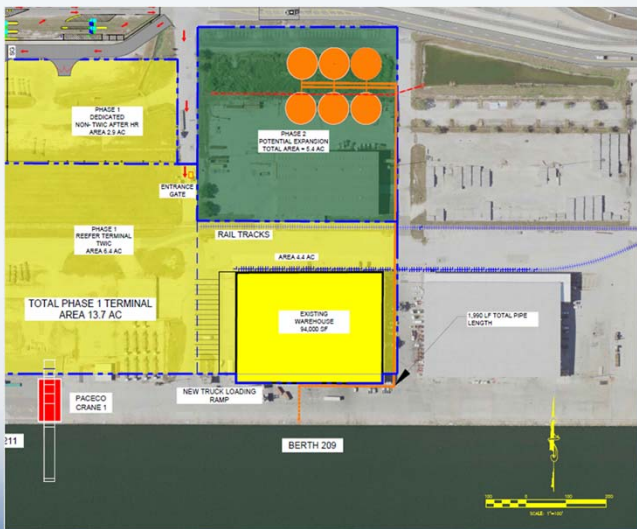
### Hookers Point Development

**Berth 211 Upland Improvements Project description:**

- Approx 15 acres (Phase 1)
- Storm water facility/vault
- Cargo storage yard
- Terminal development & improvements
- Reefer improve.
- Fire protection
- Utilities relocation

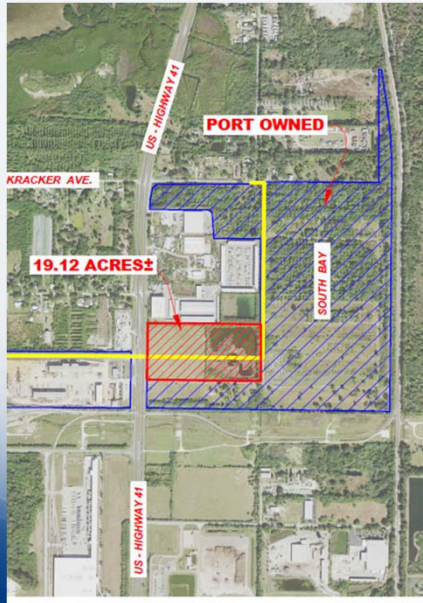
**Estimated cost: \$19.4 million**

- Funded by State grants and loan



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## Land Acquisition

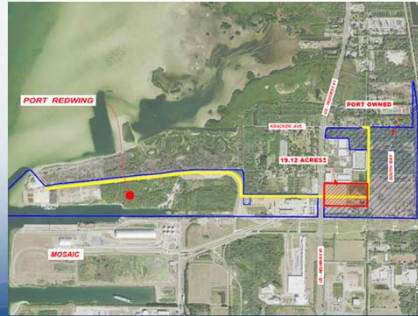


### Project Description:

- Approximately 19.2 acres of land - Southbay
- Currently in due diligence stage
- Anticipate closing in the near future

Estimated cost \$2,085,750

- Funded by port revenues and ad valorem taxes



## Big Bend Channel Expansion



### Project Description:

- Big Bend Channel Deepening/Widening
- Army Corps of Engineers project expected to begin Fall 2018
- Enhances access to Port Redwing site
- Deepening Big Bend entrance from 34' to 43' +2'
- Widening Big Bend Channel entrance by 50' (200' to 250')
- Deepen turning basin to 43' +2' and widen to 1,200'
- East Channel extension
- Berth Dredging: Berth 302
- Funded by State and Federal grants, bond proceeds and partnerships with TECO and Mosaic

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### East Port Development

**Project Description:**

- Phase 2A
- Expanded cargo yard, fill and mitigation
- Fill (13 acres)
- Mitigation (35 acres)
- Funded by State grants and port revenues

**Estimated project cost: \$10.4 million**

- Funded by State grant, debt & port revenues

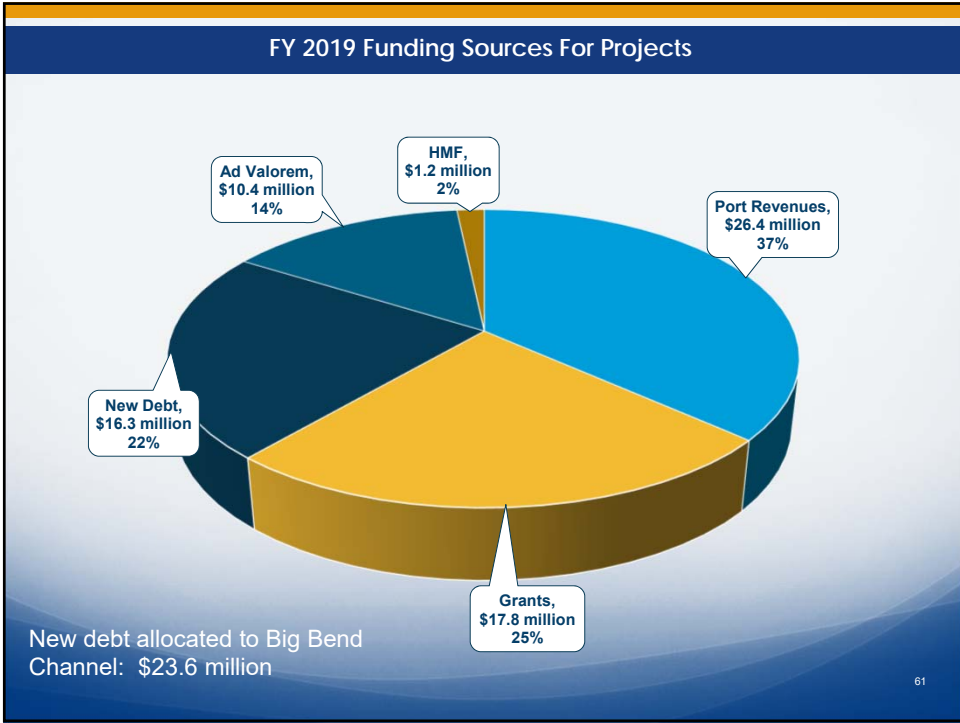



PROJECT EAST PORT | 1

### FY2019 Capital Budget

Major New Projects (in millions)	
Hookers Point Development	\$ 21.4
Other - Tenant Improvements, Land, Infrastructure	11.7
East Port Development	10.4
Engineering Contracts/ Annual Contracts	7.1
Capital Equipment & Expenses	6.9
Cruise Terminal Improvements	3.0
Dredging & Spoil Islands	3.0
Port Sutton Improvements	2.8
Channelside Improvements	2.0
Security Improvements	2.0
Rail & Road Improvements	1.8
<b>Total New Projects FY2019</b>	<b>\$ 72.1</b>

60



**FY 2019 Funding Sources For Projects**

FUNDING SOURCES (in millions)	AMOUNT	% OF FUNDING TOTAL
Port Revenue	\$ 26.4	37%
Grants	17.8	25%
New Debt	16.3	23%
Ad Valorem Taxes	10.4	14%
HMF	1.2	2%
Funding Total	\$ 72.1	

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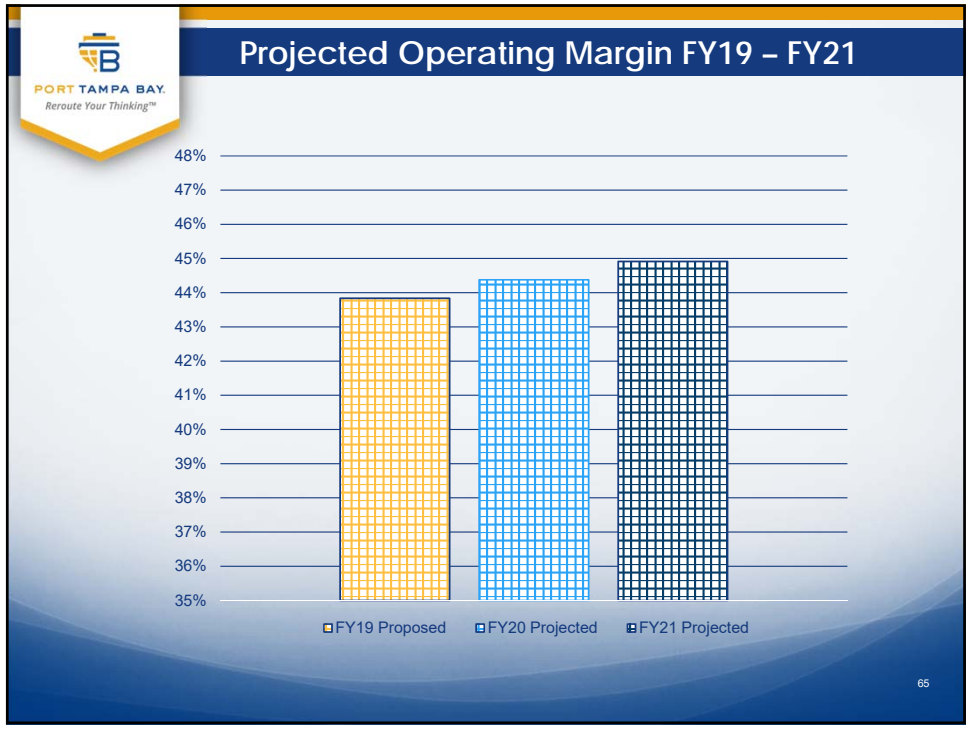


**Three-Year Comparative Statement of Revenues & Expenses**

**FY2019 – FY2021**

<i>(in thousands)</i>	FY19 Proposed	FY20 Projected	FY21 Projected
<b>Total Operating Revenue</b>	\$ 63,391	\$ 65,927	\$ 68,564
<b>Total Operating Expense</b>	\$ (35,602)	\$ (36,670)	\$ (37,770)
<b>Operating Income</b>	\$ 27,789	\$ 29,257	\$ 30,794
<b>Net Non-Operating Revenue / Expense</b>	\$ 79	\$ 83	\$ 87
<b>Net Income Excl Grants / Ad Valorem</b>	\$ 27,710	\$ 29,174	\$ 30,707
<b>Ad Valorem Tax Receipts</b>	\$ 10,130	\$ 8,657	\$ 7,214
<b>Net Income Excl Grants</b>	\$ 37,840	\$ 37,831	\$ 37,921

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- 
- FY2019 Public Hearing Dates**
- PORT TAMPA BAY  
Reroute Your Thinking™
- Preliminary Millage Rate and Budget Public Hearing is scheduled for **Wednesday, September 5, 2018 at 5:01 pm**
  - Final Millage Rate and Budget Public Hearing is scheduled for **Tuesday, September 25, 2018 at 5:01 pm**
- 66



## Fiscal 2019 Budget Workshop

August 29, 2018

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**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
TENTATIVE MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2018-2019  
SEPTEMBER 5, 2018**

The Public Hearing was called to order at 5:01 p.m. with the following Tampa Port Authority (TPA) Board of Commissioners (Board) members present: Mr. Stephen W. Swindal, Chairman; Mr. Carl Lindell, Jr., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Ms. Sandra L. Murman, Commissioner; and Mayor Bob Buckhorn; Commissioner. Absent was Mr. Mark Kaplan, Commissioner.

The following senior management were present: Mr. Paul Anderson, Port President/CEO; Mr. Charles Klug, Principal Counsel; Mr. Stephen Fry, Vice President of Finance; and Mr. Karl Strauch, Vice President of Branding and Regional Alliances.

The public attendance sheet is Attachment #1.

Chairman Swindal stated the purpose of the Public Hearing was to allow for public comment on the Tampa Port Authority's Tentative Millage Rate and Budget for Fiscal Year 2018–2019. 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. Anderson stated that, in accordance with Florida Statutes, the first issue to bring before the Board was the Tampa Port Authority's Tentative Millage Rate for Fiscal Year 2018-2019. Based on the financial projections to be shown, Port Staff recommended reducing the millage rate to \$.1150 per \$1,000 valuation for Fiscal Year 2018-2019. Mr. Anderson further stated that millage rate was below the rolled-back rate of \$.1172 per \$1,000 valuation. Mr. Anderson emphasized that the Tampa Port Authority (TPA) utilizes ad valorem tax revenues solely for the construction and repair and refurbishment of port infrastructure, and for the construction of port projects that are of a public nature. Mr. Anderson asked Mr. Stephen Fry to present an overview of the Fiscal Year 2018-2019 proposed Tentative Budget based upon the proposed millage rate.

Mr. Fry presented an overview of the Fiscal Year 2018-2019 Budget and stated that none of the data that he was about to present had changed from the data presented at the August 29, 2018 Budget Workshop. Mr. Fry stated that in continuing TPA's commitment to reduce its reliance on ad valorem tax funds, staff recommended a reduction in its ad valorem tax millage rate to .1150 per \$1,000 valuation, which was below the rolled back rate and represented a true tax decrease for taxpayers. Mr. Fry then presented TPA's FY2018 - 2019 Budgeted Financial Statements and Capital Program. He also presented the TPA's FY2018 – 2019 Budget Summary, which reflected all of TPA's cash inflows and outflows in FY2018 – 2019. The Budget Summary total was \$257,842,242.

The Tampa Port Authority Tentative Public Hearing FY2019 Millage Rate & FY2019 Budget Presentation is Attachment #2.

At the end of his presentation, Mr. Fry recommended that the Board approve the reduction of the Tampa Port Authority's Tentative Millage Rate to \$.1150 per \$1,000 valuation for Fiscal Year 2018–2019, which was below the rolled-back rate of \$.1172 per \$1,000 valuation.

