



**PORT TAMPA BAY  
MONTHLY BUSINESS MEETING  
OCTOBER 20, 2020 - 9:30 AM**

- A. THIS MEETING WILL BE CONDUCTED VIA VIRTUAL CONFERENCE - FOR MORE INFORMATION, PLEASE VISIT [WWW.PORTTB.COM](http://WWW.PORTTB.COM)**

**Invocation - Pledge**

**Presentation: ~~City of Tampa – Channelside District CRA (Channelside Drive) Improvements Project – Mr. Vik Bhide~~**

**Public Comments**

- B. Minutes and Financial Statement**

**Receipt of the Minutes of the September 15, 2020 Board Meeting;  
August 20, 2020 Fiscal Year 2021 Budget Workshop;  
September 9, 2020 Tentative Millage Rate and Fiscal Year 2021 Budget Public Hearing; and  
September 23, 2020 Final Millage Rate and Fiscal Year 2021 Budget Public Hearing**

**Receipt of the Financial Statement for Twelve Months Ending September 30, 2020**

- C. Consent Agenda**

- 1. Approval of Contract Renewal with The Hartford Life Insurance Company - Provider of Basic Term Life and Accidental Death and Dismemberment Group Insurance**
- 2. Approval of Submerged Lands Lease with Innovative Design Leaders Corp.**
- 3. Approval of TECO Utility Relocation for Berth 211 Uplands Improvements - Project No. 19-01217**
- 4. Approval of Workers' Compensation Insurance Coverage**
- 5. Approval of EPC Minor Work Permit 68316 - Submerged Lands Rule Variance for Ripa Private Residential Dock at 198 Blanca Ave, Tampa Florida**

- D. Regular Agenda**

- 1. Approval of Agreement with National Stormwater Trust, Inc. for Offsite Stormwater Treatment for Eastport Development**
- 2. Approval of Contract Extensions with Van Scoyoc Associates, Inc. and Alcalde and Fay Ltd., Inc. for Federal Legislative Consulting Services**
- 3. Approval of Port Tampa Bay Maritime Domain Awareness and Anomaly Detection System Upgrade**

**E. Receipt of Reports**

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

**F. Executive Director Report**

**G. Presentations**

**H. New Business/Commissioners' Comments**

**I. Future Proposed Projects**

**J. Calendar of Events**

**NOVEMBER 13, 2020: PORT TAMPA BAYSLAM IV - *Benefitting Tampa Port Ministries and Tampa Bay Maritime Scholarship Foundation. Registration Information available @ [www.porttampabay.com/bay slam](http://www.porttampabay.com/bay slam)***

**K. Date of Next Meeting**

**Tuesday, November 17, 2020, 9:30 am**  
*Visit [www.porttb.com](http://www.porttb.com) for further information.*

**L. Adjournment**

**A. INVOCATION AND PLEDGE**

**PRESENTATION: CITY OF TAMPA –  
CHANNELSIDE DISTRICT CRA  
(CHANNELSIDE DRIVE) IMPROVEMENTS  
PROJECT – MR. VIK BHIDE**

**PUBLIC COMMENT**

**B. APPROVAL OF MINUTES**

**RECEIPT OF:  
MINUTES OF THE SEPTEMBER 15, 2020  
BOARD MEETING;  
AUGUST 20, 2020 FISCAL YEAR 2021  
BUDGET WORKSHOP;  
SEPTEMBER 9, 2020 TENTATIVE MILLAGE  
RATE AND FISCAL YEAR 2021 BUDGET  
PUBLIC HEARING; AND  
SEPTEMBER 23, 2020 FINAL MILLAGE RATE  
AND FISCAL YEAR 2021 BUDGET PUBLIC  
HEARING**

**PRESENTATION AND APPROVAL OF  
FINANCIAL STATEMENT**

**C. APPROVAL OF CONSENT AGENDA**

**PORT TAMPA BAY  
Business Meeting  
September 15, 2020  
9:30 am by Communications Media Technology  
On the Zoom Platform**

Chairman Stephen W. Swindal called the Port Tampa Bay (PTB) Business Meeting to order at 9:33 a.m. Chairman Swindal thanked Board members, PTB staff and public for attending and listening to this virtual Zoom webinar meeting and asked Mr. Charles Klug, PTB Principal Counsel, to provide a brief statement on this virtual meeting and the public comment process.

Mr. Klug stated that Port Tampa Bay had published a CORRECTED PUBLIC NOTICE of this meeting in the *Tampa Bay Times* on Sunday, August 9, 2020, as well as posted the notice on the PTB website and bulletin board. The Corrected Public Notice stated that the Board meeting of the Tampa Port Authority previously scheduled to be held in the Board Room in the Joseph Garcia International Building, 1101 Channelside Drive, Tampa, Florida 33602 at 9:30 a.m. would be conducted by COMMUNICATIONS MEDIA TECHNOLOGY using the Zoom platform pursuant to Executive Orders 20-52, 20-69, 20-112, 20-150, 20-179, and 20-193 issued by Governor DeSantis on March 9, 2020, March 20, 2020, April 29, 2020, June 23, 2020, July 29, 2020, and August 7, 2020 respectively, and pursuant to Section 120.54(5)(b)2., Florida Statutes.

Mr. Klug continued that the Board Room was closed to the public in response to the COVID-19 pandemic. However, anyone that had registered to make a public comment may do so when called upon after the Call to Order. Mr. Klug continued that this would be the only time during this Zoom platform meeting that public comment would be heard. Mr. Klug also noted that a copy of the agenda and supporting documents were posted on the PTB website at [www.porttb.com](http://www.porttb.com).

**A. INVOCATION – PLEDGE**

Chaplain Steve Finnesy was virtually present to lead the invocation and the Pledge of Allegiance, however due to technical issues; Chairman Swindal led the Pledge of Allegiance.

Chairman Swindal then called on each Board member to establish attendance and the following Board members verbally acknowledged their virtual presence via the Zoom platform: Mr. Stephen W. Swindal, Chairman; Mr. Chad W. Harrod, Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; The Honorable Sandra Murman, Commissioner; Mr. Hung T. Mai, P.E, Commissioner; and Mr. Ted Conner, Commissioner. Mayor Castor joined later during this meeting.

The following PTB senior management staff members were in attendance via the Zoom platform: Mr. Paul Anderson, Port President/CEO; Mr. Charles Klug, Principal Counsel; Mr. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. David Delac, Chief Financial Officer; Mr. Ram Kancharla, Vice President of Planning and Economic Development; Mr. Bruce Laurion, Vice President of Engineering; Mr. Wade Elliott, Vice President of Business Development; Mr. Lane Ramsfield, Vice President of Real Estate; Ms. Joanne Toledo, Vice President of Human Resources; Mr. Clay Hollis, Chief of Staff; and Mr. Ken Washington, Chief Information Officer.

**PUBLIC COMMENT**

Mr. Bill Kuzmick, President of the PTMIA, commented on the Channelside Drive improvements stipulating full support of the full use of all lanes as currently configured and that the PTMIA did not support lane dieting.

**B. APPROVAL OF MINUTES OF THE AUGUST 18, 2020 BOARD MEETING**

Commissioner Murman, seconded by Commissioner Mai, moved to approve and receive the minutes as presented. The motion carried, via roll call, six to zero with Mayor Castor being absent.

**PRESENTATION AND APPROVAL OF THE FINANCIAL STATEMENT OF ELEVEN MONTHS ENDING AUGUST 31, 2020**

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

Mr. Anderson thanked staff and noted that 44.4% was still a good operating margin.

There being no further comments, Commissioner Murman, seconded by Commissioner Conner, moved to approve the Financial Statement of Eleven Months Ending August 31, 2020. The motion carried, via roll call, six to zero with Mayor Castor being absent.

**C. APPROVAL OF THE CONSENT AGENDA**

**1. Approval of Submerged Lands Easement Agreements to Southern Light, LLC for Fiber Optic Cable Under Dick Creek, Rocky Creek, Double Branch Creek, Old Tampa Bay and Hillsborough River**

There being no comments, Commissioner Murman, seconded by Commissioner Harrod, moved to approve the consent agenda as presented. The motion carried, via roll call, six to zero with Mayor Castor being absent.

**D. REGULAR AGENDA**

**1. Approval of the Ranking of Firms for Video Production Services**

Ms. Katie Mahoney, Director of Marketing, outlined the item as presented in the write-up included in the agenda.

In response to Commissioner Mai's question regarding the amount of views for the State of the Port address, Ms. Mahoney explained that when a video is viewed through a link provided on a social media platform, such as Facebook, Linked-In, etc., those views are not captured on the same platform as Vimeo. Ms. Mahoney continued that while the average number of views decreased during COVID-19, the total views were increasing.

There being no further comments, Commissioner Murman, seconded by Commissioner Mai, moved to authorize the Port President/CEO, or his designee, to enter into negotiations and execute a contract with Shooting Stars Post, Inc. for Video Production Services, for a not-to-exceed amount of \$90,000 per annum. The contract would be for one (1) year with two (2) one (1) year extension options, subject to review by Port counsel. The motion carried, via roll call, six to zero with Mayor Castor being absent.

**2. Approval of FY21 Funding for and Extension of Continuing Annual Services Contracts for Engineering, Environmental, Real Estate and Planning Services**

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

In response to Commissioner Mai's question regarding plans for General Planning Services for the next year, Mr. Laurion stated that staff was discussing the need to take a longer look for the cruise facilities within the Channelside Drive area. Commissioner Mai requested a workshop so Board members can provide input for Channelside area planning.

There being no further comments, Commissioner Harrod, seconded by Commissioner Allman, moved to authorize the funding of the continuing contracts listed in the agenda item in the total amount of \$4,050,000 from the FY21 Capital Improvements Program, and extend the Environmental Engineering contracts with APTIM and Gannett-Fleming for an additional year and the General Engineering & Container Engineering contracts with Moffatt & Nichol, WSP USA, Inc. and HDR Engineering, Inc. for an additional year, contingent upon approval from the FY21 Capital Improvement Program. The motion carried, via roll call, six to zero with Mayor Castor being absent.

### **3. Approval of the 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, Commissioner Murman, seconded by Commissioner Allman, moved to authorize the extension, extending for one (1) additional year the Grounds Maintenance contract with Williams Landscaping Management Co. Inc., the Landscape Maintenance contract with TCC Enterprise Inc., the Elevator Maintenance and Repair contract with ThyssenKrupp, the Janitorial Services contract with Xtremely Clean Services, Inc., and the Maintenance Dredging contract with Orion Dredging, and funding of all eight (8) continuing contracts for the services and entities listed, in the total amount of \$7,137,334 (net amount being \$4,137,334), contingent upon approval of the FY2021 Budget. The motion carried, via roll call, six to zero with Mayor Castor being absent.