Chairman Swindal opened the floor first for public comments on the proposed Tentative Millage Rate for Fiscal Year 2018-2019.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Tentative Millage Rate for Fiscal Year 2018-2019. Commissioner Murman, seconded by Mayor Buckhorn, moved to adopt the Tampa Port Authority's Fiscal Year 2018-2019 Tentative Millage Rate of \$.1150 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.1172 per \$1,000 valuation. The motion carried five to zero with Commissioner Kaplan being absent.

Chairman Swindal opened the floor for public comment for the proposed Tentative Budget for Fiscal Year 2018-2019.

There was no public comment.

Chairman Swindal asked for a motion to adopt the Tentative Budget for Fiscal Year 2017-2018 of \$257,842,242.

Commissioner Allman, seconded by Commissioner Murman, moved to adopt the Tentative Budget of \$257,842,242 for Fiscal Year 2018-2019. The motion carried five to zero with Commissioner Kaplan being absent.

[ The remainder of this page left intentionally blank. ]

There being no further business, Chairman Swindal adjourned the Public Hearing at 5:08 p.m.

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Stephen W. Swindal, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer






**PORT  
TAMPA BAY**

**Tentative Public Hearing**  
FY2019 Millage Rate and FY2019 Budget

September 5, 2018


1



**FY2019 Millage Rate and FY2019 Budget**

- Welcome to the Tampa Port Authority's Tentative Public Hearing for the FY2019 Millage Rate and the FY2019 Budget.
- We would like to remind everyone that matters related to your property assessment are under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

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## FY2019 Millage Rate and FY2019 Budget

- FY2016 millage rate \$.1550 mills
- FY2017 millage rate \$.1450 mills
- FY2018 millage rate \$.1300 mills
- FY2019 Rolled-back rate per Florida Statutes \$.1172
- FY2019 proposed millage rate \$.1150

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### Two-Year Comparative Statement of Revenues & Expenses (FY18 & FY19)

<i>(in thousands)</i>	FY18 Projected	FY19 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 43,496	\$ 45,251
Rentals	\$ 15,318	\$ 17,493
Other Operating	\$ 679	\$ 647
<b>Total Operating Revenue</b>	<b>\$ 59,493</b>	<b>\$ 63,391</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,661	\$ 17,541
Promotional	\$ 1,224	\$ 1,359
Administrative	\$ 14,583	\$ 16,702
<b>Total Operating Expense</b>	<b>\$ 32,468</b>	<b>\$ 35,602</b>
<b>Operating Income</b>	<b>\$ 27,025 45%</b>	<b>\$ 27,789 44%</b>
<b>Other Non-Op Rev / (Exp)</b>		
Ad Valorem Tax Receipts	\$ 10,880	\$ 10,130
Ad Valorem Tax Payments	\$ (587)	\$ (595)
Interest Income	\$ 525	\$ 152
Interest Expense	\$ (3,086)	\$ (5,090)
Other, Net	\$ (1,067)	\$ 79
<b>Net Non-Operating Revenue</b>	<b>\$ 6,665</b>	<b>\$ 4,676</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 33,690</b>	<b>\$ 32,465</b>
Grant Revenue	\$ 6,504	\$ 17,800
<b>Net Income</b>	<b>\$ 40,194</b>	<b>\$ 50,265</b>

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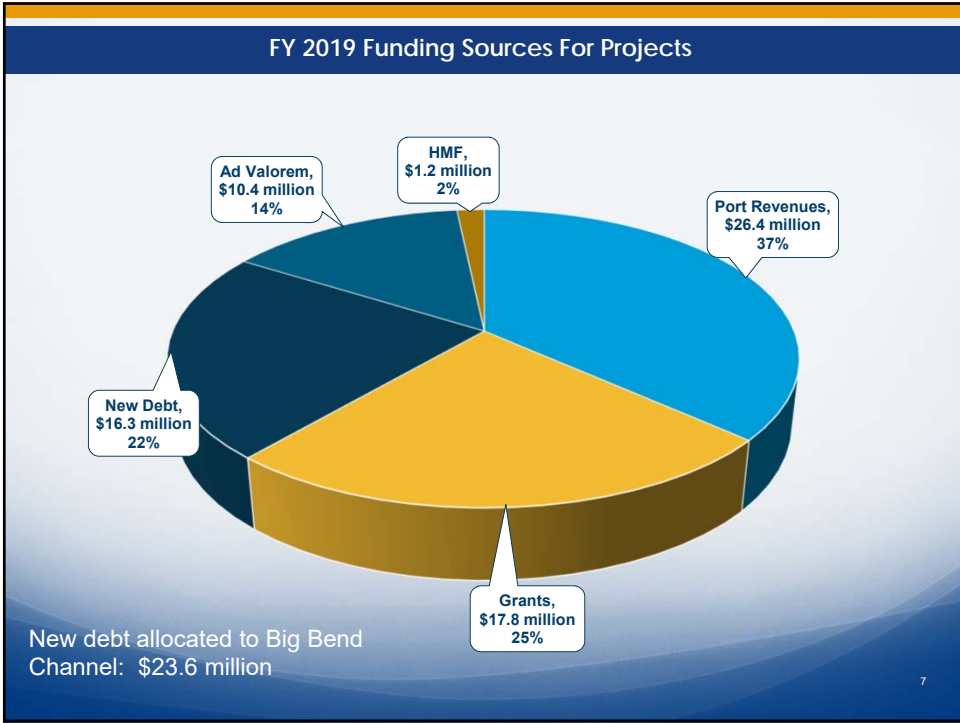


Carryover FY18 Capital Projects	
On-Going Projects in FY 18 (in millions)	
Dredging (Big Bend Widening)	\$ 65.0
Hookers Point Upland Improvements (Berths 219 & 214 area)	\$ 15.7
Port Sutton Development (Berth 3)	\$ 6.3
Other Projects (Rail Improvements, Security Improvements)	\$ 6.2
Land Acquisition	\$ 2.0
<b>Total FY18 Carryover Capital Projects</b>	<b>\$ 95.2</b>

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FY2019 Capital Budget	
Major New Projects (in millions)	
Hookers Point Development	\$ 21.4
Other - Tenant Improvements, Land, Infrastructure	11.7
East Port Development	10.4
Engineering Contracts/ Annual Contracts	7.1
Capital Equipment & Expenses	6.9
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Security Improvements	2.0
Rail & Road Improvements	1.8
<b>Total New Projects FY2019</b>	<b>\$ 72.1</b>

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### FY2019 Budget Summary

BUDGET SUMMARY TAMPA PORT AUTHORITY Fiscal Year 2018 - 2019	
THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 12.1% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES	
	<b>ENTERPRISE FUND</b>
<b>NET CASH CARRIED FORWARD:</b>	<b>\$ 153,469,266</b>
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.1150 mills)	\$ 10,129,614
Charges for Services	\$ 63,390,718
Grants - State & Federal	\$ 28,800,000
Interest Income	\$ 152,383
Loan Income	\$ 211,261
Miscellaneous Income	\$ 1,689,000
<b>Total Estimated Revenues</b>	<b>\$ 104,372,976</b>
<b>Total Appropriated Revenues and Funds</b>	<b>\$ 257,842,242</b>
<b>EXPENDITURES/EXPENSES:</b>	
General Government Services, Operating	\$ 35,602,065
Debt Service P&I	\$ 15,993,434
	<b>\$ 51,595,499</b>
Carried Over Capital Projects from Prior Years	\$ 95,199,594
General Government Services, Equipment & Other	\$ 6,344,528
New Capital Projects - FY 2019	\$ 72,033,946
	<b>\$ 174,238,070</b>
<b>Proposed Expenditures for Capital Projects</b>	<b>\$ 174,238,070</b>
<b>Fund Balances/Reserves</b>	<b>\$ 32,008,673</b>
<b>Total Appropriated Expenditures and Reserves</b>	<b>\$ 257,842,242</b>
THE BUDGET IS ON FILE IN THE OFFICE OF THE ABOVE-MENTIONED TAXING AUTHORITY AS A PUBLIC RECORD.	



## FY2019 Final Hearing Date

- Final Millage Rate and Budget Public Hearing is scheduled for  
**Tuesday, September 25, 2018 at 5:01 pm**

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## Tentative Public Hearing FY2019 Millage Rate and FY2019 Budget

September 5, 2018

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**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
FINAL MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2018-2019  
SEPTEMBER 25, 2018**

The Public Hearing was called to order at 5:03 p.m. with the following Tampa Port Authority (TPA) Board of Commissioners (Board) members present: Mr. Stephen W. Swindal, Chairman; Mr. Carl Lindell, Jr., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Ms. Sandra L. Murman, Commissioner; and Mayor Bob Buckhorn, Commissioner. Absent was Mr. Mark Kaplan, Commissioner.

The following senior management were present: Mr. Charles Klug, Principal Counsel; Mr. Stephen Fry, Vice President of Finance; and Mr. Mark Dubina, Vice President of Security.

The public attendance sheet is Attachment #1.

Chairman Swindal stated the purpose of the Public Hearing was to allow for public comment on the Tampa Port Authority's Final Millage Rate and Budget for Fiscal Year 2018–2019. 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 to bring before the Board was the Tampa Port Authority's Final Millage Rate for Fiscal Year 2018-2019. Based on the financial projections to be shown, Port Staff recommended reducing the millage rate to \$.1150 per \$1,000 valuation for Fiscal Year 2018-2019. Mr. Klug further stated that millage rate was below the rolled-back rate of \$.1172 per \$1,000 valuation. Mr. Klug emphasized that the Tampa Port Authority (TPA) utilizes ad valorem tax revenues solely for the construction and repair and refurbishment of port infrastructure, and for the construction of port projects that are of a public nature. Mr. Klug then asked Mr. Stephen Fry to present an overview of the Fiscal Year 2018-2019 Budget based upon the proposed millage rate.

Mr. Fry presented an overview of the Fiscal Year 2018-2019 Budget and stated that none of the data that he was about to present had changed from the data presented at the August 29, 2018 Budget Workshop or the September 5, 2018 Public Hearing. Mr. Fry stated that in continuing TPA's commitment to reduce its reliance on ad valorem tax funds, staff recommended a reduction in its ad valorem tax millage rate to .1150 per \$1,000 valuation, which was below the rolled back rate and represented a true tax decrease for taxpayers. Mr. Fry then presented TPA's FY2018 - 2019 Budgeted Financial Statements and Capital Program. He also presented the TPA's FY2018 – 2019 Budget Summary, which reflected all of TPA's cash inflows and outflows in FY2018 – 2019. The Budget Summary total was \$257,842,242.

The Tampa Port Authority Final Public Hearing FY2019 Millage Rate & FY2019 Budget Presentation is Attachment #2.

At the end of his presentation, Mr. Fry recommended that the Board approve the reduction of the Tampa Port Authority's Millage Rate to \$.1150 per \$1,000 valuation for Fiscal Year 2018–2019, which was below the rolled-back rate of \$.1172 per \$1,000 valuation.

Chairman Swindal opened the floor first for public comments on the proposed Millage Rate for Fiscal Year 2018-2019.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Final Millage Rate for Fiscal Year 2018-2019. Commissioner Murman, seconded by Mayor Buckhorn, moved to adopt the Tampa Port Authority's Fiscal Year 2018-2019 Final Millage Rate of \$.1150 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.1172 per \$1,000 valuation. The motion carried five to zero with Commissioner Kaplan being absent.

Chairman Swindal opened the floor for public comment for the proposed Budget for Fiscal Year 2018-2019.

There was no public comment.

Chairman Swindal asked for a motion to adopt the Budget for Fiscal Year 2017-2018 of \$257,842,242.

Commissioner Allman, seconded by Commissioner Lindell, moved to adopt the Budget of \$257,842,242 for Fiscal Year 2018-2019. The motion carried five to zero with Commissioner Kaplan being absent.

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There being no further business, Chairman Swindal adjourned the Public Hearing at 5:10 p.m.

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Stephen W. Swindal, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer






**PORT  
TAMPA BAY**

**Final Public Hearing**  
FY2019 Millage Rate and FY2019 Budget

September 25, 2018

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**FY2019 Millage Rate and FY2019 Budget**

- Welcome to the Tampa Port Authority's Final Public Hearing for the FY2019 Millage Rate and the FY2019 Budget.
- We would like to remind everyone that matters related to your property assessment are under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

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## FY2019 Millage Rate and FY2019 Budget

- FY2016 millage rate \$.1550 mills
- FY2017 millage rate \$.1450 mills
- FY2018 millage rate \$.1300 mills
- FY2019 Rolled-back rate per Florida Statutes \$.1172
- FY2019 proposed millage rate \$.1150

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## Two-Year Comparative Statement of Revenues & Expenses (FY18 & FY19)

<i>(in thousands)</i>	FY18 Projected	FY19 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 43,496	\$ 45,251
Rentals	\$ 15,318	\$ 17,493
Other Operating	\$ 679	\$ 647
<b>Total Operating Revenue</b>	<b>\$ 59,493</b>	<b>\$ 63,391</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,661	\$ 17,541
Promotional	\$ 1,224	\$ 1,359
Administrative	\$ 14,583	\$ 16,702
<b>Total Operating Expense</b>	<b>\$ 32,468</b>	<b>\$ 35,602</b>
<b>Operating Income</b>	<b>\$ 27,025 45%</b>	<b>\$ 27,789 44%</b>
<b>Other Non-Op Rev / (Exp)</b>		
Ad Valorem Tax Receipts	\$ 10,880	\$ 10,130
Ad Valorem Tax Payments	\$ (587)	\$ (595)
Interest Income	\$ 525	\$ 152
Interest Expense	\$ (3,086)	\$ (5,090)
Other, Net	\$ (1,067)	\$ 79
<b>Net Non-Operating Revenue</b>	<b>\$ 6,665</b>	<b>\$ 4,676</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 33,690</b>	<b>\$ 32,465</b>
Grant Revenue	\$ 6,504	\$ 17,800
<b>Net Income</b>	<b>\$ 40,194</b>	<b>\$ 50,265</b>

4

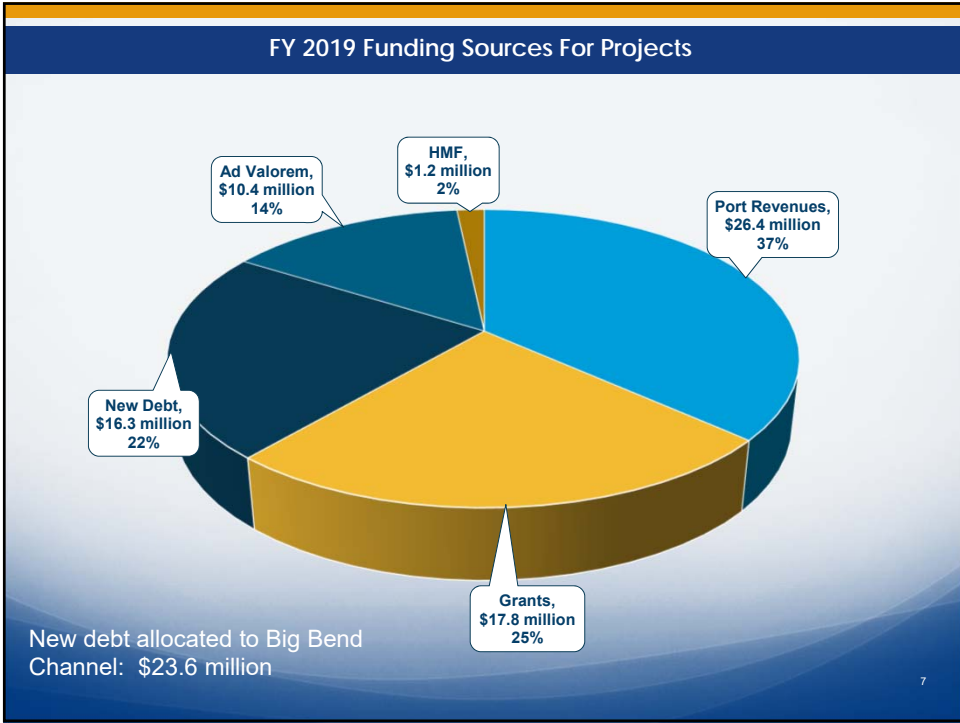


Carryover FY18 Capital Projects	
On-Going Projects in FY 18 (in millions)	
Dredging (Big Bend Widening)	\$ 65.0
Hookers Point Upland Improvements (Berths 219 & 214 area)	\$ 15.7
Port Sutton Development (Berth 3)	\$ 6.3
Other Projects (Rail Improvements, Security Improvements)	\$ 6.2
Land Acquisition	\$ 2.0
<b>Total FY18 Carryover Capital Projects</b>	<b>\$ 95.2</b>

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FY2019 Capital Budget	
Major New Projects (in millions)	
Hookers Point Development	\$ 21.4
Other - Tenant Improvements, Land, Infrastructure	11.7
East Port Development	10.4
Engineering Contracts/ Annual Contracts	7.1
Capital Equipment & Expenses	6.9
Cruise Terminal Improvements	3.0
Dredging & Spoil Islands	3.0
Port Sutton Improvements	2.8
Channelside Improvements	2.0
Security Improvements	2.0
Rail & Road Improvements	1.8
<b>Total New Projects FY2019</b>	<b>\$ 72.1</b>

6



### FY2019 Budget Summary

**BUDGET SUMMARY**  
TAMPA PORT AUTHORITY  
Fiscal Year 2018 - 2019

THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 12.1% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES

	ENTERPRISE FUND
<b>NET CASH CARRIED FORWARD:</b>	<b>\$ 153,469,266</b>
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.1150 mills)	\$ 10,129,614
Charges for Services	\$ 63,390,718
Grants - State & Federal	\$ 28,800,000
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Loan Income	\$ 211,261
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<b>Total Estimated Revenues</b>	<b>\$ 104,372,976</b>
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<b>EXPENDITURES/EXPENSES:</b>	
General Government Services, Operating	\$ 35,602,065
Debt Service P&I	\$ 15,993,434
	<b>\$ 51,595,499</b>
Carried Over Capital Projects from Prior Years	\$ 95,199,594
General Government Services, Equipment & Other	\$ 6,344,528
New Capital Projects - FY 2019	\$ 72,039,346
	<b>\$ 174,238,070</b>
<b>Proposed Expenditures for Capital Projects</b>	<b>\$ 174,238,070</b>
<b>Fund Balances/Reserves</b>	<b>\$ 32,008,673</b>
<b>Total Appropriated Expenditures and Reserves</b>	<b>\$ 257,842,242</b>

THE BUDGET IS ON FILE IN THE OFFICE OF THE ABOVE-MENTIONED TAXING AUTHORITY AS A PUBLIC RECORD.

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**Final Public Hearing**  
FY2019 Millage Rate and FY2019 Budget

September 25, 2018

9

**Port Tampa Bay**  
**Budgetary Comparative Statement of Revenues and Expenses**  
**with Debt Service Coverage**  
**For the fiscal year ending September 2017 and 2018**

YTD Sep 2017 Actual	YTD Sep 2018 Actual	Favorable (Unfavorable)	%		YTD Sep 2018 Budget	YTD Sep 2018 Actual	Favorable (Unfavorable)	%
<b>-----Operating Revenue-----</b>								
39,916,403	43,615,890	3,699,487	9.3%	Port Usage Fees	41,441,007	43,615,890	2,174,884	5.2%
13,058,331	15,280,151	2,221,820	17.0%	Rentals	13,693,569	15,280,151	1,586,582	11.6%
796,312	784,335	(11,977)	-1.5%	Other Operating	649,177	784,335	135,158	20.8%
<b>53,771,046</b>	<b>59,680,376</b>	<b>5,909,330</b>	<b>11.0%</b>	<b>-----Total Operating Revenue-----</b>	<b>55,783,753</b>	<b>59,680,376</b>	<b>3,896,623</b>	<b>7.0%</b>
<b>-----Operating Expense-----</b>								
16,341,224	16,741,543	(400,320)	-2.4%	Personnel	15,954,035	16,741,543	(787,508)	-4.9%
1,164,959	1,214,506	(49,547)	-4.3%	Promotional	1,057,433	1,214,506	(157,073)	-14.9%
14,558,339	15,163,632	(605,293)	-4.2%	Administrative	14,746,526	15,163,632	(417,106)	-2.8%
<b>32,064,521</b>	<b>33,119,681</b>	<b>(1,055,160)</b>	<b>-3.3%</b>	<b>-----Total Operating Expense-----</b>	<b>31,757,994</b>	<b>33,119,681</b>	<b>(1,361,687)</b>	<b>-4.3%</b>
<b>21,706,525</b>	<b>26,560,695</b>	<b>4,854,170</b>	<b>22.4%</b>	<b>-----Operating Income-----</b>	<b>24,025,759</b>	<b>26,560,695</b>	<b>2,534,936</b>	<b>10.6%</b>
<b>Non-Operating Rev/(Exp)</b>								
								86
284,099	588,184	304,085	107.0%	Interest Income	251,125	588,184	337,059	134.2%
(3,182,463)	(3,098,680)	83,783	-2.6%	Interest Expense	(5,185,373)	(3,098,680)	2,086,693	-40.2%
11,151,748	10,868,260	(283,488)	-2.5%	Ad Valorem Tax Receipts	11,065,659	10,868,260	(197,399)	-1.8%
(878,125)	(789,755)	88,371	-10.1%	Other Net	(832,437)	(789,755)	42,683	-5.1%
<b>7,375,259</b>	<b>7,568,010</b>	<b>192,751</b>	<b>2.6%</b>	<b>-----Net Non-Operating Revenue-----</b>	<b>5,298,974</b>	<b>7,568,010</b>	<b>2,269,036</b>	<b>42.8%</b>
<b>29,081,784</b>	<b>34,128,705</b>	<b>5,046,920</b>	<b>17.4%</b>	<b>-----Net Income without Grants-----</b>	<b>29,324,733</b>	<b>34,128,705</b>	<b>4,803,972</b>	<b>16.4%</b>
10,975,255	6,722,755	(4,252,500)	-38.7%	<b>-----Grants-----</b>	15,000,000	6,722,755	(8,277,245)	-55.2%
<b>40,057,039</b>	<b>40,851,460</b>	<b>794,421</b>	<b>2.0%</b>	<b>Net Income with Grants</b>	<b>44,324,733</b>	<b>40,851,460</b>	<b>(3,473,273)</b>	<b>-7.8%</b>
<i>*Before Depreciation/Amortization</i>								
<b>Debt Service Coverage</b> <i>(based on preceding 12-month period)</i>								
22,153,525	26,919,365	4,765,840	22%	<b>Total Available for Debt Service</b>				
14,155,571	13,922,962	(232,609)	-2%	<b>Combined Debt Service, Parity Bonds</b>				
1.57	1.93			<b>Bond Coverage, Parity Bonds</b>				
14,466,354	14,499,810	33,456	0%	<b>Combined Debt Service, Parity &amp; Junior</b>				
1.53	1.86			<b>Bond Coverage, Parity &amp; Junior Bonds</b>				

**SUBJECT: SETTLEMENT AGREEMENT WITH VASTEC, INC.****BACKGROUND:**

Port Tampa Bay (PTB) entered into a lease agreement with Vastec, Inc. (Vastec) on October 1, 2011 (Lease) for approximately 12,252 sq. ft. of office space, with other common area supporting space, on the south side of the first floor in the Joseph Garcia International Center (1101 Channelside Drive). On January 17, 2018, a water pipe broke on the first floor of the Joseph Garcia International Center, resulting in business interruption and other damages to the leasehold location. PTB staff and Vastec have negotiated the terms and conditions for a settlement agreement (Settlement Agreement) to resolve the associated losses incurred by Vastec.

**FACTS/COMMENTS:**

The sole purpose of the Settlement Agreement is to fully resolve all damage claims by Vastec resulting from the water pipe break on January 17, 2018. Vastec has provided PTB a breakdown of costs for its losses resulting from business interruption due to the water pipe break (shown on Exhibit "A"). PTB would make a onetime payment to Vastec, in the amount of \$27,683.84, as full compensation for any and all damages from the incident. All other terms as set forth in the Lease would remain unchanged. Vastec would waive and release PTB from any further claims of any sort resulting from the pipe break.

**Public Hearing:** No public hearing was required.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Settlement Agreement with Vastec, Inc. in accordance with the terms set forth above, subject to review by Port counsel.

**Exhibit "A"**

**Break Down of Costs**

Below please find cost data related to losses incurred by VASTECC, Inc. as a result of our needing to shut down/suspend operations due to water flooding, damage and related repairs from a burst/leaking pipe at our offices on or about January 17, 2018 and thereafter.

	Hourly Rate	Daily Cost/Employee	4-Day Cost/Employee	Total	# of EE's
Data Entry I	12.49	99.92	399.68	4,396.48	11
Data Entry II	14.29	114.32	457.28	14,175.68	31
Data Entry III	16.66	133.28	533.12	4,798.08	9
Various	26.96	215.68	862.72	4,313.60	5
				<b>27,683.84</b>	

**SUBJECT: CONTRACT RENEWAL WITH ANCHOR BENEFITS –  
ADMINISTRATOR OF EMPLOYEE DENTAL PLAN (DENTAL  
DECISIONS) AND APPROVAL OF FUNDING FOR FY 2019**

**BACKGROUND:**

At the August 2016 Board meeting, the Port Tampa Bay (PTB) Board of Commissioners approved Dental Decisions, as administered by Anchor Benefits, to continue as the provider of employee dental benefits for a one-year contract with two annual extension options effective January 1, 2017. The second year contract expires December 31, 2018.

**FACTS/COMMENTS:**

The Interlocal Agreement between Hillsborough County Board of County Commissioners (BOCC) and PTB allows for participation in the Hillsborough County Group Benefits Program. In FY 2018, PTB employees were afforded the choice of enrolling in the BOCC contracted Humana Dental Plan, a fully insured plan, or the Dental Decisions plan, a fully self-funded plan. In order to provide PTB employees with maximum flexibility of the plans and their respective features, employees have the choice of either plan at the same cost.

Anchor Benefits' administrative fee is guaranteed for the entire three years of the contract. Therefore, there is no increased cost associated with this renewal period. The Dental Decisions plan also allows PTB to control the level of coverage and premiums since this plan is fully self-funded by PTB. Currently, the approximate annual Dental Decisions premium cost will not exceed \$43,000 based on Port Tampa Bay's payroll.