### **4. Approval of Extension and Additional Funding of Moffatt & Nicol, Inc. Engineering Services Agreement for Eastport Development, Agreement No. 17-00517**

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

There was some discussion regarding permitting. Mr. Laurion stated that this project was only in the start of the permitting process with Florida Department of Environmental Protection (FDEP) and that permitting had been suspended for a period so staff could identify an alternate location for the mitigation project. The original mitigation site reviewed was the mitigation project in McKay Bay, which is located next to the City of Tampa's incinerator; however, contamination issues made it important for PTB to seek another location. The other location identified was with the City of Tampa on property west of MacDill Air Force Base near Picnic Island. Mr. Laurion also stated that the permitting process could take approximately one year. Mr. Laurion also responded to Commissioner Murman's question regarding who was handling the environmental issues by stating Schneider Engineering had been the primary consultant and there were many consultants participating with this project.

In response to Commissioner Conner's question regarding if the three-year contract would see the project to completion, Mr. Laurion noted that the project would be ongoing and that it would take 10-15 years to develop the entire project.

There being no further comments, Commissioner Murman, seconded by Commissioner Mai, moved to authorize the Port President/CEO, or his designee, to execute an amendment to the Agreement No. 17-00517 with Moffatt & Nichol, Inc. for the additional engineering services needed for the Eastport Fill and Phase 2 Expansion Project as referenced in the Agenda Item, and authorize additional funds for the project in amount not to exceed \$401,405, all subject to final review by Port counsel. The motion carried, via roll call, six to zero with Mayor Castor being absent.

**5. Approval of Additional Funding for Phase I Construction Manager Services Agreement for Cruise Terminals 2, 3, and 6 Improvements**

Mayor Castor joined the meeting.

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

There being no comments, Commissioner Murman, seconded by Commissioner Mai, moved to authorize additional funds in the amount of \$225,000 from the FY19/20 Capital Improvement Program for the Construction Management Services Agreement with Gilbane Building Company, which will allow for final reconciliation of the project cost and close out of the CT-2 and CT-6 Construction Management Services. The motion carried unanimously via roll call.

**6. Approval of the Final Ranking and Contracts for Geotechnical, Engineering Testing & Inspection Services, RFQ No. Q-013-20, Contract Nos. 21-02020-01, -02, & -03**

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

In response to Commissioner Mai's questions regarding the budget and new firms, Mr. Laurion stated that the budget was for total services and not for each individual firm and that the second and third ranked firms were new this year but both had performed services for PTB in the past and had done excellent work.

There being no further comments, Commissioner Murman, seconded by Commissioner Mai, moved to approve the final ranking of firms as shown in this agenda item for the Geotechnical, Engineering, Testing and Inspection Services, Contract Nos. 21-02020-01, 02 & 03 and authorize staff to negotiate identical contracts with the three highest ranked firms, and authorize the Port President/CEO, or his designee, to execute the contracts, subject to final review by Port counsel. The motion carried unanimously via roll call.

**7. Approval of the Purchase of Port Tampa Bay Security Vehicles**

Mr. Mark Dubina, Vice President of Security, outlined the item as presented in the write-up included in the agenda.

There being no comments, Commissioner Mai, seconded by Commissioner Murman, moved to authorize the Port President/CEO, or his designee, to spend up to \$129,570.50 for the purchase of three (3) port security vehicles and ancillary emergency equipment, subject to review by Port counsel. The motion carried unanimously via roll call.

**8. Approval of the Contract Extension with Bryant Miller Olive for Bond Counsel Services**

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

Commissioner Allman stated Bryant Miller Olive had done a good job and were intimately familiar with PTB's financial structure.

There being no further comments, Commissioner Allman, seconded by Commissioner Murman, moved to authorize the Port President/CEO, or his designee, to extend the bond counsel services agreement with Bryant, Miller, Olive P.A. for one additional year for the period October 1, 2020 to September 30, 2021, at a cost not to exceed \$60,000, subject to review by Port counsel. The motion carried unanimously via roll call.

**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, Commissioner Murman, seconded by Mayor Castor, moved to receive the reports as presented. The motion carried unanimously via roll call.

**F. EXECUTIVE DIRECTOR REPORT**

Mr. Anderson provided an update on the impact Coronavirus has had at the port noting that PTB remained vigilant in guarding personal health as well as the safety of colleagues. PTB's internal Return to Work group constantly stays up to date on new technologies for ensuring PTB's office and employees are safe and healthy. Mr. Anderson continued that Florida Ports Council had issued a comprehensive report on how COVID-19 had impacted Florida's ports and maritime industry. The report collected input from all ports in the state and found the impacts of this pandemic to be staggering. In a typical year, Florida's seaports drive 13% of our state's GDP, and support over nine hundred thousand jobs. These statewide numbers have taken a significant hit, with an overall expected loss of \$22 billion in economic activity. Mr. Anderson stated that all port directors across the state had felt the impacts in different ways. Mr. Anderson continued that all Florida port directors were focused on solutions, and reports like this helps the case for relief at the state and federal level. It's critical to have these baseline statewide numbers so that the collective position is backed by sound data. These relief negotiations were ongoing, but Mr. Anderson remained positive about the future.

Mr. Anderson reported that PTB's significant regional influence was on display recently when PTB was able to host Governor Ron DeSantis for a roundtable with area business leaders. PTB was able to implement internal health and safety protocols with the Governor and members of the press in attendance. After Mr. Anderson and Governor DeSantis spoke, PTB Executive Vice President and Chief Commercial Officer, Mr. Raul Alfonso, gave a robust update on the outlook on the port and how we have been able to remain steady through this economic uncertainty thanks to PTB's diverse lines of business. The Governor was not only interested in how the cruise business would recover but also how PTB had been able to shift to e-Commerce through its increasing container business and the dynamic growth in the distribution centers along the I-4 Corridor. PTB partners from the Tampa Bay Chamber of Commerce, Strategic Property Partners, and HCP, as well as other business leaders, all gave their perspective on how Tampa is uniquely suited to lead this state in economic recovery.

Mr. Anderson announced that he had been elected to the position of Vice-Chair for the Florida Seaport Transportation and Economic Development (FSTED) Council. FSTED is responsible for the stewardship of the State's funding for large capital investments in Florida's seaports. Port Directors serve with representatives from the Florida Department of Transportation and the Florida Department of Economic Opportunity to ensure that the state's dollars are well spent. Mr. Anderson stated that he looked forward to serve once again in a leadership role and offer his time and experience.

Mr. Anderson stated that the United States Department of Transportation (USDOT) released its National Freight Strategic Plan. The document outlined the nation's multimodal freight policy. As Vice-Chair of the Coalition for America's Gateways and Trade Corridors, Mr. Anderson noted he was pleased with the focus on freight throughout the nation. The report discussed how the nation's intermodal system,

which connects producers, shippers, consumers, and supply chains, can be improved through public and private sector innovation.

Mr. Anderson reported that the annual State of the Port review of Fiscal Year 2019 had been recorded in a video presentation. In FY2019, PTB experienced an all-time record year in revenue and in several areas of business. The port continues to grow and meet the demands of the region. The successes experienced last year, including record cruise and cargo numbers, were made possible by PTB's dedicated staff, Board of Commissioners, the maritime community, and most importantly, its customers. Mr. Anderson concluded that while this year had brought challenges, he was confident that PTB would be able to build on FY2019 and its successes and use PTB's role as the economic engine of West Central Florida to bring our state even higher in the coming year.

**G. PRESENTATIONS**

There was no presentation.

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

Chairman Swindal called roll to allow each Commissioner an opportunity for additional comments.

Chairman Swindal and Commissioners Harrod, Allman and Conner had no comments.

Commissioner Murman stated that since Channelside Drive is a Hillsborough County road, County staff would get in touch with the City of Tampa staff and be brought up to speed on the planned improvements to Channelside Drive.

Mayor Castor noted the County had been involved with the Channelside Drive improvements process for over a year and that each of the related organizations had been intimately involved with the changes along Channelside Drive. Mayor Castor continued that she looked forward to making a presentation next month and bringing everyone to the table on the changes that were going to be made along Channelside Drive. Mayor Castor then apologized for her tardiness to this meeting and expressed she was pleased to hear Mr. Anderson's report. Mayor Castor concluded that these were difficult times for all of us and that we would be able to overcome and lift our community up by working together and the Executive Director Report was a great report with a very positive outlook on the future.

Commissioner Mai stated that he knew PTB staff had been working with TECO on a presentation and he would like to see a presentation report from TECO in the next month or the month after.

**I. FUTURE PROPOSED PROJECTS**

Mr. Anderson noted the listed projects and encouraged vendors to go to the website and bid.

**J. CALENDAR OF EVENTS**

Mr. Anderson announced the following events.

**SEPTEMBER 23, 2020: FINAL MILLAGE RATE AND FY21 BUDGET PUBLIC HEARING – Access will be posted at [www.porttb.com](http://www.porttb.com).**

**OCTOBER 9, 2020: PORT TAMPA BAY 6<sup>TH</sup> ANNUAL GOLF TOURNAMENT – *Benefitting Tampa Port Ministries and Tampa Bay Maritime Scholarship Foundation at The Eagles Golf Club. Registration open at <https://app.eventcaddy.com/events/6th-port-tampa-bay-partners-golf-tournament>.***

**NOVEMBER 13, 2020: PORT TAMPA BAYSLAM IV – *Benefitting Tampa Port Ministries and Tampa Bay Maritime Scholarship Foundation. Registration information available @ [www.porttb.com/bayslam](http://www.porttb.com/bayslam).***

**K. NEXT MEETINGS**

Chairman Swindal announced the next regular business meeting would be on October 20, 2020 at 9:30 am and that the format of that meeting would be posted online at [www.porttb.com](http://www.porttb.com).

**L. ADJOURNMENT**

There being no further business, the meeting adjourned at 10:32 am.

ATTEST:

\_\_\_\_\_  
Stephen W. Swindal, Chairman

\_\_\_\_\_  
Patrick H. Allman, Secretary/Treasurer

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY  
BOARD OF COMMISSIONERS  
FISCAL YEAR (FY) 2021 BUDGET WORKSHOP  
AUGUST 20, 2020  
Via COMMUNICATIONS MEDIA TECHNOLOGY USING  
THE ZOOM PLATFORM**

The Tampa Port Authority's (TPA) FY2021 Budget Workshop was called to order at 3:05 p.m. with the following TPA Board of Commissioners (Board) members present: Mr. Stephen W. Swindal, Chairman; Mr. Chad Harrod, Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; The Honorable Sandra Murman, Commissioner; Mayor Jane Castor, Commissioner; Mr. Hung T. Mai, P.E., Commissioner; and Mr. Ted Conner, Commissioner.