PTB staff recommends approval of the second (2) year renewal period for the Dental Decisions Dental Plan with Anchor Benefits, for the policy year January 1, 2019 through December 31, 2019 at a cost not to exceed \$43,000 per year.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to exercise the second and final year renewal option with Dental Decisions and Anchor Benefits as administrator effective January 1, 2019 through December 31, 2019, with premiums not to exceed \$43,000 per year, all subject to approval by Port counsel.

Board Meeting  
October 16, 2018  
Human Resources ID 154124/154041

**SUBJECT: LEASE AGREEMENT FOR COPIERS****BACKGROUND:**

Port Tampa Bay (PTB) currently leases eight (8) copiers under the terms and conditions of a contract that was competitively bid and negotiated by another government agency. This contract will expire on December 20, 2018.

**FACTS/COMMENTS:**

Pursuant to Section 15 of the Enabling Act, Chapter 95-488, Laws of Florida, PTB may purchase goods or services through a contract competitively bid and negotiated by another government agency.

As part of PTB's continuing effort to reduce costs whenever practicable, staff researched copiers that met the specific criteria and needs of PTB and were available through competitively bid, Federal, State or local government contracts. Staff requested bids from six (6) vendors that met those requirements; Ricoh (current vendor), Brandon Business Machines, Printer Plus, Sharp Business Systems, Sissine's Business Solutions, and Zeno Office Solutions. Price and services were the primary criteria used to evaluate each contract. The overall lowest contract price was submitted by Sharp Business Systems.

The proposed Sharp Business Systems lease agreement terms for the eight (8) color copiers are; a thirty-six (36) month term at a monthly rate of \$291.94 per copier with black and white copies at \$0.0039 per copy and color copies at \$0.0325 per copy. All maintenance, service calls, parts, labor and supplies are included within the provisions of the lease. Based on historical usage, staff estimates the total cost of the contract, and projected copies, will not exceed \$60,000 annually. PTB will be receiving approximately 3.8% reduction from current agreement.

Under the provisions of Sourcewell Contract #083166-SEC, PTB has the option to purchase the equipment outright or to lease equipment at a monthly rate. Staff recommends the leasing option due to the frequency of technological changes and no required capital outlay, which will provide PTB with the ability to consider products with newer technology.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to enter into a 36-month Lease Agreement with Sharp Business Systems for eight (8) copiers in an estimated amount not to exceed \$60,000 annually, subject to review by Port counsel.

Board Meeting  
October 16, 2018  
Information Technology 154029

**SUBJECT:**           **LEASE AGREEMENT WITH GREAT LAKES DREDGE & DOCK CO., LLC**

**BACKGROUND:**

Great Lakes Dredging & Dock Co., LLC (GLDD) is the largest dredging and beach restoration company in North America. GLDD has contracted with the U.S. Army Corps of Engineers to perform deepening of Big Bend Channel to 41 feet and perform other navigational maintenance and safety work. As the non-Federal Sponsor, Port Tampa Bay (PTB) must provide construction staging and laydown area to GLDD.

**FACTS/COMMENTS:**

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

**Premises:**   Approximately 2.00 acres of uplands located at the eastern end of Port Redwing.

**Term:**       Eleven (11) months commencing on or about October 1, 2018.

**Use:**        Storing, staging, loading and unloading of dredge pipe and other related equipment, and the docking of dredge and marine construction barges and related equipment. GLDD would take the Premises "AS-IS" and any clearing and grubbing of the Premises would be the sole responsibility of GLDD.

**Rent:**       PTB would not charge GLDD rent since the use of the Premises is necessary for the Big Bend dredging project.

**Other:**       GLDD would be responsible for providing insurance and compliance with all seaport security laws and regulations, environmental laws and regulations and all other applicable regulations and laws during its use of the Premises.

**Public Hearing:**   No public hearing was required.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Lease Agreement with Great Lakes Dredge & Dock Co., LLC subject to the terms described above and review by the Port counsel.

Board Meeting  
October 16, 2018  
Real Estate 154186

## **D. REGULAR AGENDA**

**SUBJECT: WORK AUTHORIZATION TO HDR FOR CONSULTANT SERVICES  
FOR CRUISE TERMINALS IMPROVEMENTS****BACKGROUND:**

Port Tampa Bay (PTB) Cruise Terminals (CT) 2 and 3 require major interior improvements within the first floor baggage claim areas and the Customs and Border Protection (CBP) processing areas in order to meet Federal requirements for cruise terminals. The improvements are also necessary to remove a CBP restriction on CT 2 to closed loop cruise sailings (trips originating and ending at Tampa with no passengers boarding the ship from foreign ports). In addition, PTB staff proposes to add second escalators in CTs 2, 3 and 6 in order to improve the escalator reliability during cruise debarking. PTB staff estimates that the total cost of this project at approximately \$6 million with construction work phased over the next two years during the cruise off-season from May through October.

The first phase would begin May 1, 2019 and involve the work at CTs 2 and 6. Phase 2 would begin the following year on May 1, 2020 and involve the work at CT 3. PTB is in the process of advertising a RFP for construction management services for this project and anticipates making a recommendation for approval of a final ranking of firms to the PTB Board at the December 2018 meeting.

**FACTS/COMMENTS:**

HDR is one of PTB's three General Engineering Consultants (GEC). Hall Engineering Group is PTB's Mechanical, Electrical and Plumbing (MEP) Engineering Consultant. On June 4, 2018, PTB issued a work order to Hall Engineering Group for \$97,158 for the MEP Engineering Services to add second escalators to CT- 2, 3 & 6 to improve escalator reliability at the three cruise terminals. On March 20, 2018, PTB issued a work order to HDR in the amount of \$145,283.05 to perform the A/E services for the CBP Improvements at CTs 2 & 3, which staff thought would be a somewhat extensive rebuild at CT-2 but with relatively minor work at CT-3. However, through the course of the preliminary design process and after numerous meetings with CBP staff and PTB Operations staff, it became evident that the CBP improvements needed at CT-3 were going to be extensive and require nearly a complete demolition and rebuild of the first floor baggage claim and CBP processing area. Subsequently, PTB staff received an estimate from HDR for the additional cost of A/E services to complete the more involved project. Staff recommends approval of an additional services work authorization in the amount not to exceed \$275,000 with HDR for A/E services to complete the Cruise Terminals Improvements design and provide bid support services and construction support services through to completion of the project.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a work authorization under the General Engineering Consultancy Agreement with HDR in the amount not to exceed \$275,000 for A/E services needed to complete design, and provide bid support services and construction support services for the Cruise Terminals Improvements, subject to review by Port counsel.

Board Meeting  
October 16, 2018  
Engineering #154173

**SUBJECT: CONSENT TO ASSIGNMENT AND LEASE AMENDMENT BETWEEN TITAN METAL SERVICE, INC. AND MARITIME REAL ESTATE, LLC**

**BACKGROUND:**

Port Tampa Bay (PTB) entered into a lease agreement with Titan Metal Service, Inc. (Titan), f/k/a Gladiator, LLLP, dated October 1, 2006 (Lease) for the use of approximately 4.88 acres of land at the northern end of Hookers Point as a steel and metal service center. Maritime Real Estate, LLC (Maritime) desires to acquire Titan's leasehold interest in the Lease through an assignment of Lease and amend the Lease terms.

**FACTS/COMMENTS:**

PTB staff and Maritime have negotiated the following Lease amendment terms:

- Premises:** Approximately 4.88 acres of land as outlined on the attached, Exhibit "A".
- Use:** The Premises would be used solely as a steel and metal service center that buys, sells, trades, processes (does not include hot fabrication), distributes, warehouses and ships steel and other metal products and for no other use or purpose without the express written permission of the Authority.
- Existing Lease:** The Lease would be assigned to and assumed by Maritime and guaranteed by Majestic Steel USA, Inc.
- Term:** The Initial Term of the Lease ends September 30, 2026, and would be extended to September 30, 2038, with six, five-year extension options.
- Rent:** The initial rent would be Twenty-Five Thousand Dollars and no Cents per acre (\$25,000.00 per Acre) or One Hundred Twenty-Two Thousand Dollars and No Cents (\$122,000.00) for the 4.88-acre Premises, paid in equal monthly payments. For the remainder of the initial term, each subsequent lease year the rent would be adjusted in accordance to the value of the CPI Adjustment Factor, which is based on the Consumer Price Index. The annual rent adjustment would not be greater than 3.0% and not less than 0%. In the event the CPI adjustment is greater than the 3.0% cap, any amount over the cap will be accumulatively carried forward and applied to any future years CPI adjustment that is under the cap amount but still not to exceed 3.0%. For subsequent Option Periods, Rent would be based on the "Fair Market Rent" for the Premises as defined in the Lease and will be adjusted for subsequent years by the CPI adjustments and the CPI adjustment cap set forth above.

**Rent**

**Credits:** The existing Lease provides for an annual Rent Credit calculated at 50% of the prevailing PTB tariff rate for steel (currently \$1.92 per ton) on all wharfage paid for imported steel coils processed through the Premises in excess of 25,000 tons per year, not to exceed \$30,000 per year. The Rent Credit is eligible when the Annual Tonnage Guarantee is met or exceeded for such Lease year and applicable as a credit to Rent due the following Lease year. The Lease would be amended to allow an additional Rent Credit for up to 10% of the value of certain verified fixed real capital improvements to the Premises which are acceptable to PTB. The Rent Credit would be 10% of the verified capital improvement cost, not to exceed 10% of the total current annual Rent applicable to the following Lease year.

**Annual Tonnage Guarantee:**

All Tonnage guarantee terms would apply as set forth in the existing Lease.

**Wharfage**

**Rates and Incentives:**

All Wharfage Rates and Incentives Wharfage Rate Terms would apply as set forth in the existing Lease.

**Other:**

Maritime would be responsible for all utilities, real estate taxes, site improvements, insurance, maintenance of the Premises, and compliance with all seaport security laws and regulations, environmental laws and regulations and all other applicable regulations and laws.

**Public**

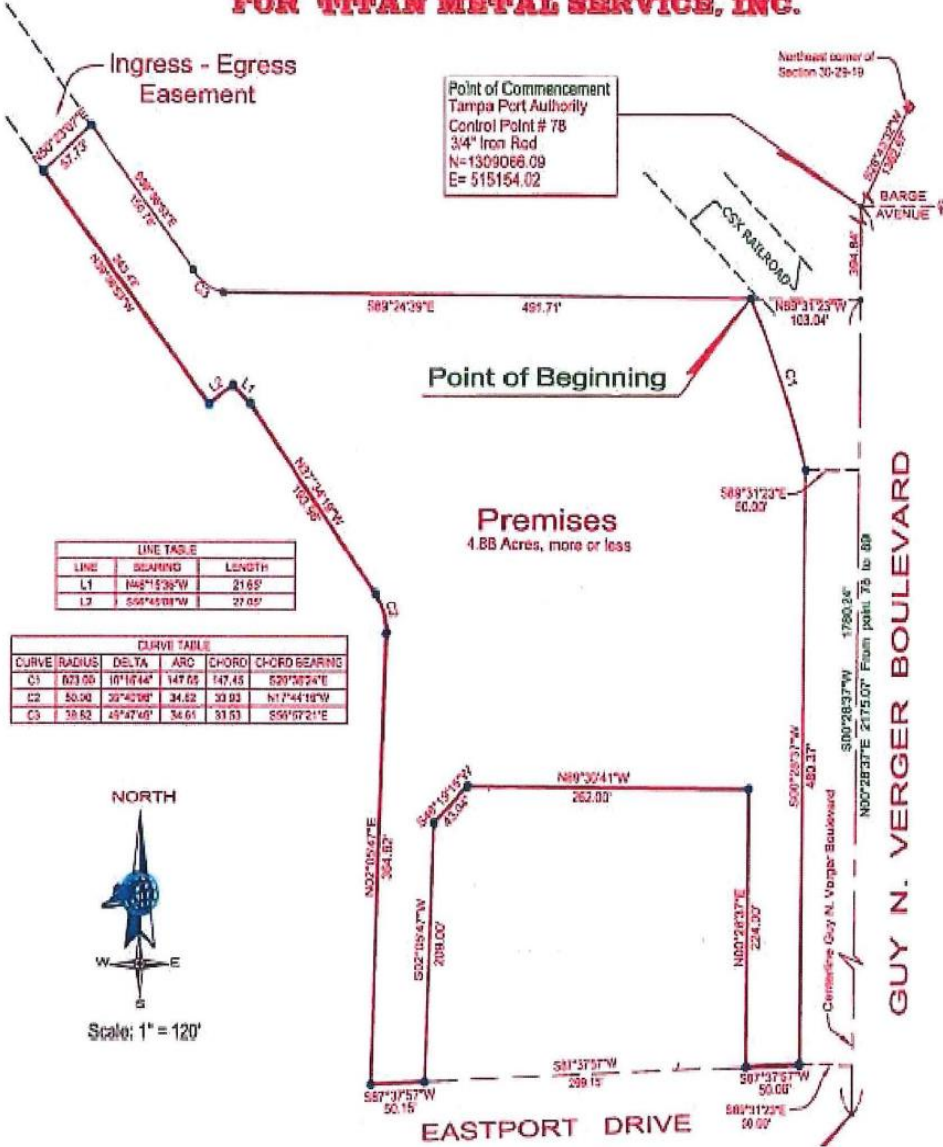
**Hearing:** PTB held a public hearing on this matter on October 5, 2018 and there were no public comments.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Consent to Assignment of Lease to Maritime Real Estate, LLC and Lease Amendment with Maritime Real Estate, LLC in accordance with the terms set forth above, subject to review by Port counsel.

Exhibit "A"  
 Sketch of the Property

**EXHIBIT 'A'**  
**DESCRIPTION SKETCH OF PREMISES**  
**FOR TITAN METAL SERVICE, INC.**





PORT TAMPA BAY

1101 Channelside Drive  
Tampa, Florida 33602  
Phone (813) 905-5033  
Fax (813) 905-5050

# Memorandum

To: A. Paul Anderson  
President and CEO

CC: Charles Klug  
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 5, 2018

Subject: Consent to Assignment and Lease Amendment between Titan Metal Service, Inc. and Maritime Real Estate, LLC

97

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 5, 2018 at 1:31 p.m. Attached is the transcription of the hearing along with copies of all exhibits.

Heather L. Eblin-Crowe  
Hearing Officer

Date 10/09/18

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 Consent to Assignment and Lease Amendment between Titan Metal Service, Inc. and Maritime Real Estate, LLC

Lane Ramsfield  
Vice President Real Estate

Date 10-9-18

Attachments

**PUBLIC HEARING TRANSCRIPT**  
**October 5, 2018 at 1:31 p.m.**  
**Consent to Assignment and Lease Amendment between**  
**Titan Metal Service, Inc. and Maritime Real Estate, LLC**

**ATTENDEES**

Barbara Baity – Port Tampa Bay  
Lane Ramsfield – Port Tampa Bay  
Chris Bush – Titan Metal Service  
Steve Szabo – Foley & Lardner LLP

98

**HEARING OFFICER**

Heather Eblin-Crowe

1 **MRS. EBLIN-CROWE:**

2  
3 Good afternoon. Today is Friday, October 5, 2018 and this public hearing is  
4 called to order at 1:31 p.m. This hearing is held under the authority and pursuant to  
5 Chapter 95-488 of the Laws of Florida. The purpose of the hearing is to hear  
6 comments from the general public and interested parties regarding the following:

7  
8 **CONSENT TO ASSIGNMENT AND LEASE AMENDMENT BETWEEN**  
9 **TITAN METAL SERVICE, INC. AND MARITIME REAL ESTATE, LLC**

10  
11 My name is Heather Eblin-Crowe and I am employed by the Tampa Port  
12 Authority, doing business as Port Tampa Bay, and have been appointed by its Board of  
13 Commissioners to serve as a hearing officer at public hearings such as the one we are  
14 conducting today. Sitting beside me is Lane Ramsfield, Vice President of Real Estate,  
15 who will assist me in this hearing.

16  
17 **MR. RAMSFIELD:**

18  
19 Maritime Real Estate, LLC desires consent to acquire the Lease Agreement and  
20 all currently executed Lease Amendments between the Tampa Port Authority d/b/a Port  
21 Tampa Bay and Titan Metal Service, Inc. and to retain all rights and obligations of Titan  
22 Metal Service, Inc., located at Hookers Point in Hillsborough County, Florida, containing  
23 approximately 4.88 acres of land with improvements.

24  
25 Port Tampa Bay staff and Maritime Real Estate, LLC have agreed to the  
26 following terms:

27  
28 The Premise of the As Amended Lease Agreement with Titan Metal Services,  
29 Inc., currently consists of approximately 4.88 acres of land as outlined in Exhibit "A".  
30 The use of the premises would be solely as a steel and metal service center that buys,  
31 sells, trades, processes, distributes, warehouses, ships steel and other metal products  
32 for no other use or purpose without the express written permission of the Authority. This  
33 use does not include hot fabrication.

34  
35 Port Tampa Bay staff will recommend to the Port Tampa Bay Board of  
36 Commissioners, approval for consent of the current lease agreement between Port  
37 Tampa Bay and Titan Metal Service, Inc. to be assigned and assumed by Maritime  
38 Real Estate, LLC with Majestic Steel USA, Inc. as the Guarantor for Maritime.

39  
40 The initial term of the agreement currently ends September 30, 2026. The Lease  
41 Amendment would be to extend the Initial Term to end September 30, 2038.  
42 Additionally, Maritime Real Estate, LLC will have six (6) - five (5) year extension  
43 options.

1 The initial rent would be at a rate of Twenty-Five Thousand Dollars and no Cents  
2 per acre (\$25,000.00). One Hundred Twenty-Two Thousand Dollars and No Cents  
3 (\$122,000.00) annually to be paid in equal monthly payments. For the remainder of the  
4 initial term, each subsequent lease year the rent will be adjusted in accordance with the  
5 value of the CPI Adjustment Factor, which is based on the Consumer Price Index. The  
6 annual rent adjustment would not be greater than three percent (3.0%) and not less  
7 than zero percent (0%). In the event the CPI adjustment is greater than the three  
8 percent (3.0%) cap, any amount over the cap will be accumulatively carried forward and  
9 applied to any future year CPI adjustment that is under the cap amount, but still not to  
10 exceed three percent (3.0%). For the subsequent Option Periods, the terms set forth in  
11 Addendum I, Section C will apply and will be adjusted in accordance to the terms set  
12 forth in this paragraph for subsequent CPI adjustments and the CPI adjustment cap.

13  
14 Existing lease amendments outline certain rent credit applications. These rent  
15 credit applications will remain unchanged and apply as currently outlined in the Titan  
16 Metal Service, Inc. agreement. In the event Maritime Real Estate, LLC does fixed real  
17 capital improvements on the premises, at Port Tampa Bay's discretion and acceptable  
18 of the fixed real capital improvements, Maritime Real Estate, LLC will receive a  
19 subsequent rent credit in the following lease year based upon the following terms and  
20 application: the rent credit amount will be ten percent (10%) of the verified capital  
21 improvement cost, not to exceed ten percent (10%) of the total current annual rent  
22 amount, to be applied in the following lease year.

23  
24 All tonnage guarantee, wharfage rates and incentives wharfage rates terms shall  
25 apply as outlined in the existing Titan Metal Service, Inc. agreement and subsequent  
26 amendments.

27  
28 Maritime Real Estate, LLC would be responsible for all utilities, real estate taxes,  
29 site improvements, insurance, maintenance of the Premises, and compliance with all  
30 seaport security laws and regulations, environmental laws and regulations and all other  
31 applicable regulations and laws.

32  
33 At this time, I would like to enter into the record Exhibit No. 1, which is the legal  
34 ad that appeared in the September 14, 2018 issue of the Tampa Bay Times advising of  
35 this public hearing and Exhibit "A," which is a description sketch of the premises. These  
36 are the only exhibits to be offered into the record.

37  
38 That is all.

39  
40 **MRS. EBLIN-CROWE:**

41  
42 Thank you Mr. Ramsfield. I will accept these exhibits and they will be entered  
43 into the record as presented.

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

2

3 Are there any comments? Hearing none.

4

5 A transcript will be made and furnished to the Port Authority Staff. The Staff will  
6 make a recommendation to our Board of Commissioners, which will meet on October  
7 16, 2018. The Staff recommendation will be available on October 10, 2018. If there is  
8 nothing else to come before this hearing, I declare this hearing closed at 1:38 p.m.

9

10

11 I, **HEATHER EBLIN-CROWE**, have read and approve the form of the attached  
12 transcript of the October 5, 2018 Public Hearing Consent to Assignment and Lease  
13 Amendment between Titan Metal Service, Inc. and Maritime Real Estate, LLC

14

15

Dated this 9th day of October, 2018.

16

17

18

19

20

21



Heather L. Eblin-Crowe  
Public Hearing Officer

101

# SIGN-IN SHEET

## PUBLIC HEARING FOR

### CONSENT TO ASSIGNMENT AND LEASE AMENDMENT BETWEEN TITAN METAL SERVICE, INC. AND MARITIME REAL ESTATE, LLC

Friday, October 5, 2018 @ 1:30 P.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.	STEVE SZABO	Foley & Gardner LLC	100 N. Tampa St., Suite 2700 Tampa FL 33602	N
2.	CHRIS BUSH	TITAN METAL SERVICE	1906 MARITIME BLVD TAMPA FL 33607	N
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

EXHIBIT NO. 1

684264

Tampa Bay Times  
Published Daily

STATE OF FLORIDA )  
COUNTY OF Hillsborough County ) ss

Before the undersigned authority personally appeared Jill Harrison who on oath says that he/she is Legal Clerk 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: Titan Metal Service was published in Tampa Bay Times: 9/14/18. in said newspaper in the issues of Baylink Hillsborough

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

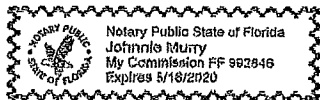
*Jill Harrison*  
Signature of Affiant

Sworn to and subscribed before me this 09/14/2018.

*Johnnie Murry*  
Signature of Notary Public

Personally known  or produced identification

Type of identification produced \_\_\_\_\_



**PORT TAMPA BAY  
NOTICE OF PUBLIC HEARING**  
Notice is hereby given of a public hearing to be held at 1:30 p.m., October 5, 2018 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:  
**CONSENT TO ASSIGNMENT AND LEASE AMENDMENT BETWEEN TITAN METAL SERVICE, INC. AND MARITIME REAL ESTATE, LLC**  
Additional information is available online at [www.tampaport.com](http://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 4, 2018. 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.  
(684264) 09/14/2018

**SUBJECT: PURCHASE OF HILLSBOROUGH COUNTY SHERIFF'S OFFICE AND PORT TAMPA BAY VEHICLES ACROSS MULTIPLE DEPARTMENTS**

**BACKGROUND:**

At the December 20, 2016 meeting, Port Tampa Bay's (PTB) Board approved a new contract with the Hillsborough County Sheriff's Office (HCSO) to provide law enforcement services at PTB for a term of six (6) years beginning retroactively from October 1, 2016 through September 30, 2022. This contract includes the purchase of fifteen (15) new service vehicles for use by HCSO to replace current vehicles that are at the end of their respective life cycle.

The PTB Fleet Management Program phases out vehicles past their operating life cycle that have high maintenance cost and no residual value with new vehicles that have already provided proven efficiencies while lowering cost. This approach is developing a reliable fleet that has the responsibility to protect and service the port during day-to-day operations, while also effectively bringing operations back to normal following a major weather event in the Tampa Bay area.

**FACTS/COMMENTS:**

PTB fleet management monitors vehicle composition to determine the appropriate time to surplus vehicles based on age, mileage, condition and operational needs. Many vehicles in the PTB fleet are at the end of, or nearing the end of, their useful lives. These vehicles may be sold at auction, repurposed within the PTB organization, or used as trade-ins for new vehicles.

PTB staff, with the assistance of the Procurement Department, obtained quotes for the new vehicles from the State of Florida Term Contract for Motor Vehicles and Sorcewell (formally the National Joint Powers Alliance) Cooperative contracts, which were issued upon competitive bid by other governments. Based on these quotes and organizational needs, the Fleet Management Program identified trucks, SUVs and Transits as the most economical and functional choice.

Funds for this purchase were included in the FY2019 Capital Budget.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to spend a maximum of \$1,105,000.00 for the purchase of up to twenty-five (25) vehicles, including fifteen (15) vehicles for the Hillsborough County Sheriff's Office and ten (10) vehicles for Port Tampa Bay with necessary equipment per their respective departments, subject to review by Port counsel.

Board Meeting  
October 16, 2018  
Fleet Management 154259

**SUBJECT: LICENSE AGREEMENT WITH HMS FERRIES, INC. TO USE BERTH 271****BACKGROUND:**

The Cross-Bay Ferry is a regional effort designed to demonstrate water transportation technology and service options in Tampa Bay and is a collaboration between the City of St. Petersburg, the City of Tampa, Hillsborough County and Pinellas County, and the Florida Department of Transportation. The cities and counties entered into an interlocal agreement with HMS Ferries, Inc., a Delaware corporation (HMS), to provide operate the Cross-Bay Ferry, and HMS subsequently provided this ferry service last year at the Tampa Convention Center as its Tampa terminus. The counties and cities approved a contract extension with HMS to support a continuation of this pilot ferry service between the two cities from November 1, 2018 through April 30, 2019. However, the Tampa Convention Center location will not be available during this period due to construction activities. HMS desires to use a portion of Port Tampa Bay (PTB) Berth 271 during this period for its Tampa terminus. The Florida Aquarium, Inc. (Aquarium) currently uses the same portion of Berth 271 to moor its vessel, the Bay Spirit II, and embark and disembark passengers from its vessel. Similarly, the American Victory Ship uses Berth 271 to moor its vessel. In preparation for the coming season, the Aquarium and American Victory Ship have worked with HMS to share the use of a portion of Berth 271 as the primary loading and unloading point in Tampa for HMS's passenger ferry, The Provincetown III.