The following senior management were present: Mr. A. Paul Anderson, President/CEO; Mr. Charles Klug, Principal Counsel; Mr. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. David Delac, Chief Financial Officer; 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; Mr. Clay Hollis, Chief of Staff; Mr. Brian Giuliani, Vice President of Operations; Mr. Mark Dubina, Vice President of Security; and Mr. Greg Lovelace, Senior Director of Business Development.

The TPA, d/b/a Port Tampa Bay (PTB), Fiscal Year 2021 Budget Workshop Presentation is [Attachment 1](#).

Mr. Klug presented an overview of the Port's strategic initiatives for the Fiscal Year 2021 (FY2021) Budget. Mr. Klug also noted that this workshop would cover COVID-19 impacts to PTB's business, particularly cruise business, and PTB's projections for the future. Mr. Klug continued that PTB would continue to work with its partners to redevelop the Channelside District to enhance live-work-play vision for the area. As the largest economic engine in West Central Florida, Mr. Klug stated that, PTB would continue to take a leadership role in the development of the region's freight-oriented transportation infrastructure. Mr. Klug noted that all these initiatives were consistent with PTB's strategic and master plans.

Mr. Klug asked David Delac to present the FY2021 Budget.

## **Budget Comparative Statement of Revenues & Expenses (FY2020)**

Mr. Delac outlined the Budget Comparative Statement of Revenues & Expenses FY2020 as listed in the PTB FY2021 Budget Workshop presentation. Mr. Delac stated that staff expected FY2020 Operating Revenues to be approximately \$6 million or about 9.5% below budget. Mr. Delac stated that the majority of this was related to cruises that were canceled due to COVID-19. FY20 would end approximately \$3.9 million below budget on cruises, which was the result of losing 67 cruises.

Mr. Delac noted that PTB had seen an increase in container revenue resulting from the new trans-Pacific services that pushed TEUs up 20% and other commodities showing increases were cement and granite.

Mr. Delac stated that operating expenses were expected to be lower than budgeted due to cost savings related to cruise, deferred hiring of vacant positions and other cost-control measures implemented as a result of decreased revenue. As a result, staff expected Operating Income to be below the budget by approximately \$3.6 million, which is a 43% Operating Margin.

Mr. Delac noted that Net Non-Operating revenues were virtually equal to the budgeted amount with a variance of only \$59,000, which would bring Net Income before Grant Revenue to nearly \$31 million or \$3.7 million less than budgeted.

## **FY2021 Budget Trends & Assumptions**

Mr. Delac presented some assumptions that were used in developing the FY2020 budget stating that overall tonnage over PTB-owned docks was projected to decrease by three percent in FY21 due to lower projections from petroleum, granite and limestone. General cargo was expected to increase nine percent. Mr. Delac stated that cruise remained an uncertainty but that staff made some assumptions that were realistic and attainable. Operating expenses were projected to increase in FY21 for a variety of reasons, which were listed on the presentation slide seven (7). At the June 2020 meeting, the PTB Board approved a tentative millage rate of \$.0990 per \$1,000 valuation, which was a decrease from the previous year's rate of \$.1050 and grant revenues were projected at \$10 million. Mr. Delac continued that additional grant funds had been allocated to PTB but that particular revenue would be recognized in future years as the funds are expended.

## **Two (2)-Year Comparative Statement of Revenues & Expenses (FY2020-2021)**

Mr. Delac outlined the budgeted income statement for FY2021 in comparison to where staff expects to finish in FY2020. Operating Revenue would finish below FY20's projection as a result of decrease cruise revenue, which was somewhat offset by increased cargo. Lease revenue was relatively flat with a number of new tenants that are

still in pre-development or development periods not generating significant lease revenue for PTB until FY22. Operating Expenses were up slightly, compared to FY20. As a result, Mr. Delac noted that Operating Income would be \$17.4 million and would result in an operating margin of 34%. Mr. Delac also noted that Ad Valorem tax receipts were consistent with FY20 and interest income was down due to lower rates. Interest expense would increase slightly as a result in how the debt service was structure. Mr. Delac stated the PTB staff was not anticipating any new debt in FY21.

### **FY2020 vs FY2021 Operating Revenues**

Mr. Delac stated that at Mr. Anderson's direction, staff only budgets for revenue when there is a signed agreement in place, which means that there are opportunities for additional FY21 revenue that staff had not included since negotiations were not complete.

### **FY2021 Operating Revenue Diversification**

Mr. Delac presented PTB's Operating Revenue Diversification noting that diversification continues to be one of PTB's primary objectives allowing the Port to weather downturns in any one line of business. He explained that the chart showed the percentage that each line of business contributes to the overall operating revenue stream for FY2021 with bulk cargo having been and continuing to be a primary component of PTB's overall Operating Revenue stream comprising 46% of FY2021's budgeted Operating Revenue. He added that lease revenue followed at 37% and that containers and general cargo made up a larger portion of the revenue, expecting to generate 10% of the Operating Revenue in FY21. Mr. Delac continued that cruise revenue was reduced to four percent of the FY21 projected revenue. Mr. Delac noted that besides ensuring a stable revenue stream, diversification was one of the key factors that result in PTB's favorable credit ratings.

### **FY2021 Operating Revenue Assumptions**

Mr. Delac stated that bulk cargo tonnage was expected to decrease four percent in FY2021. Truck Equivalent Units (TEU) were projected to increase 18% from FY20 levels to 150,000 TEUs in FY21. Steel was projected to increase 13% over FY20 and while staff were projecting only modest gains in FY21 lease revenue, FY22 would show a much larger increase as new tenants enter the operational phases of their leases.

Mr. Delac continued that cruises remain the biggest uncertainty of the budget yet staff believe they made realistic and achievable projections for cruise revenue. PTB staff projected a return of one Carnival Cruise Line vessel sailing at 50% capacity in April 2021. It is projected that in July 2021 that vessel would begin sailing at 100% capacity through the end of the fiscal year. Mr. Delac also stated that although staff was budgeting for only one Carnival vessel, the possibility of other vessels coming to Tampa to take advantage of our drive-to-market does exist and could provide additional revenue.

In response to Chairman Swindal's question regarding how staff came to the cruise projections, Mr. Delac noted that staff had met and felt comfortable budgeted as presented yet with the understanding that the cruise industry would be monitored and the budget projections were conservative as possible.

Commissioner Mai asked about contacting the Centers for Disease Control (CDC) about the no-sail order and Mr. Alfonso stated that PTB staff were in regular contact with the cruise lines regarding the efforts being done through the CDC and the state with all the other ports involved with cruising. As of this workshop, the decision had been to stop cruising through the end of October 2020. Mr. Alfonso continued that there was a great uncertainty of what was going to happen, whether there would be a return in the winter at all, so the FY21 cruise projection was based on a 50% capacity and staff would monitor decisions that would be made in November and through the winter. Staff was cognizant this was a difficult budget on cruise and PTB was at the mercy of the decisions that were going to come from Cruise lines and CDC and Mr. Alfonso indicated that staff would monitor the situation on a weekly basis.

### **Effects of Lower Occupancy Rates on Cruise Revenue**

Mr. Delac stated that one alternate cruise scenario staff analyzed were cruises sailing at reduced capacities and referenced a chart on slide 13 that showed various revenue amounts that would be generated from cruises sailing at 50% and less capacity with a January 1, 2021 start date assumption.

### **Effects of Alternate Start Dates on Cruise Revenue at 50% Capacity**

Mr. Delac stated that staff also analyzed the revenue that could be expected on various cruise start dates with the slide 14 graph showing the various revenue amounts that could be generated from those alternate dates.

In response to Commissioner Harrod's question about the expenses related to cruise operations, Mr. Delac stated that is on a per cruise basis and that the expense reduction with some of the administrative and personnel categories would not be a dollar-for-dollar reduction, versus the loss of cruise revenue, but that it would not be a very large amount when those expenses decrease.

In response to Commissioner Conner's question regarding any additional expenses related to cleaning on PTB properties as cruises resume, Mr. Delac stated that there would be some increased expenses and staff had budgeted for those anticipated expenses.

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

Mr. Delac presented the 5-year trends for Total Cargo Tonnage at PTB berths. Mr. Delac stated that total tonnage at PTB berths was projected to decline by about three

percent. Mr. Delac then outlined the five-year trend for each area of business, which are presented on slides 16 through 19 in the presentation.

Mr. Delac noted that petroleum had been affected by COVID-19 as demand had decreased. Although there had been significant recovery in the gasoline sector, jet fuel was recovering more slowly.

### **Operating Revenue**

Mr. Delac stated that an indicator of the financial strength and stability of PTB was PTB's strong Operating Revenue. Despite the challenges facing PTB but the global economy, PTB's Operating Revenues remain at just over \$50 million for FY21 and over the previous five years had averaged over \$57 million.

### **Business Development (slide 22)**

Mr. Elliot presented the Business Development segment of this workshop noting that the Business Development Plan was driven by the Strategic Master Plan, Vision 2030. Mr. Elliott noted that a key component of that was the first anchor of the seven anchors listed on slide 22 of the presentation. The first of the seven anchors is a strategic focus on diversification, targeting new lines of business with opportunities for growth. That means that PTB staff works closely with importers, exporters and the shipping lines to connect with their distribution networks and demonstrate to them how PTB can hopefully save them money and improve their efficiency and reliability by routing their cargo through Tampa.

### **Port Tampa Bay Core Market**

Mr. Elliott stated that much of PTB's competitive advantage relates to its geographic location as the closest port to Florida's largest and fastest growing market, the I-4 Corridor. This results in significant savings in the truck deliver costs versus using a more distant or other more congested ports further away. PTB's proximity to this growing market is driving demand for everything from consumer goods to gasoline to cement to food.

### **Energy – Bulk**

Mr. Elliott stated that PTB is the energy hub for Central Florida which includes gasoline, diesel, jet fuel, and ethanol consumption. He noted that the Port's tenants, Kinder-Morgan and Central Florida Pipeline, operate pipelines transporting jet fuel and gasoline directly to Orlando, including Orlando International Airport's jet fuel as well as gasoline consumption throughout the region. He added that, apart from cruise business, the petroleum sector really felt the most immediate impact of the COVID economic shutdown, which resulted in a dramatic reduction in the number of cars on the road and planes flying. There have been some volumes of recovery from the reopening of the economy.

Mr. Elliott continued that despite the decline in petroleum, PTB staff were expecting some increases in other liquid bulk products like ammonia, liquid Sulphur, etc. that would help offset some of that overall decline.

### **Fertilizer & Agriculture – Bulk**

Mr. Elliott explained that the phosphate and fertilizer industry continued to be a very significant part of the total port cargo activity like liquid Sulphur, sulphuric acid and ammonia.