**FACTS/COMMENTS:**

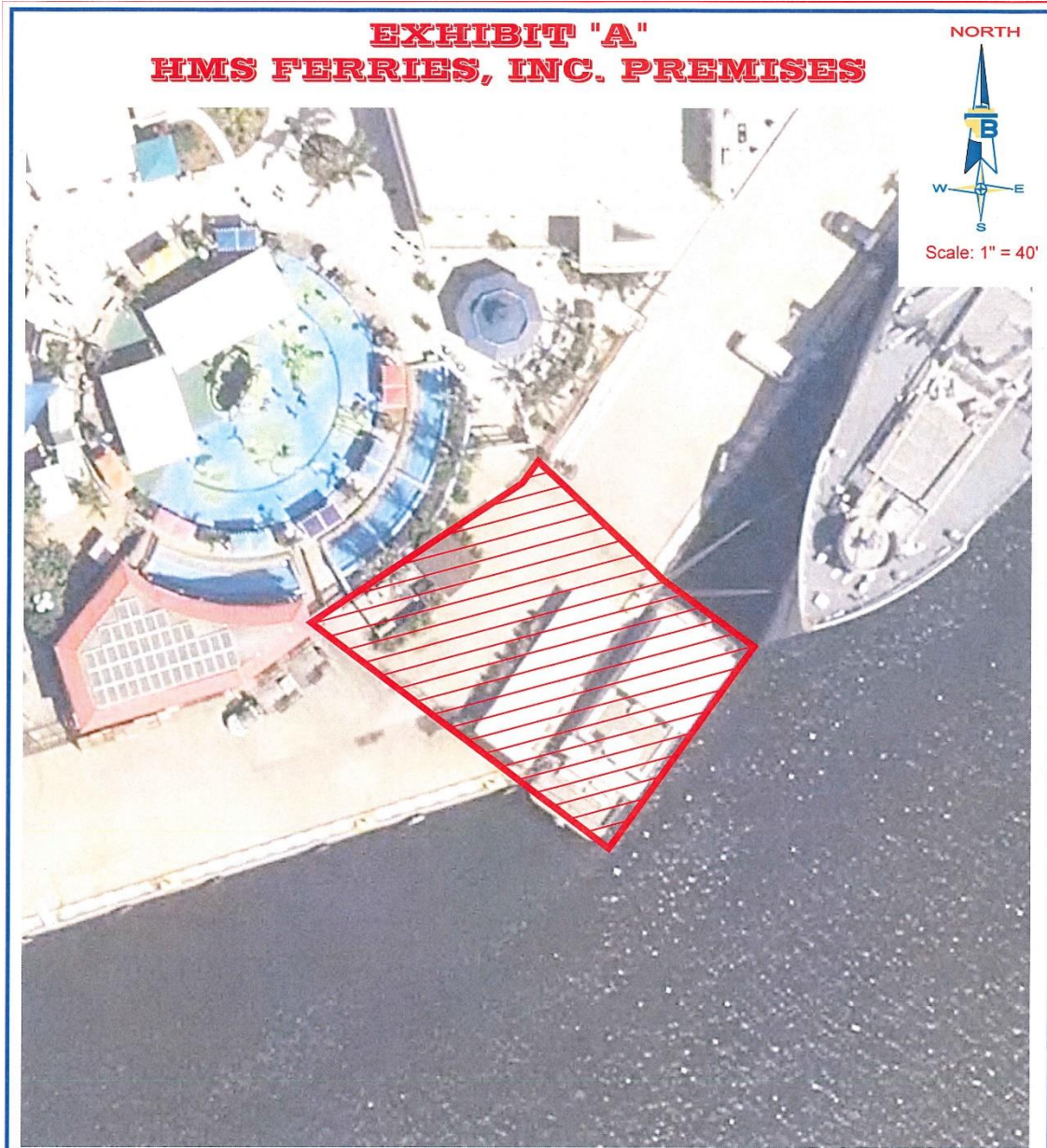
PTB staff and the HMS have negotiated the following license agreement terms:

- Premises:** A portion of Berth 271 and a portion of the wharf adjacent to Berth 271, or at such other berth that is mutually acceptable to the parties.
- Use:** The non-exclusive use of the Premise for installation of fenders necessary for the operation of its ferry and access for the patrons and staff of HMS to embark/disembark at the Premises.
- Term:** Six (6) months commencing November 1, 2018 and terminating on April 30, 2019.
- Fee:** License Fee would be \$0.00. PTB would waive the applicable dockage, wharfage and other fees for this temporary use of the Premises during the Term as its contribution to this government sponsored and supported service.
- Other:** HMS would be responsible for maintaining insurance, indemnifying PTB for its use of the Premises, compliance with all applicable laws and regulations.
- Public Hearing:** No public hearing was required.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a license agreement with HMS Ferries, Inc., subject to review by Port counsel.

Board Meeting  
October 16, 2018  
Principal Counsel 154188



## **E. RECEIPT OF REPORTS**

- 1. REPORT OF LEGAL FEES BY PROJECT**
- 2. REPORT OF AGED ACCOUNTS RECEIVABLES**
- 3. REPORT OF CONTRACT STATUS**
- 4. REPORT OF PERMITS**
- 5. REPORT OF EXPENDITURES BETWEEN \$50,000 - \$100,000**

## FY2018 – LEGAL FEES AND EXPENSES REPORT THROUGH SEPTEMBER 30, 2018

### YEAR-TO-DATE LEGAL FEES AND EXPENSES

<b>Chief Financial Officer</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Actual</b>
• Bond Counsel -	\$ 60,000.00	\$ 0.00
• HCPD Series 2018A/2018B Bonds	<u>\$ 0.00</u>	<u>\$ 117,592.50</u>
<b>Year-to-Date FY 2017-18</b>	<u>\$ 0.00</u>	<u>\$ 117,592.50</u>
[ Over Budget FY2018 – (\$117,592.50) ]		
<b>Principal Counsel</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Actual</b>
• Admiralty - Special	\$ 0.00	\$ 1,000.00
• General Support	\$ 0.00	\$ 125.00
• Real Estate / Land Use	<u>\$ 0.00</u>	<u>\$ 3,676.85</u>
<b>Year-To-Date FY 2017-18</b>	<u>\$ 71,000.00</u>	<u>\$ 4,801.85</u>
[ Under Budget FY2018 - \$66,198.15]		
<b>Vice President – Legal Affairs</b>	<b>FY 2018 Budget</b>	<b>FY 2018 Actual</b>
• General Support / Litigation	\$ 25,000.00	\$ 8,765.00
• Real Estate / Land Use	\$ 25,000.00	\$ 12,729.08
• Employment / Labor	\$ 15,000.00	\$ 21,620.00
• Construction Services	\$ 10,000.00	\$ 0.00
• Personal Injury	\$ 15,000.00	\$ 34,480.36 <sup>[1]</sup>
• Environmental	\$ 12,000.00	\$ 25,598.57
• Bankruptcy Services	\$ 3,000.00	\$ 0.00
• Admiralty / Maritime / Tariff	<u>\$ 3,000.00</u>	<u>\$ 0.00</u>
<b>Year-To-Date FY 2017-18</b>	<u>\$108,000.00</u>	<u>\$ 103,193.01</u>
[ Under Budget FY2018 \$4,806.99 ]		

**FY 2018 Total Legal Fees and Expenses** **\$ 225,587.36**

### **CHIEF FINANCIAL OFFICER:**

#### **BOND COUNSEL**

Outside Counsel / Matter	September	Cumulative FY To Date
Bryant Miller Olive		
- General Services/Debt Issuance		
- HCPD Revenue Bonds Series 2018A/2018B	\$117,592.50	\$117,592.50

### **PRINCIPAL COUNSEL:**

#### **ADMIRALTY – SPECIAL**

Outside Counsel / Matter	September	Cumulative FY To Date
Venable		
- General		\$ 1,000.00

**GENERAL LEGAL SUPPORT**

Outside Counsel / Matter	September	Cumulative FY To Date
Gray Robinson		
- Channelside Bay Mall [14]		
- Service Mark [24] <i>Spoil You</i>		
- Service Mark [33] <i>PTB</i>		\$ 125.00

**REAL ESTATE / LAND USE**

Outside Counsel / Matter	September	Cumulative FY To Date
Gray Robinson		
- New Channelside Dev [21]		
- DRI [15]		
- CBP Development [31]		
P&M Consulting Group		
- General DRI		\$ 2,200.20
- Channelside		
- Port Redwing		
- South Bay		\$ 1,476.65
Trenam Kemker		
- Channelside		

**VICE PRESIDENT – LEGAL AFFAIRS:****LITIGATION AND GENERAL LEGAL SUPPORT**

Outside Counsel / Matter	September	Cumulative FY To Date
Broad and Cassel		
- General		\$ 40.00
- Ins – LAV		
- Ins – JCM		\$ 720.00
- Ins – GT		\$ 525.00
Gray Robinson		
- General		\$ 255.00
- Unit Price Bid		\$ 6,850.00
Mandelbaum Fitzsimmons		
- General		
Squire Patton Boggs		
- General		
Trenam Kemker		
- General		\$ 375.00

**GENERAL LITIGATION / PERSONAL INJURY**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Bush Graziano Rice & Platter		
- PI – JHS		\$ 2,620.40 <sup>[1]</sup>
- PI – M/M R		\$ 711.25
- PI – SB		\$ 226.75
Hamilton Miller & Birthisel		
- Ins – EK		\$ 21,549.86
GrayRobinson PA		
- PI – SB	\$ 2,175.00	\$ 7,875.00

**GENERAL REAL ESTATE / LAND USE LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Broad and Cassel		
- General		
Busack Law Firm		
- General		
- Steelco Lease		\$ 225.00
Gray Robinson		
- General		\$ 75.00
Squire Patton Boggs		
- General		
- Central Florida Pipeline		\$ 505.04
- Kinder Morgan Liquids Terminals		\$ 503.96
Trenam Kemker		
- General		
- Lease Review		
- Lease Negotiations		
Smolker Bartlett Loeb		
- General		\$ 11,169.40

**GENERAL LABOR / EMPLOYMENT LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Broad and Cassel		
- General		\$ 8,620.00
Gray Robinson		
- General		
- Emp Ben [22]		

[1] Corrected Total – Typographical Error in August Report

Mandelbaum Fitzsimmons  
 - General \$ 13,000.00  
 - Employment [EC]

#### **GENERAL CONSTRUCTION SERVICES LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Gray Robinson - General - GLF Construction		
Trenam Kemker - General - Special Construction		

#### **GENERAL ENVIRONMENTAL LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Enola Brown PA - General		\$ 3,425.00
Busack Law Firm - General		
Gramling Environmental Law - General		
- Tampa Scrap		\$ 13,689.70
- Port Ybor		\$ 4,624.50
- MOA FDEP		\$ 3,860.00
Nason Yeager Gerson White & Lioce - General		

#### **GENERAL BANKRUPTCY LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Gray Robinson - General		

#### **GENERAL ADMIRALTY / MARITIME LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY To Date</u>
Robert Birthisel, PA - General		
Mandelbaum Fitzsimmons - General		

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b>Port Fees</b>						
M053	ALLIED UNIVERSAL SECURITY SERVICES	-	250.00	-	-	250.00
B086	ALPHA LIMOUSINE & CHAUFFEUR SERVICE INC	-	350.00	-	-	350.00
S036	ALTAMAR SHIPPING	120.00	40.00	-	-	160.00
Q023	ALTAMAR SHIPPING SERVICE	(806.51)	494.21	-	-	(312.30)
T012	AMALIE OIL COMPANY	4,026.19	-	-	-	4,026.19
B152	AMBASSADOR GROUP OF NORTH AMERICA LLC	-	350.00	-	-	350.00
A470	AMERICAN MARINE AGENCIES	39,367.37	-	-	-	39,367.37
A415	AMERICAN VICTORY MARINERS	330.89	-	-	-	330.89
M050	AMERISAFETY, INC	-	250.00	-	-	250.00
D054	ANCHOR SANDBLASTING AND COATINGS, INC	160.00	-	-	-	160.00
V108	ATG TRANSPORTATION LLC	-	250.00	-	-	250.00
Q372	BAOSTEEL AMERICA INC.	-	2,791.25	-	-	2,791.25
A533	BLUE CUBE OPERATIONS LLC	-	-	282.75	-	282.75
S063	BMP USA, INC	104.00	-	-	-	104.00
A012	BOUCHARD TRANSPORT CO	837.75	555.00	-	297.31	1,690.06
T201	BUCKEYE TERMINALS, LLC	57,724.99	-	-	-	57,724.99
T003	CARGILL INC	4,841.07	-	-	-	4,841.07
D049	CARGILL SALT	20.00	-	-	-	20.00
T151	CARGILL SALT	24,665.18	-	-	-	24,665.18
T131	CARNIVAL CRUISE LINES	552,682.28	6,798.19	-	-	559,480.47
T198	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	167,152.40	-	181.79	-	167,334.19
T014	CENTRAL FLORIDA PIPELINE LLC	378,278.16	-	-	-	378,278.16
T145	CENTRAL FLORIDA PIPELINE LLC	3,893.17	-	-	-	3,893.17
Q414	CENTURY METALS & SUPPLIES INC	774.62	-	-	-	774.62
T183	CERES MARINE TERMINALS INC	-	-	238.42	272.79	511.21
T109	CITRUS PRODUCTS	41,027.67	21,308.03	-	-	62,335.70
Q362	CSN LLC	636.95	-	-	-	636.95
A423	DANN OCEAN TOWING, INC	-	273.60	-	-	273.60
D063	DAVIS INDUSTRIAL	-	80.00	60.00	-	140.00
A084	DIVERSIFIED MARINE TECH	-	194.25	-	-	194.25
Q081	DONGKUK INTERNATIONAL INC	1,635.38	-	-	-	1,635.38

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Q127	DONGKUK INTERNATIONAL INC	2,594.21	-	-	-	2,594.21
Q032	DUFERCO STEEL, INC	7,221.61	-	-	-	7,221.61
B105	EMBASSY LIMOUSINE & SEDAN SERVICE INC	-	350.00	-	-	350.00
A418	EXPRESS MARINE	892.50	-	-	-	892.50
A031	FILLETTE GREEN & CO, INC	-	336.75	-	-	336.75
T132	FLORIDA AQUARIUM	469.00	-	-	-	469.00
V057	FLORIDA COCA COLA	-	250.00	-	-	250.00
D052	FLORIDA DIRT SOURCE LLC	(640.00)	-	-	-	(640.00)
Q097	FRONTIER LOGISTICS SERVICES	3,828.21	-	-	-	3,828.21
A429	GAC SHIPPING (USA) INC	33,133.80	-	-	-	33,133.80
Q404	GEODIS LOGISTICS, LLC (TX)	7,936.12	-	-	-	7,936.12
T108	GRIFFIN INDUSTRIES	2,685.57	-	-	-	2,685.57
A264	GULF MARINE REPAIR INC	8,126.77	-	-	-	8,126.77
T063	GULF SULPHUR SERVICES	22,967.76	-	-	-	22,967.76
C052	HAPPY'S PRODUCE	-	250.00	-	-	250.00
C003	HELLENIC SHIP SUPPLY CO	-	250.00	-	-	250.00
A496	INTERCRUISES SHORESIDE & PORT SERVICES	-	500.00	-	-	500.00
A040	INTERNATIONAL SHIP MANAGEMENT & AGENCY SERVICES	3,283.20	-	-	-	3,283.20
A078	INTERNATIONAL SHIP REPAIR	187.75	-	-	-	187.75
T116	KINDER MORGAN BULK/TBS	1,322.53	-	-	-	1,322.53
A003	KIRBY OFFSHORE MARINE	(567.03)	-	-	-	(567.03)
A248	LA CARRIERS, LLC	4,150.50	471.60	-	-	4,622.10
Q410	LEE COMPANY CUSTOMS BROKER	710.84	1,740.62	-	-	2,451.46
T319	LINEA PENINSULAR, INC	2,359.93	-	-	-	2,359.93
Q399	LIVINGSTON INTERNATIONAL - VA	-	-	-	100.74	100.74
Q122	LOCKWOOD INTERNATIONAL SERVICES	3,552.48	-	356.86	-	3,909.34
T308	LOGISTEC GULF COAST LLC	35,961.97	156,342.97	-	-	192,304.94
S049	MARDOT LOGISTICS INC	448.00	-	-	-	448.00
A360	MARTIN GAS MARINE	9,842.40	1,986.00	324.00	-	12,152.40
T135	MARTIN MARIETTA AGGREGATES	92,664.05	-	-	-	92,664.05
T134	MARTIN OPERATING PARTNERSHIP	392.91	-	-	-	392.91
Q391	MASTER PIPE TRADING	595.25	-	-	-	595.25
T199	MEDITERRANEAN SHIPPING CO./CHARLESTON	28,536.00	-	-	-	28,536.00

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Q339	MEDTRADE INC	16,837.92	-	-	-	16,837.92
Q158	METALLIA, A DIVISION OF HARTREE PARTNERS LP	8,007.72	10,467.92	-	-	18,475.64
Q338	MITSUI & COMPANY USA	-	6,871.71	-	-	6,871.71
A053	MORAN TOWING CORPORATION	2,443.00	-	-	-	2,443.00
A430	MORAN-GULF SHIPPING AGENCIES	30,056.01	-	-	-	30,056.01
M117	MOSAIC COMPANY	-	1,000.00	-	-	1,000.00
T002	MOSAIC CROP NUTRITION, LLC	965.75	2,383.70	-	-	3,349.45
T011	MURPHY OIL USA INC	37,442.11	-	-	-	37,442.11
B190	NETWORK LIMOUSINE, INC.	-	350.00	-	-	350.00
A486	NORTH AMERICAN GENERAL AGENTS	13,745.87	-	-	-	13,745.87
A071	NORTON LILLY INTERNATIONAL	306,446.01	-	-	-	306,446.01
A439	NOVA INTERNATIONAL SHIPPING	31,982.65	-	-	-	31,982.65
A464	NYK LINE (NA) INC.	7,336.92	-	-	-	7,336.92
A341	ORION MARINE CONSTRUCTION	318.00	-	-	-	318.00
A069	OSG AMERICA INC	690.20	-	-	-	690.20
T205	PLAINS LPG SERVICES, L.P.	124.25	8,283.07	-	-	8,407.32
T318	PORT LOGISTICS TERMINAL OPERATIONS LLC	98.08	750.00	-	-	848.08
T006	PORTS AMERICA	9,909.34	2,582.18	-	-	12,491.52
T182	PORTS AMERICA	53,061.62	-	-	-	53,061.62
T182I	PORTS AMERICA (INTERNATIONAL)	3,465.43	-	-	-	3,465.43
Q359	POSCO AMERICA	333.35	-	-	-	333.35
A283	PRO TRANSPORT INC, TAMPA	(192.00)	-	-	-	(192.00)
Q202	PUSAN STEEL AMERICA	450.96	-	-	-	450.96
Q389	QT TRADING	1,520.86	-	-	-	1,520.86
T202	ROYAL CARIBBEAN CRUISES LTD.	12,827.26	-	18,949.98	-	31,777.24
A064	SAVAGE & SON, AR	173,451.23	-	-	-	173,451.23
A531	SAVAGE MARINE MANAGEMENT COMPANY, LLC	8,564.65	-	-	-	8,564.65
A065	SEA & LAND SHIPPING	54,758.85	-	-	-	54,758.85
A400	SEABULK TANKERS INC	266.63	-	-	-	266.63
S061	SOUTH BAY DISTRIBUTION CO. INC.	(56.00)	-	-	-	(56.00)
T101	SULPHURIC ACID TRADING COMPANY	5,102.05	-	-	-	5,102.05
Q396	SUMMIT GLOBAL TRADING	317.97	-	-	-	317.97
M054	SWIFT SECURITY, INC	-	250.00	-	-	250.00

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
M092	TAMPA DOWNTOWNER GROUP LLC	2,841.72	-	-	-	2,841.72
T137	TAMPA JUICE SERVICE INC	3,513.68	-	-	-	3,513.68
T021	TAMPA PORT SERVICES, LLC	26,133.36	-	-	-	26,133.36
V111	TAMPA RESIDENCE INN	-	350.00	-	-	350.00
D065	THE LANE CONSTRUCTION CORPORATION	40.00	-	-	-	40.00
T173	TITAN FLORIDA LLC	19,085.98	-	-	-	19,085.98
T193	TITAN METAL SERVICE, INC.	2,251.54	-	-	-	2,251.54
Q007	TOYOTA TSUSHO AMERICA	105.99	-	270.98	-	376.97
T150	TRADEMARK METALS RECYCLING FKA ONESTEEL	54,697.20	23,590.62	-	-	78,287.82
V082	TRADEMARK METALS RECYCLING LLC	-	750.00	-	-	750.00
A497	TRANS-ATLANTIC AGENCIES INC	61,576.00	-	-	-	61,576.00
T321	TRANSGULF LLC	5,756.66	798.40	-	-	6,555.06
T020	TRANSMONTAIGNE INC	122,931.71	-	-	-	122,931.71 <sup>15</sup>
S021	TRX SOUTHEAST (TAMPA #770)	24.00	-	-	-	24.00
Q163	UNIVERSAL STEEL PRODUCTS INC	280.61	-	-	-	280.61
M107	US SECURITY ASSOCIATES, INC	-	250.00	-	-	250.00
A465	VALLS SHIPPING COMPANY	101,424.02	-	-	-	101,424.02
V061	VITALITY FOOD SERVICE, INC. DBA NESTLE PROFESSIONAL VITALITY	-	250.00	-	-	250.00
T119	VULCAN MATERIALS COMPANY	25,889.90	-	-	-	25,889.90
Q384	VULCAN STEEL, INC	2,997.52	-	-	-	2,997.52
V078	WASTE SERVICES OF FLORIDA INC	-	250.00	-	-	250.00
A532	WORLD FUEL SERVICES, INC.	23,803.78	-	-	-	23,803.78
T056	YARA NORTH AMERICA INC	3,302.26	-	-	-	3,302.26
T171	ZIM ISRAELI NAVIGATION COMPANY	125,200.00	46,745.00	-	-	171,945.00
<b>Subtotal Port Fees</b>		<b>\$ 2,912,260.51</b>	<b>\$ 302,385.07</b>	<b>\$ 20,664.78</b>	<b>\$ 670.84</b>	<b>\$ 3,235,981.20</b>

**Lease Charges**

L045	AMALIE OIL	1,089.83	1,764.88	-	-	2,854.71
L296	BATSON-COOK CO.	20.00	-	-	-	20.00
L207	CARGILL INC SALT FACILITY	(149.70)	-	-	-	(149.70)
L225	CBP DEVELOPMENT, LLC	(187.74)	-	-	-	(187.74)

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
L225P	CBP DEVELOPMENT, LLC	266,912.09	-	-	-	266,912.09
L299	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	(136.08)	-	-	-	(136.08)
L180	CENTRAL FLORIDA PIPELINE	15,941.56	-	-	-	15,941.56
L044	DIVERSIFIED MARINE TECH	16,043.17	-	-	-	16,043.17
L317	Extenet Systems, Inc	139.18	-	-	-	139.18
L103	INTERNATIONAL SHIP REPAIR & MARINE SERVICES, INC	2,766.73	144,100.52	-	-	146,867.25
L308	LOGISTEC GULF COAST LLC	28,148.78	-	-	-	28,148.78
L010	MOSAIC CROP NUTRITION, LLC	(7.82)	-	-	-	(7.82)
L039	MURPHY OIL USA INC	629.61	-	-	-	629.61
L291	ONLINE TRANSPORT INT'L LLC	130.00	-	-	-	130.00
L223	PALM RIVER RESERVE	1,101.30	-	-	-	1,101.30
L205	PLAINS LPG SERVICES, LP	53,015.99	-	-	-	53,015.99
L318	PORT LOGISTICS TERMINAL OPERATIONS LLC	(855.22)	-	-	-	(855.22) <sup>16</sup>
L264	PORTS AMERICA	22,606.30	-	-	-	22,606.30
L196	SEABULK TOWING INC	100.78	90.16	-	-	190.94
L138	SHRIMP SVC DOCK ASSOCIATION	8.00	-	-	-	8.00
L235	STARSHIP CRUISE LINE	2,842.46	249.52	-	-	3,091.98
L074	SULPHURIC ACID TRADING COMPANY	27.20	-	-	-	27.20
L064	SUPERIOR SEAFOODS INC	65.44	-	-	-	65.44
L049	TAMPA PORT SERVICES, LLC	(21.34)	-	-	-	(21.34)
L190	TAMPA SHIP LLC	6,500.00	-	-	-	6,500.00
L239	TITAN FLORIDA LLC	1,800.38	-	-	-	1,800.38
L078	TRANSMONTAIGNE TERMINALING INC	970.91	-	-	-	970.91
L311	TTI Holdings, Inc.	31,102.87	-	-	-	31,102.87
L079	VERSAGGI SHRIMP COMPANY	252.74	-	-	-	252.74
L326	ZF DEVELOPMENT II, LLC	11,758.83	-	-	-	11,758.83
<b>Subtotal Lease Charges</b>		<b>\$ 462,616.25</b>	<b>\$ 146,205.08</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 608,821.33</b>

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2018**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b><u>Accounts in Litigation/Renegotiation/Bankruptcy</u></b>						
A417	SULPHUR CARRIERS	141.48	-	70.74	6,390.22	6,602.44
A034	UNITED OCEAN SHIPPING	1,779.92	-	660.46	60,951.34	63,391.72
<b>Subtotal Accounts in Litigation/Renegotiation/Bankruptcy</b>		<b>\$ 1,921.40</b>	<b>\$ -</b>	<b>\$ 731.20</b>	<b>\$ 67,341.56</b>	<b>\$ 69,994.16</b>
<b>Total Aged Receivables as of September 30, 2018</b>		<b><u>\$ 3,376,798.16</u></b>	<b><u>\$ 448,590.15</u></b>	<b><u>\$ 21,395.98</u></b>	<b><u>\$ 68,012.40</u></b>	<b><u>\$ 3,914,796.69</u></b>