Mr. Elliott continued that juice is both an imported and exported commodity and it moves in bulk as well as in containers. The volumes for juice fluctuate depending on how much is produced in Florida versus what is sourced offshore.

Mr. Elliott noted that the new Ardent Mills (Ardent) flour mill was under construction at Port Redwing and that Ardent was about to become a new tenant of PTB as Ardent was relocating from its downtown Tampa location. That new facility was expected to be operational in the late summer or early fall of 2021.

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

Mr. Elliott noted that the construction market was impacted by population and growth demand, which includes everything both industrial, commercial, building materials, cement, limestone, granite and steel. Steel is one of PTB's core commodities that is used and includes coils, rebar, pipe and a lot of different products used in construction and manufacturing. There are a lot of companies both in the port and Tampa Bay area that are involved in the steel processing, distribution and fabrication sectors.

Mr. Elliott continued that gypsum and fly ash were two commodities on the construction side that were expected to continue to grow as they now need to be imported because in the past they were sourced locally as a by-product of coal burning. As Tampa Electric shifted away from coal and more towards natural gas, there was still demand for those commodities.

Mr. Elliott then reported that the lumber business began in March and has been very well received by customers in the home improvement sectors as well as the building trade.

### **Shipbuilding & Repair**

Mr. Elliott commented that the shipbuilding and repair industry is a major cornerstone industry at the Port and an important generator of jobs in the maritime industry. PTB's four major shipyards provide a full range of vessel construction, conversion, and repair activity. He noted that one of the key markets is the U.S. Flag Jones-Act Tanker Fleet, which has a significant presence in the Gulf.

## **Cruise**

Mr. Elliott stated that the cruise sector was always the easiest line of business to forecast because the cruise lines would typically make their berth reservations a couple of years in advance. This year the tables have turned and now it was one of the most challenging to forecast. Until the arrival of COVID, PTB staff were forecasting a record year of 1.3 million passengers. In March 2020, PTB announced the voluntary suspension of cruise operations and then the CDC issues the no sail order. Mr. Elliott also reiterated that staff continued to stay in regular daily contact with the cruise lines and work closely with the Cruise Line Industry Association (CLIA), the American Association of Port Authorities and the Florida Ports Council and reviewing protocols and other things that were going to be needed to prepare for a safe return to cruising, once allowed by the CDC.

Mr. Raul Alfonso noted that for the 2020 season, PTB had planned to add three new cruise lines to the market and that staff would monitor the CDC guidelines to see when PTB can get back to its pre-COVID cruise goals. Mr. Elliott added that MSC had started short European cruises and it will be interesting to watch for indications of the return of cruising in Tampa.

## **Containers**

Mr. Elliott stated that containers continued to be one of PTB's continued success stories. PTB is on path for a 22% increase in FY20 and the forecast is to reach 150,000 TEUs in FY21, which would be an increase of 18%. A lot of this was due to the growth and the expanding central Florida market, which is the distribution hub for the entire state. PTB staff continues to focus on working with the beneficial cargo owners and supply chain strategy and the Executive Shippers Council is an important part of that. Staff stays close to the container shipping lines to support their sales efforts as well as with Ports America to expand PTB's terminal capacity.

Mr. Elliott continued that PTB's priorities this year included expanding in Latin America, developing exports and attracting new distribution centers. Mr. Elliott noted one relatively new commodity is bulk shipments of phosphate and potash products moving in containers for Mosaic. PTB staff anticipates good opportunity to grow in this new commodity segment not just in Asia, but also in Latin America.

Mr. Anderson stated he had technical difficulty earlier but wanted to add comments on forecasting cruise business and the resumption of safe cruising. Mr. Anderson continued that he has been involved at the highest levels with his colleagues around the country, and they were working very diligently with respective congressional delegations and others to get the CDC to promulgate protocols for the resumption of cruising. Staff utilized various levels of return to help them forecast cruise business. For a lot of its other forecasting, PTB staff does in-depth interviews with customers, tenants, and clients to arrive at a projected budget and are typically conservative in forecasting. PTB staff are doing everything they can to support the cruise industry's return at some point. Mr.

Anderson continued that the forecast numbers were based on cruises returning in April 2021.

Chairman Swindal asked about the potash containers and if that would create a significant amount of empty containers going back east. Mr. Elliott stated that this created opportunity to reposition those containers with loads. Mr. Alfonso stated that this was Mosaic's testing phase and if it goes well there were bigger opportunities to come.

In response to Commissioner Mai's questions regarding PTB assisting Mosaic, Mr. Alfonso stated that PTB staff had been working with Mosaic very closely to make sure that the operation goes well and staff would accommodate Mosaic's needs. Mr. Anderson added that the Mosaic container business was a new concept and staff worked diligently with Mosaic to bring the concept to fruition.

Commissioner Mai asked about the lumber business and Mr. Alfonso stated that lumber had been one of PTB's newer businesses for approximately four or five months and that PTB had been receiving shipments from Europe for lumber by Binderholz, which is the second longest supplier out of Europe. From PTB, the lumber shipments supplies major chains where consumers purchase lumber to build their homes and repairs.

### **Executive Shippers Council – Local Tampa Market**

Mr. Elliott stated that everything from furniture to HVAC and appliances are commodities that continued to be in strong demand with new distribution centers opening and that was very encouraging.

### **Supply Chain Strategy Cost Savings for Inland Trucking**

Mr. Elliott noted that locational advantages also give PTB a strong position in the market beyond Florida. Mr. Alfonso noted that retailers and shippers can serve the market, Central Florida and the I-4 Corridor and the entire state. The Tampa Bay centralized locations and the logistics network with a lot of empty capacity moving northbound by truck and rail creates tremendous opportunities.

### **New Asia-Direct Container Services**

Mr. Elliott stated that a lot of work over the years was finally paying off on the container side, especially with the launch of the new Asian services. PTB has now seen seven of the top global carriers offering direct service from PTB with COSCO, CMA CGM, Maersk, OOCL, and Evergreen joining ZIM and MSC. Seatrade provides direct service from PTB to Costa Rica and staff is working with them on expansion opportunities

Mr. Elliott continued that SEALAND, a sister company of Maersk with a hub in Panama, is reaching the East Coast and South America and that the Latin America and Mexico region is PTB's focus on expanding.

## **Expanding Global Service Connections – Latin America**

Mr. Elliott stated PTB was focused on expanding Latin America, Central and South America, Mexico and the Caribbean and is very optimistic based on discussions with carriers and highlighting market growth, drayage cost savings and the ability to do two, three and four round-trip deliveries per day on the I-4 Corridor. The new cold storage with food and beverage is important to that market in Central America

## **Container Terminal Expansion**

Mr. Elliott noted that Ports America continues to be a very strong partner, which runs PTB's break-bulk and container terminal facilities. Ports America also partners with PTB on business development efforts. PTB staff is working closely with Ports America to expand capacity, adding additional cranes and equipment. There is approximately another 22 acres of paved storage about to come online thanks to the recent \$19 million grant PTB received from the USDOT.

Mr. Elliott continued that PTB is going to move forward with the expansion of Berth 214 to that would allow for three large container ships to be berthed at the same time.

Mr. Alfonso added that it was very important to have a long-term relationship with Ports America. PTB and Ports America's visions and strategies are well aligned. Mr. Alfonso then noted that the PTB Board had approved the new agreement with Ports America and PTB would be working with Ports America as well as CSX Railroad on the development of intermodal connectivity and the development of warehousing and distribution, which is very much in demand alongside the port terminal.

## **Refrigerated On Dock Cold Storage Facility**

Mr. Alfonso stated that it was important to know the efforts of PTB with Port Logistics, the excellent facility and the services they have to offer will be very much in demand for the food supply to the region. Like with the container terminal for the Trans-Pacific business, these are new networks that PTB staff would be fitting into Florida's new supply chains into the Central Florida market.

In response to Commissioner Mai's question regarding if PTB had a specific plan to help market the cold storage facility, Mr. Alfonso stated that PTB had helped market the cold storage facility since it opened. The supply chain, economies, and the efficiencies will work. There was further discussion with Mr. Elliott noting that PTB spends a lot of time participating in national trade shows and travel to Latin America. With the I-4 Corridor being the grocery food and beverage hub of the entire state, PTB has a compelling business case.

With continued discussion regarding the cold storage facility marketing strategy, Mr. Anderson stated that PTB staff had worked tirelessly and collaboratively with Port Logistics.

### **Container Terminal Expansion**

Mr. Elliott described the container terminal expansion vision, which would be close to 100 acres at full build-out, will also be complemented by the trans-load facility next door, which is rail served. Mr. Elliott continued that there were some additional concepts with warehousing for distribution and manufacturing, with land available alongside the container terminal for those opportunities.

### **Foreign Trade Zone #79**

Mr. Elliott noted that the Foreign Trade Zone (FTZ) is a project that is managed by PTB with different companies participating and involved in everything from energy products to distribution and ship building and repair. The FTZ provides another tool in discussions with potential tenants and port users that are involved in distribution and manufacturing. New incentives to waive and defer fees were recently added to encourage more companies to take part in this program that extends geographically throughout Central Florida.

### **Business Development**

Mr. Alfonso stated that staff was following PTB's business plan and trying to fulfill its vision for automobiles from Mexico through short sea shipping. Mr. Alfonso continued that PTB had the capability to prepare a logistics park like no other port could have with on-dock rail and the trans-load facility. Mr. Alfonso noted that what PTB was evaluating in this budget follows its vision for long-term growth.

In response to Commissioner Mai's question about how to capture manufacturing exports to go through the port, Mr. Alfonso stated that through PTB's efforts with Hillsborough County Economic Development Council (EDC), by traveling on export missions to Brazil, Colombia, Costa Rica, Panama and Mexico, the local manufacturing companies also travel. The manufacturing companies go on their sales trip and then return and use port facilities. The current developing projects should be of significant impact for the port and it is diversifying what can be done here.

### **FY2021 Personnel Expense Assumptions**

Mr. Delac stated that Operating Expenses were projected to increase by \$1.25 million overall, or about four percent. Personnel expense was projected to increase approximately one percent. There are no plans for the addition of any new positions and vacancies would be evaluated and hiring deferred whenever possible. There would be recognized cost savings from a reduced need for off-duty Deputies for cruises and staff

was not proposing any market equity or merit increases for Fiscal Year '21. There is a forecast health insurance cost increase of eight percent.

### **FY2021 Promotional Expense Assumptions**

Mr. Delac stated that staff continued to ensure Business Development department has adequate funds to continue to grow PTB business. The promotional expense category included Business Development-related travel, publication of marketing brochures and advertising among other items. Promotional expenses are projected to increase 46% compared to FY20. While that seems high, Mr. Delac noted that FY20 was abnormally low as all travel came to an abrupt halt in March. The FY21 budget assumes that travel may resume in January 2021.

### **FY2021 Administrative Expense Assumptions**

Mr. Delac stated that administrative expenses included a wide variety of costs. Expenses in this category were budgeted to increase about five percent as PTB continued to add facilities, which adds to the security and maintenance costs. Security costs are projected to be about 29% of PTB's total Operating Expenses as the contract with the Hillsborough County Sheriff's Office will increase slightly as do the costs associated with other security and maintenance contracts.

Mr. Delac continued that premiums associated with the property and casualty insurance program were increasing slightly in FY21. Offsetting some of those increases are declines in the marketing incentive, janitorial and other cruise-related costs due to the reduced cruise schedule.

### **Comparison of Security Costs at Florida Ports**

Mr. Delac stated that although security remains a large portion of the Operating Expense, PTB was very efficient at maintaining the safety and security at the port. Mr. Delac showed on slide 42 of the presentation a comparison of security expenses at PTB and four other ports on a per-acre basis. PTB was much lower on a per-acre basis when compared to other ports.

### **FY2021 Non-Operating Items**

Mr. Delac noted that Net Non-Operating Revenue was projected to increase in FY21 and Ad Valorem tax revenue would remain flat. Staff anticipated recognizing \$10 million in grant revenue during FY21 and noted that PTB's grants were reimbursement grants so grant revenue was recognized as those funds are expended. The noted \$10 million in grant funds are a portion of the approximately \$50 million in grant funds currently awarded to PTB.

## **Operating Revenue & Ad Valorem Tax Receipts – 10 Year Trend**

Mr. Delac noted that Port Tampa Bay was very judicious in the amount of taxes it levied as well as how its Ad Valorem tax revenues are used, which is solely for infrastructure capital projects of a public nature.

## **2020 Capital Project Recap**

Mr. Ram Kancharla outlined the 2020 Capital Project Recap as presented beginning on slide 46. Subsequent slides (47 through 53) and noted FY2020 Capital Projects Completed/Ongoing: Hooker's Point – Berth 211 Upland Improvements, Maintenance Dredging: Port and Private Berths; Hooker's Point – Berth 214 Upland Improvements; Port Redwing – Railroad Extension; and Big Bend Channel – Navigational Aids.

## **Proposed Capital Improvement Program FY2021**

Mr. Kancharla outlined a summary of the Proposed FY2021 Capital Budget with a list of major new projects beginning on slide 55. Projects discussed were: Gantry Cranes; Berth 214 Upland Design; and the Transload Warehouse.

## **FY2021 Funding Sources for Capital Projects**

Mr. Kancharla noted that if all projects go as planned, PTB would exhaust all funds available under the 2018 Bond Refinancing.

## **Proposed FY2021 Capital Budget**

Mr. Kancharla outlined a chart showing the proposed FY2021 capital budget on slide 60.

In response to Commissioner Murman's question regarding a possible Cruise Terminal 6 rebuild that was listed in proposed projects that were presented in the strategic plan several years ago, Mr. Kancharla stated that in the current market conditions it would be difficult to commit to an investment of that size. South Florida ports are in the midst of massive expansion and are struggling due to the huge loss in revenue and the huge investments they are making due to loss in cruise revenue caused by the COVID-19 pandemic.

Mr. Kancharla also noted that PTB made big investments to modernize its cruise terminals to meet security requirements and to add life to the facilities however, in the long run, staff would need to review all the cruise infrastructure but that no additions could be made with the economic uncertainty at this point.

In response to Commissioner Harrod's question regarding how much carryover was included from FY2020 in the FY2021 Capital Budget, Mr. Kancharla stated that \$43 million was carried into the FY2021 \$68.4 million proposed Capital Budget. Mr. Kancharla then noted that the funding was about the timing and prioritizing of the projects to keep the budget within what PTB could afford without any new debt.

There was continued discussion on specific projects and types of items that were included in the proposed FY2021 Capital Budget and projects that were delayed due to economic conditions. Mr. Kancharla responded to Commissioner Harrod's question of how much of the current proposed budget included delayed projects by stating that at least \$30 million was include in the current budget of what was delayed and could even be as much at \$35 million.

Mr. Alfonso noted that as staff waited to hear what the additional requirements would be for handling cruise operations under CDC guidelines before determining any new upgrade designs.

In response to Chairman Swindal's question regarding the need to two additional gantry cranes, Mr. Alfonso stated that the two older (not Post Panamax) cranes have a remaining life expectancy of less than five years and are expensive to maintain. Container vessels come in and out looking to do their 700 to 1,000 moves as efficiently as possible. Additional gantry cranes could facilitate the desired efficiencies. Having reliable equipment that is efficient to the productivity level that vessels require provides PTB a competitive place in the market. Mr. Alfonso stated that terminal operator, Ports America, would pay PTB the equivalent of approximately \$11.75 million (more or less depending of final figures) over 20 years at an interest rate of 4.5%, which makes purchasing two additional gantry cranes a 50/50 partnership between PTB and Ports America.

There was further discussion explain the payment schedule for the crane purchases.

### **Three (3)-Year Comparative Statement of Revenues and Expenses**

Mr. Delac outlined a three-year projection of the financial statements on slide 62 and noted that PTB staff assumed minimal change in ad valorem tax receipts.

### **Projected Operating Margin (FY2021 – FY2023)**

Mr. Delac stated that the Operating Margin for FY21 was expected to be 34%, increasing to 44% in FY22 and 45% in FY23.

### **FY2021 Public Hearing Dates**

Mr. Delac noted that there were two additional steps that were required before the budget could be finalized. First would be the Preliminary Millage Rate and Budget Public

Hearing on Wednesday, September 9, 2020 at 5:01 pm. Then on Wednesday, September 23, 2020 at 5:01 pm, PTB would hold its Final Millage Rate and Budget Public Hearing.

Mr. Delac thanked Mr. Anderson and PTB management for their help in developing the budget for their respective areas of responsibility and provide them to Finance to compile the information presented at this workshop.

Mr. Anderson noted that while the operating margin was down 10% from the average over the previous six years, PTB was truly fortunate to be able to be having budget discussions for the next year where the operating income margin was close to \$25 million. This allows PTB to continue matching grants that were outlined by Mr. Kancharla on the Capital Projects.

Mr. Anderson also noted the \$150 - \$200 million cruise terminals which were prevalent in other major cruise ports come with a lot of debt load and currently PTB did not have that. PTB staff did a lot of work to look at expense management, being efficient and reducing costs. Mr. Anderson thanked staff and continued that PTB was seeing the fruits of diversification over the years.

Mr. Anderson noted that with no travel due to the COVID-19 pandemic, Mr. Alfonso and the Business Development department staff were able to lean on well-established relationships that were earned with a lot of the ocean carriers, customers and shippers and there was actually new business that had come online during the pandemic. With the exception of cruise business, staff has given the best projections possible. Mr. Anderson stated that perhaps staff could provide an update in three to six months at a Board meeting to revisit the budget when more information on cruising is available.

Mr. Anderson thanked Board members for their support particularly during the pandemic conditions the previous seven months.

Chairman Swindal thanked Board members for their time and encouraged attendance at the next two public hearings as a quorum would be needed

Chairman Swindal then reiterated that the next budget-related meeting would be the tentative millage and FY2020 budget public hearing on September 9, 2020 at 5:01 p.m. He continued that the next regular monthly business meeting would be on September 15, 2020 at 9:30 a.m. and that access to both of those meetings would be posted at [www.porttb.com](http://www.porttb.com).

Chairman Swindal then adjourned the workshop at 4:36 p.m.

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Stephen W. Swindal, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer



 **PORT TAMPA BAY.**  
*REROUTE YOUR THINKING™*

**FY 2021 BUDGET WORKSHOP**  
August 20, 2020

Slide 1

## **Chief Executive's Overview**

 **PORT TAMPA BAY.**  
*REROUTE YOUR THINKING™*

**Strategic Initiatives**

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

Slide 2



## Chief Executive's Overview



### Strategic Initiatives

- Enhance partnerships with stakeholders
- Expand marketing and outreach
- Contribute to the regional and economic growth by attracting and retaining water-dependent and water related companies
- Target niche cruise markets while exploring longer term opportunities to serve the next generation of cruising
- Continue to grow and diversify Port Tampa Bay's cargo and related business by developing supply chain solutions to meet customers' needs

Slide 3

## Chief Executive's Overview



### Strategic Initiatives

- Collaboratively redevelop the Channelside District to meet the evolving needs of Tampa's businesses and citizens
- 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

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

Slide 4



## Budget Comparative Statement of Revenues and Expenses FY2020



*(in thousands)*

	FY20 Budget	FY20 Projected
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 44,569	\$ 37,491
Rentals	\$ 17,110	\$ 18,116
Other Operating	\$ 590	\$ 700
<b>Total Operating Revenue</b>	<b>\$ 62,269</b>	<b>\$ 56,307</b>
<b>Operating Expenses:</b>		
Personnel	\$ 17,581	\$ 16,778
Promotional	\$ 1,213	\$ 881
Administrative	\$ 15,374	\$ 14,221
<b>Total Operating Expense</b>	<b>\$ 34,168</b>	<b>\$ 31,880</b>
<b>Operating Income</b>	<b>\$ 28,101 45%</b>	<b>\$ 24,427 43%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,385	\$ 10,492
Ad Valorem Tax Payments	\$ (475)	\$ (481)
Interest Income	\$ 1,250	\$ 958
Interest Expense	\$ (4,934)	\$ (3,925)
Other, Net	\$ 120	\$ (757)
<b>Net Non-Operating Revenue</b>	<b>\$ 6,346</b>	<b>\$ 6,287</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 34,447</b>	<b>\$ 30,714</b>
Grant Revenue	\$ 15,000	\$ 6,807
<b>Net Income</b>	<b>\$ 49,447</b>	<b>\$ 37,521</b>

Slide 5

## FY2021 Budget Trends and Assumptions



- Bulk cargo tonnage across PTB-owned docks decreases 4% primarily due to lower petroleum projections
- General cargo tonnage across PTB-owned docks increases 9% primarily due to increased steel and containers.
- Increases in Flyash, Phosphate, Sulfuric Acid, Anhydrous Ammonia and Steel
- Operating revenues projected to decline as cruise schedules and demand remain uncertain