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
**09/30/18**

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
<b>OPERATING AND NON-CAPITAL CONTRACTS:</b>						
Online Data Service Backup	Venyu Solutions, Inc. (5 years @ \$50k/yr)	13-13	05/21/13	\$ 250,000	<b>116,789</b>	46.7%
Government Relations Consultant Services	Alcalde & Fay	14-10	09/19/17	\$ 90,000	<b>83,776</b>	93.1%
HVAC Monitoring, Routine Service & Repair	Tampa Bay Trane	14-12a	09/02/14	\$ 118,400	<b>104,361</b>	88.1%
Financial Advisory Service	Public Financial Management (2nd renewal)	14-16	08/20/13	\$ 60,000	<b>16,371</b>	27.3%
Secured Data Center Facility Lease	Protected Trust/IF&D Data Suites (year 4)	14-28	09/20/16	\$ 70,320	<b>70,720</b>	100.6%
Video Production Services	Shooting Stars Post Inc (year 2)	17-30	17/18/17	\$ 75,000	<b>60,392</b>	80.5%
Software Licensing - iSeaports	Harbour Mastery, Inc.	15-06	10/21/14	\$ 65,000	<b>43,330</b>	66.7%
Grounds Maintenance	Williams Landscape Management (year 3)	15-18	08/18/15	\$ 203,500	<b>203,500</b>	100.0%
Landscaping Services	South Shore Landscape and Lawn Inc. (year 3)	16-05	09/15/15	\$ 76,000	<b>71,011</b>	93.4%
Workers Compensation Insurance	PGIT (Preferred Governmental Insurance Trust)(year 3)	19-05	08/21/18	\$ 110,669	<b>27,827</b>	25.1%
Uniformed Security Guard Services	G4S Security Solutions (Year 3)	16-08	12/15/15	\$ 2,611,500	<b>1,727,606</b>	66.2%
Security System Maintenance & Repair	GSA Security	16-09	12/15/15	\$ 1,052,496	<b>469,804</b>	44.6%
Copier Leases (8 copiers)	Ricoh Americas Corporation	16-11	10/20/15	\$ 180,000	<b>138,606</b>	77.0%
Maintenance plan on PARCs system	Amano McGann	16-11	04/19/16	\$ 166,416	-	0.0%
SBE Uniformed Security Guard Service	Martinez & Company (year 3)	16-14	07/19/16	\$ 170,000	<b>157,636</b>	92.7%
Real Estate Consulting Services	CBRE, Inc.	16-17	08/16/16	\$ 175,000	<b>23,335</b>	13.3%
Government Relations Consultant Services	Van Scoyoc & Associates	16-18	09/20/16	\$ 180,000	<b>173,036</b>	96.1%
State Legislative Services	Ballard Partners (year 2)	16-23	08/16/16	\$ 60,000	<b>60,000</b>	100.0%
Insurance Consultants	Interisk	16-24	07/19/16	\$ 180,000	<b>110,614</b>	61.5%
State Legislative Services	Advocacy Group at Cardenas Partners (year 3)	16-25	08/16/16	\$ 60,000	<b>50,000</b>	83.3%
Employee Dental Plan	Anchor Benefit Consulting	16-26	08/16/16	\$ 42,000	<b>19,841</b>	47.2%
Elevator/Escalator Maintenance & Repair Services	ThyssenKrupp Elevator	16-27	08/16/16	\$ 295,000	<b>215,088</b>	72.9%
Website Development & Website Hosting Services	GSL Solutions	17-03	10/18/16	\$ 110,000	<b>103,350</b>	94.0%
Janitorial Services	ASK Solutions; All Southern Cleaning	17-08	09/20/16	\$ 446,000	<b>364,584</b>	81.7%
GIS Enterprise Managed Cloud Servies	Timmons Group	17-09	11/15/16	\$ 125,000	<b>58,850</b>	47.1%
Law Enforcement Services	Hillsborough County Sheriff's Office	18/10	01/16/18	\$ 2,241,719	<b>1,061,241</b>	47.3%
Software Licensing - Concur	Carahsoft Technology Corp	18-05	05/15/18	\$ 221,168	<b>70,948</b>	32.1%
Insurance Broker Services	Hugh Wood	18-17	05/19/17	\$ 50,000	<b>12,500</b>	25.0%
<b>OPERATING AND NON-CAPITAL CONTRACTS:</b>				<b>\$ 9,485,188</b>	<b>\$ 5,615,115</b>	
<b>CONTINUING ANNUAL CONTRACTS:</b>						
Disaster Recovery services	Belfor USA Group (Year 1)	18-22	04/17/18	\$ 30,000	\$ -	0.0%
Continuing Repair / Improvements Contracts	Various	17-01	09/20/16	\$ 3,700,000	\$ 3,221,811	87.1%
Professional Service Contracts	Various	18-02	07/24/17	\$ 2,600,000	\$ 987,635	38.0%
Professional Service Contracts	Various	17-02	09/20/16	\$ 3,540,000	\$ 1,496,512	42.3%
<b>CONTINUING ANNUAL CONTRACTS:</b>				<b>\$ 9,870,000</b>	<b>\$ 5,705,958</b>	

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
09/30/18

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
<b>CONSTRUCTION AND CAPITAL CONTRACTS:</b>						
Rail Crossing Improvements	CSX	11-06	06/15/10	\$ 750,000	459,636	61.3%
Rail Crossing Improvements	CSX	15-09	02/17/15	\$ 1,500,000	942,047	62.8%
Port Redwing Improvements Phase V (underground utility installation)	Himes Electrical Services	15-20	08/18/15	\$ 455,895	353,675	77.6%
Portwide Roadway Improvements	Ajax Paving Industries of Florida	15-22	09/15/15	\$ 1,593,331	1,372,039	86.1%
Parking Access Revenue Control System	Amano McGann	16-12	04/16/16	\$ 1,282,615	1,154,354	90.0%
Port Redwing Phase III – Security Gate	QGS Development	16-15	05/17/16	\$ 2,027,146	1,757,231	86.7%
Southbay Development Phase I - Kracker Avenue Widening	Alto Construction Co	17-05	10/16/16	\$ 1,473,224	1,374,844	93.3%
Berth 302 Improvements	GLF Construction Corp	17-06	12/20/16	\$ 14,451,058	13,323,819	92.2%
Terminal 3 - roof replacement	R.F. Lusa & Sons Sheetmetal, Inc.	17-14	02/21/17	\$ 675,252	556,440	82.4%
Southbay Sitework	Alto Construction Co	17-19	06/20/17	\$ 534,419	409,808	76.7%
Berth 219 Wharf Extension	Shoreline Construction	17-20	08/15/17	\$ 8,606,303	2,232,369	25.9%
Southbay Access Road & Security Fencing	Alto Construction Co	17-23	09/19/17	\$ 699,259	504,040	72.1%
Building to house PTB security command vehicle and intrusion barriers	Austin Construction Group	17-24	09/19/17	\$ 442,610	148,528	33.6%
Channelside Parking Garage Repairs & Improvements	Restocon Corp	17-25	09/19/17	\$ 363,800	260,054	71.5%
PTB Variable Message Signs Improvements	Traffic Control Devices Inc	17-26	09/19/17	\$ 356,756	286,497	80.3%
Berth 3 Improvements	Infrastructure & Industrial Constructors Southeast (I-ICON)	17-27	09/19/17	\$ 6,273,401	3,625,054	57.8%
Navigational Improvements / Unit Price Dredging	Orion Dredging	18-04	09/15/16	\$ 2,000,000	1,811,615	90.6%
Berth 214 Uplands Development	Pepper Construction	18-10-01	02/20/18	\$ 6,504,115	912,623	14.0%
<b>CONSTRUCTION AND CAPITAL CONTRACTS:</b>				<b>\$ 49,989,184</b>	<b>\$ 31,484,672</b>	
<b>GRAND TOTAL:</b>				<b>\$ 69,344,373</b>	<b>\$ 42,805,745</b>	

**PERMIT REPORT**  
9/1/2018 – 9/30/2018

**PERMITS ISSUED**

18-018	Jason Law	Temporary Research Buoy/Egmont Key/Tampa
18-019	Tampa Port Services LLC	Replace bulkhead/Toe Wall/Concrete Slab/Port Sutton Channel/Tampa
18-026	Jason Lofley	Dock/Uncovered boatlift/Little Manatee River
18-027	Mosaic Fertilizer	Maintenance dredge/Alafia River/Riverview
18-029	MCI Metro Access Transmission d/b/a Verizon Access Transmission	Subaqueous fiber optic cable conduit pipeline/Apollo Beach Canal/Apollo Beach
18-030	MCI Metro Access Transmission d/b/a Verizon Access Transmission	Subaqueous fiber optic cable conduit pipeline/Apollo Beach Canal/Apollo Beach
18-031	Little Manatee River Properties	Concrete whaler/Little Manatee River/Ruskin

**REVISIONS**

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**VIOLATIONS**

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\*Indicates that permit was issued After-The-Fact

**PENDING APPLICATIONS SUMMARY**

<b>Appl.#</b>	<b>Minor/ Stand.</b>	<b>Applicant</b>	<b>Proposed Work</b>
16-024	S	Len Little Harbor LLC	Multiple Private Single-Family Lot Docks Masterplan for Subdivision
16-025	S	Orion Marine Group, LLC	Replacement of Bulkhead-Tyson Yard Improvements for Maintenance Dredge, Fill & New Bulkhead
17-022	M	Andalucia Master Association (Keith Hill)	Installation of 4 Piles & Boat Lift within Marina Slip A-16
17-028	S	New Port Tampa CDD/ Westshore Marina District (fka Imperial Marina)	149-Slip Docking Facility, Bulkhead Replacement, Rip-Rap & Living Shoreline @ 5000 W. Gandy Blvd.
17-029	S	New Port Tampa Holdings CDD/Lennar Homes LLC	Westshore Marina District - 1,100 LF Bulkhead Replacement @ 5001 W. Tyson Ave.
17-033	M	Westshore FL Partners LLC	Recreational Pier for Private Multi-Family Property @ 6301 S. West Shore Blvd.
18-001	M	TECO	HDD Gas & 2-Electric Utility Pipeline Relocation Project @ Davis Island Bridge w/ COT Easement
18-002	M	TECO	Relocate Natural Gas Utility Pipeline via HDD @ W. Cypress Street/Old Tampa Bay <b>w/ Possible Submerged Lands Easement</b>
18-005	S	Taylor Morrison/A La Carte	Construct 12 single-family residential docks w 12 deck lifts & Maint. Dredge
18-016	M	Teleport Communications America	HDD 4" Fiber Optic Cable Utility Pipeline under Cypress Creek @ Bruce B Downs Blvd. Bridge w/in Existing Cnty ROW/Easement
18-019	M	Mosaic/Tampa Port Services	800 LF Replacement Seawall Including 200LF New Toe Seawall <b>w/ Variance Request for 18" to 6.3 ft Waterward Distance @</b> Port Sutton Facility
18-020	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 301 Bridge-LMR <b>w/ Submerged Lands Easement</b>
		<b>Continued on next page.</b>	

18-021	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41 Bridge-LMR <b>w/ Submerged Lands Easement</b>
18-022	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ Bell Shoals Rd Bridge-Alafia River <b>w/ Submerged Lands Easement</b>
18-023	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 301 Bridge-Alafia River <b>w/ Submerged Lands Easement</b>
18-024	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41-Kitchen Branch Creek <b>w/ Submerged Lands Easement</b>
18-025	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41 Bridge-Marsh Branch <b>w/ Submerged Lands Easement</b>
18-026	M	Jason Lofley	Dock & Lift @ LMR/CBAP
18-027	M	Mosaic Fertilizer LLC	Maintenance Dredge for Mosaic Riverview Berth @ Alafia River
15-005 Rev #1	S	RMC Brothers	Modify Existing Dock-Extend 5-Finger Pier Lengths & Add "T" Terminal Platform to Pier - Restaurant Docking Facility Expansion <b>w/ Possible New SSLs Lease</b>
18-029	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 2" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41-Flamino Canal
18-030	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 2" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41-Newmans Branch Ck
18-031	M	Little Manatee River Properties	147 LF Seawall Whaler Beam
18-032	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ Maydell Dr Bridge-Alafia River <b>w/ Submerged Lands Easement</b>
18-033	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ US Hwy 41 Bridge-Bullfrog Ck <b>w/ Submerged Lands Easement</b>
18-034	M	MCI Metro Access Transmission Svcs d/b/a Verizon	HDD 6" HDPE Fiber Optic Cable Utility Pipeline @ County Line Rd Bridge-Cypress Ck <b>w/ SSLs Easement</b>

**EXPENDITURES**

Between \$50,000 - \$100,000

09/01/2018 - 09/30/2018

COMPANY	DESCRIPTION	AMOUNT	FUNDING	ADDITIONAL INFORMATION
AT&T Mobility	Tech Support Service	\$ 65,928.49	Operating	Wireless Services
JOC Group Inc	Advertising Services	\$ 56,395.00	Operating	Print Ads in various publications
HARRIS MACKESSY & BRENNAN INC	Software License	\$ 60,098.50	Operating	M-Files maintenance services and support licensing

Board Meeting  
October 16, 2018  
ID149166

**F. EXECUTIVE DIRECTOR REPORT**

**G. PRESENTATIONS**

**PORT TAMPA BAY ENGINEERING AND  
CAPITAL PROJECTS OVERVIEW**

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

**I. FUTURE PROPOSED PROJECTS**

**PORT TAMPA BAY - LIST OF FUTURE PROPOSED PROJECTS  
OCTOBER 2018**

<b>Project Name</b>	<b>Current Contractor/ Consultant</b>	<b>Estimated Proposal/Bid Release</b>	<b>Estimated Board Approval</b>
<b>Comprehensive Banking Services</b>	<b>Suntrust Bank</b>	<b>Feb 2019</b>	<b>Jul 2019</b>
<b>Financial Advisory Services</b>	<b>Public Financial Management</b>	<b>Mar 2019</b>	<b>Jul 2019</b>

**J. CALENDAR OF EVENTS**

**NOVEMBER 1, 2018**, PROPELLER CLUB PORT OF  
TAMPA STONE CRAB FEST, *PORT TAMPA BAY CRUISE*  
*TERMINAL 2, 5:30 – 9:00 PM*

**K. DATE OF NEXT MEETING**

**TUESDAY, NOVEMBER 13, 2018, 9:30 AM**

**L. ADJOURNMENT**