Slide 6

## FY2021 Budget Trends and Assumptions (continued)

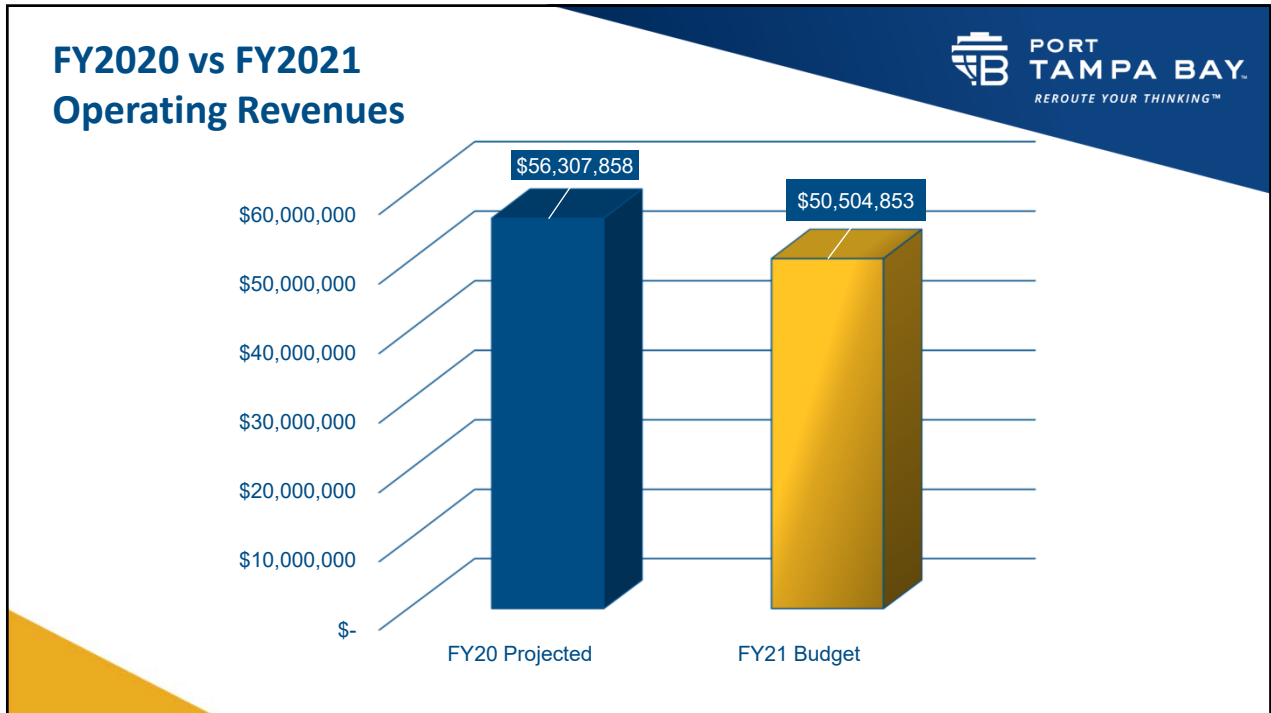
- Operating expenses increase due to:
  - Increased personnel costs
  - Increased promotional expenses
  - Increased security and maintenance costs
  
- Ad Valorem tax rate decreases from \$.1050 per \$1,000 valuation to \$.0990 per \$1,000 valuation
  
- Anticipate recognizing new grant revenues of \$10 million
  - Additional grant money allocated to PTB but not assigned to active projects at this time; will be recognized in future years

Slide 7

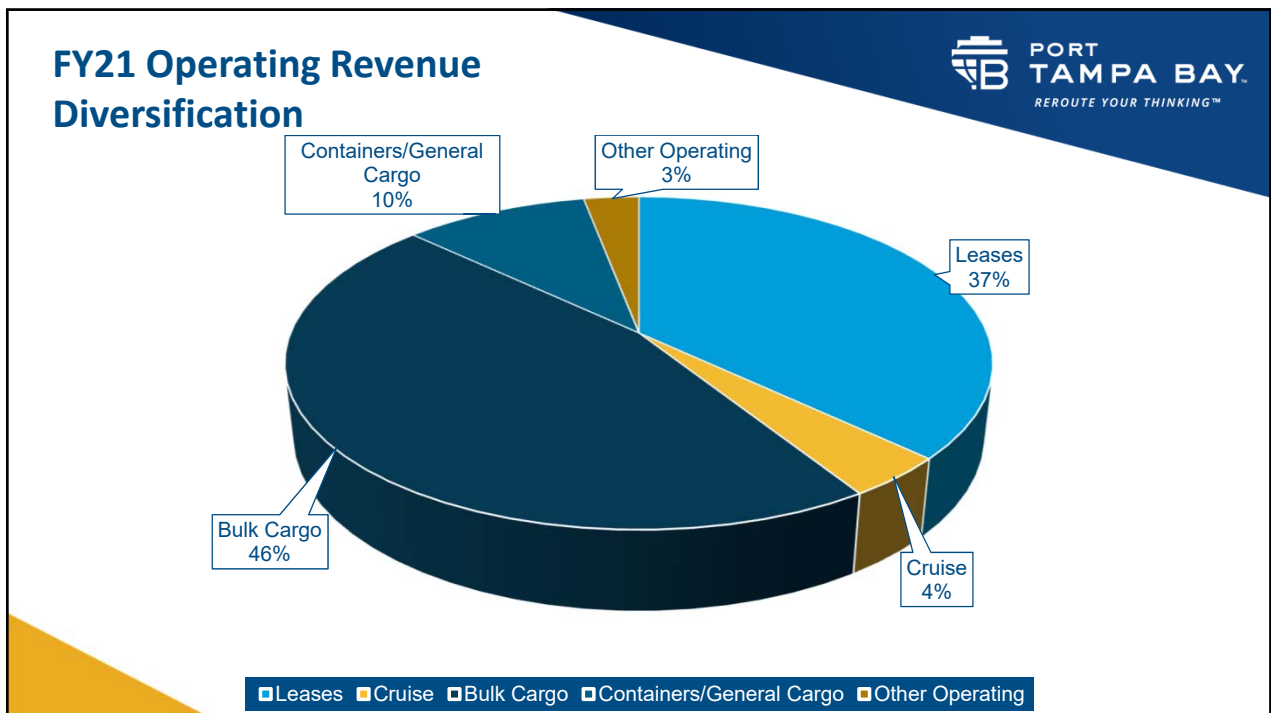
## Two-Year Comparative Statement of Revenues and Expenses FY2020 – FY2021

<i>(in thousands)</i>	FY20 Projected	FY21 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 37,491	\$ 31,336
Rentals	\$ 18,116	\$ 18,581
Other Operating	\$ 700	\$ 588
<b>Total Operating Revenue</b>	<b>\$ 56,307</b>	<b>\$ 50,505</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,778	\$ 16,969
Promotional	\$ 881	\$ 1,285
Administrative	\$ 14,221	\$ 14,884
<b>Total Operating Expense</b>	<b>\$ 31,880</b>	<b>\$ 33,138</b>
<b>Operating Income</b>	<b>\$ 24,427 43%</b>	<b>\$ 17,367 34%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,492	\$ 10,678
Ad Valorem Tax Payments	\$ (481)	\$ (485)
Interest Income	\$ 958	\$ 240
Interest Expense	\$ (3,925)	\$ (4,455)
Other, Net	\$ (757)	\$ 999
<b>Net Non-Operating Revenue</b>	<b>\$ 6,287</b>	<b>\$ 6,977</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 30,714</b>	<b>\$ 24,344</b>
Grant Revenue	\$ 6,807	\$ 10,150
<b>Net Income</b>	<b>\$ 37,521</b>	<b>\$ 34,494</b>

Slide 8



Slide 9



Slide 10



## FY2021 Operating Revenue Assumptions



- **Bulk Cargo**
  - Expecting 4% tonnage decrease
- **General Cargo**
  - Container TEU's increase 18% over FY20 projections
  - Steel tonnage increases 13% over FY20 projections
- **Lease revenue increases 3%**
  - Several tenants in pre-development & development phases

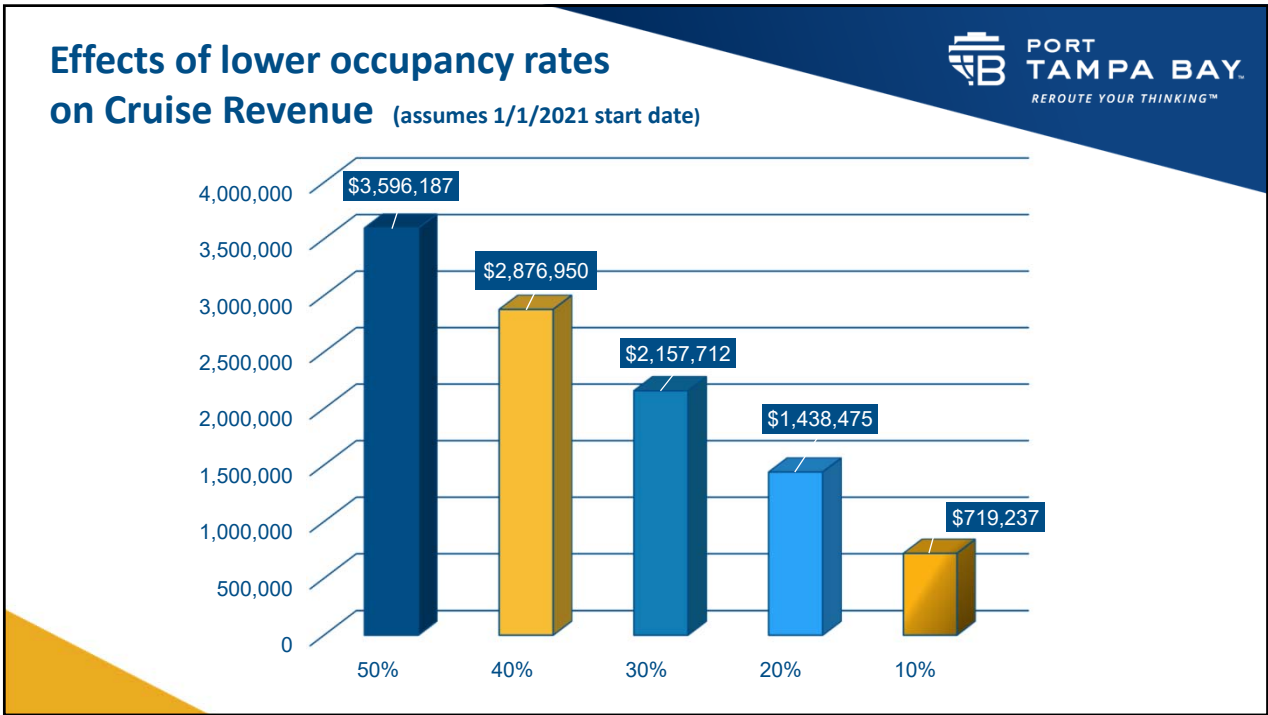
Slide 11

## FY2021 Operating Revenue Assumptions

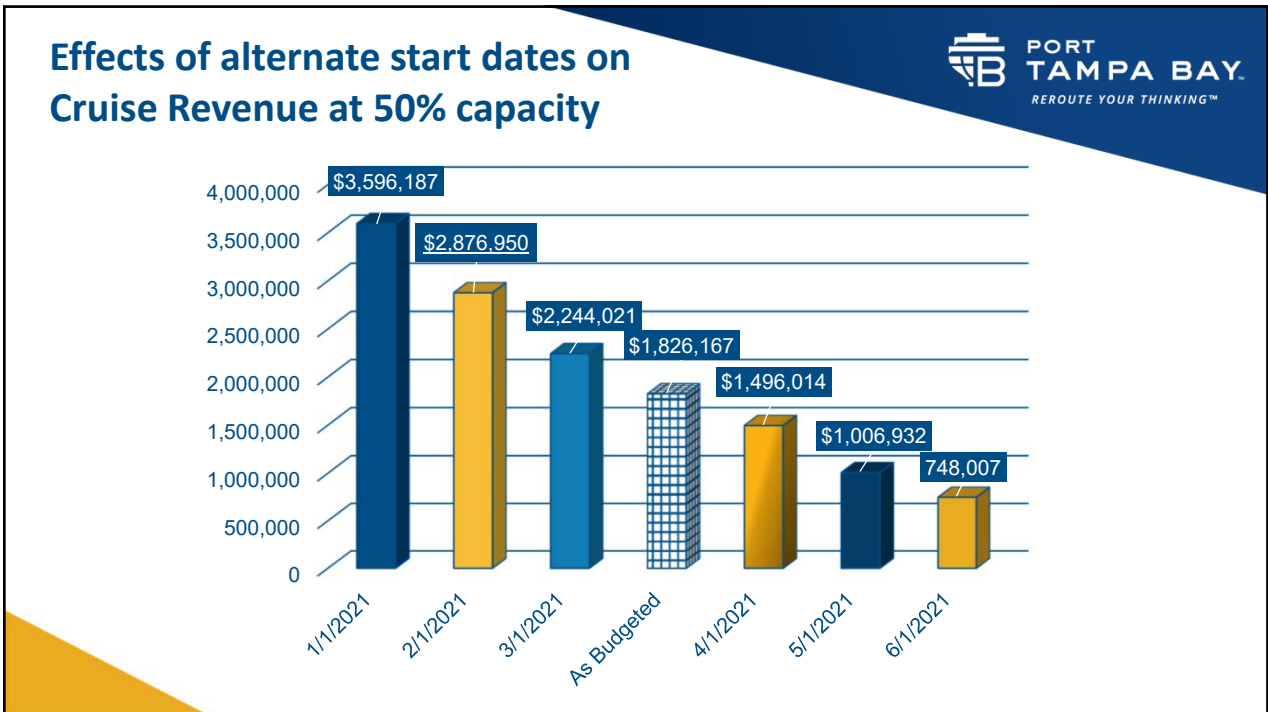


- **Cruise**
  - Anticipating cruises resume April 2021 at 50% capacity and return to 100% capacity in July 2021
  - 40 cruises in FY21
  - Only budgeting for the return of Carnival Cruise Line vessels in FY21
    - Possibility of other vessels returning for spring/summer season
- **Other possible scenarios include different start dates and occupancy levels**

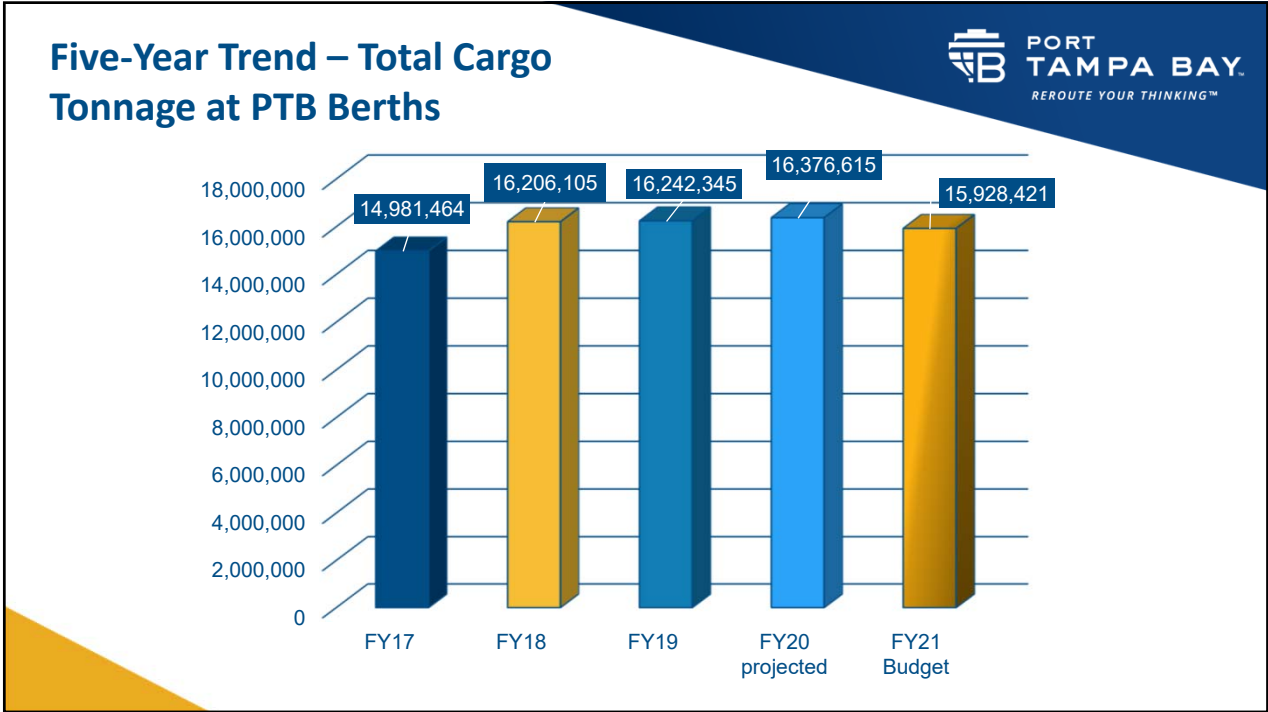
Slide 12



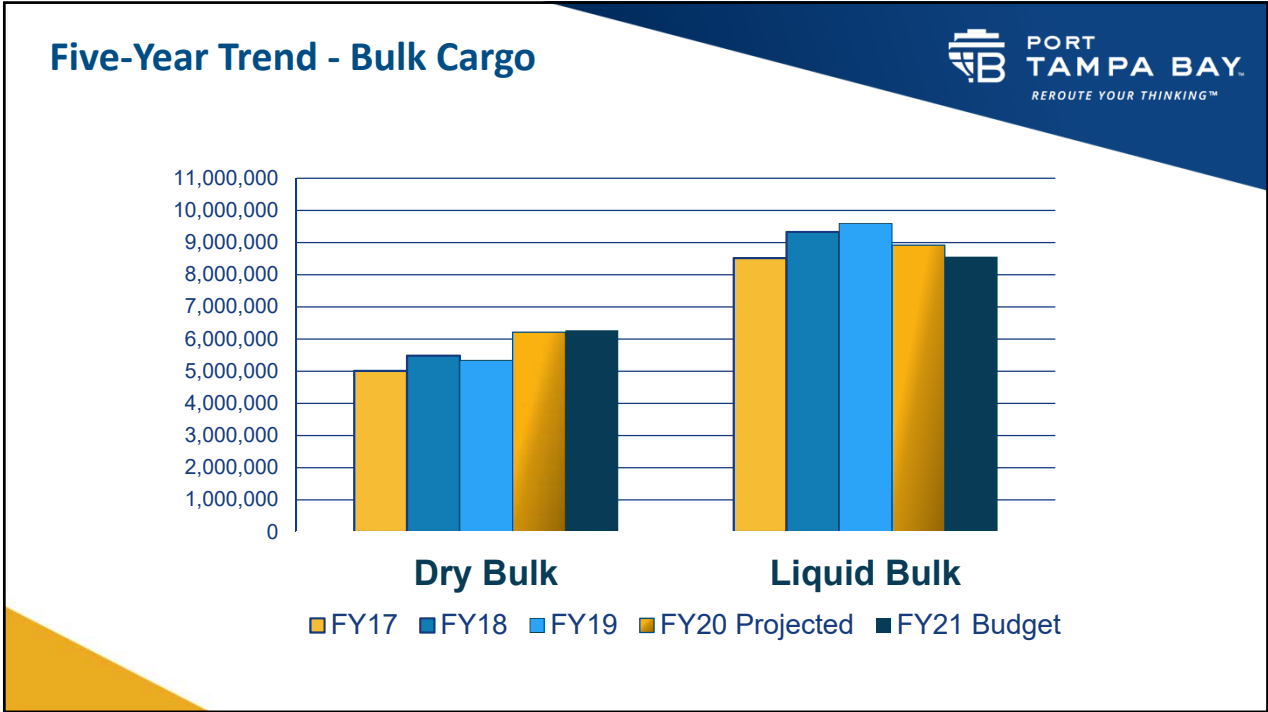
Slide 13



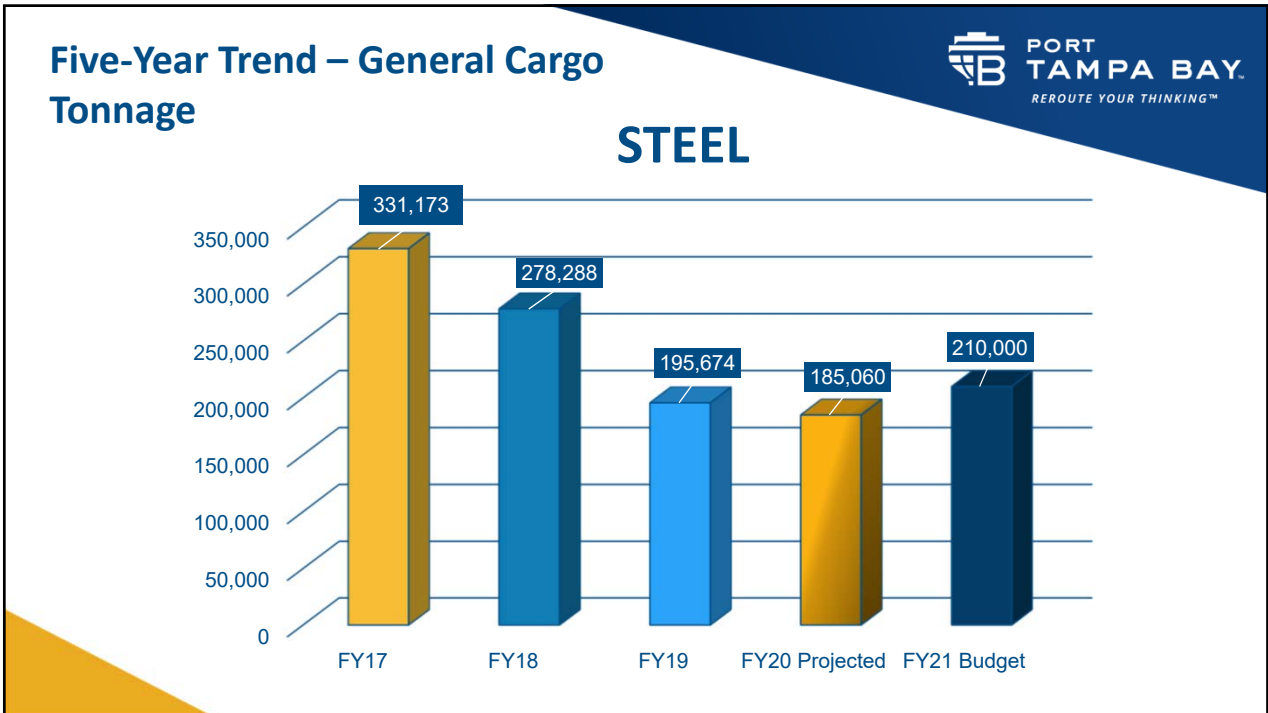
Slide 14



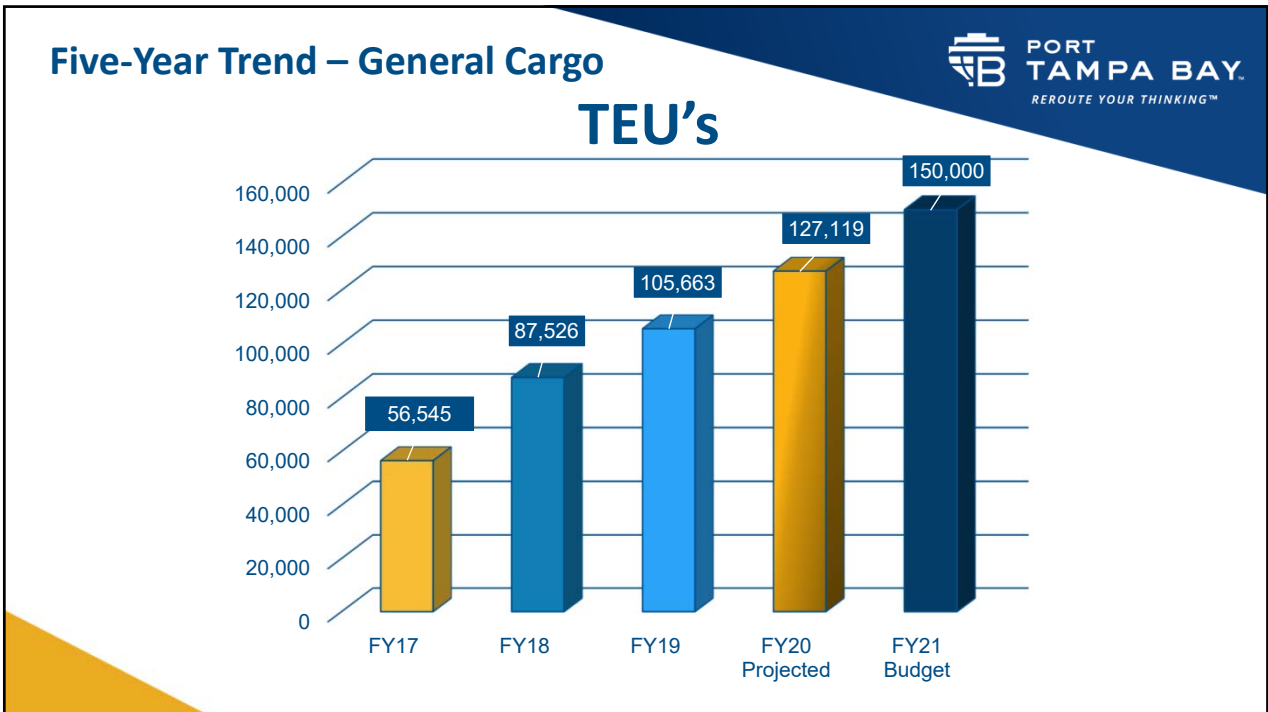
Slide 15



Slide 16



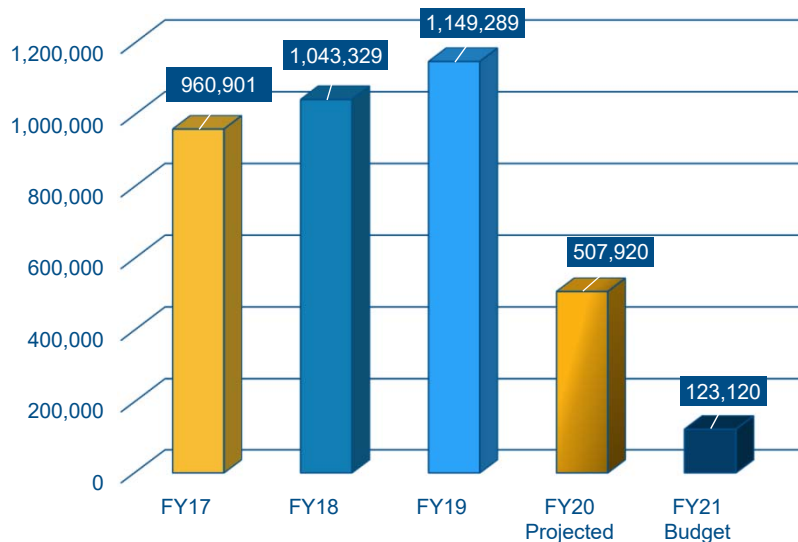
Slide 17



Slide 18

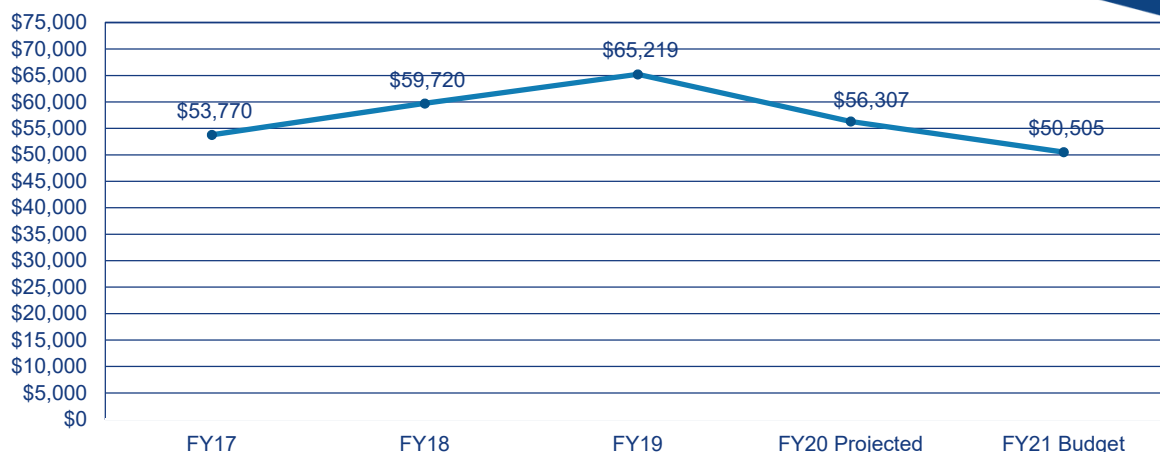


### Five-Year Trend – Cruise Passengers



Slide 19

### Operating Revenue (in thousands)



Average Annual Operating Revenue \$57,104,000

Slide 20

# Business Development



Slide 21

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

### The Seven Anchors

- 1/ EXPAND AND DIVERSIFY PTB'S BUSINESS BASE THROUGH EXECUTING A SUPPLY CHAIN SALES STRATEGY**

**VISION:** PTB will become the preferred international gateway to central Florida importers, exporters and the shipping lines they use by delivering value across their supply chains.

**STRATEGY:** Demonstrate the holistic benefits (cost savings, efficiency gains, enhanced reliability) of the Tampa gateway to target customers.
- 2/ FULFILL CENTRAL FLORIDA'S LONG-TERM ENERGY REQUIREMENTS**

**VISION:** PTB will contribute to Central Florida's rapid economic growth by providing reliable, cost effective access to energy.

**STRATEGY:** Provide deep-draft access and enhanced petroleum distribution infrastructure to the region's energy providers.
- 3/ OPTIMIZE TAMPA BAY'S VESSEL ACCESS TO SUCCESSFULLY PURSUE EMERGING TRADE OPPORTUNITIES GENERATED BY THE PANAMA CANAL EXPANSION**

**VISION:** PTB will contribute to the international competitiveness of the central Florida economy by providing deep-draft access to international markets.

**STRATEGY:** Collaboratively with the US Army Corps of Engineers, tenants, shipping lines, port community and Tampa Bay Pilots, determine and implement an optimal deepening and widening strategy for the access channels to accommodate the evolving needs of the global fleet serving the Port.
- 4/ EXPAND AND DIVERSIFY THE REGION'S INDUSTRIAL ECONOMY AND CARGO BASE**

**VISION:** PTB will leverage its extensive port and transportation assets to expand the region's industrial economy.

**STRATEGY:** Formulate and execute an integrated industrial development program to attract and retain maritime dependent and maritime-related manufacturing and industrial businesses to the region.
- 5/ IMPLEMENT THE CHANNELSIDE MASTER PLAN, OPTIMIZING CRUISE CAPABILITY**

**VISION:** PTB will develop world-class passenger facilities and services optimizing the cruise experience and preserving significant cruise-related economic benefits for the community.

**STRATEGY:** Maximize the Port's draw for all cruise vessels, while fully integrating it with the redevelopment of the Channel District, and evaluate longer-term solutions to serve the new generation cruise fleet.
- 6/ PARTNER WITH THE CITY AND COUNTY TO MAXIMIZE THE FUTURE GROWTH AND DEVELOPMENT OF THE REGION**

**VISION:** PTB will collaboratively work with the public and private sectors to optimize the growth and vitality of the Port, the City, the County, and the region.

**STRATEGY:** Leverage the Channelside redevelopment initiative to partner with the public and private sectors in the redevelopment of this area.
- 7/ DEVELOP AND IMPLEMENT A LANDSIDE TRANSPORTATION ACCESS STRATEGY**

**VISION:** PTB will develop a landside transportation network that provides and sustains a high level of freight accessibility to port facilities.

**STRATEGY:** Collaborate with federal, state and local transportation agencies and the community to develop and implement a road and rail transportation network that optimizes freight and community mobility.

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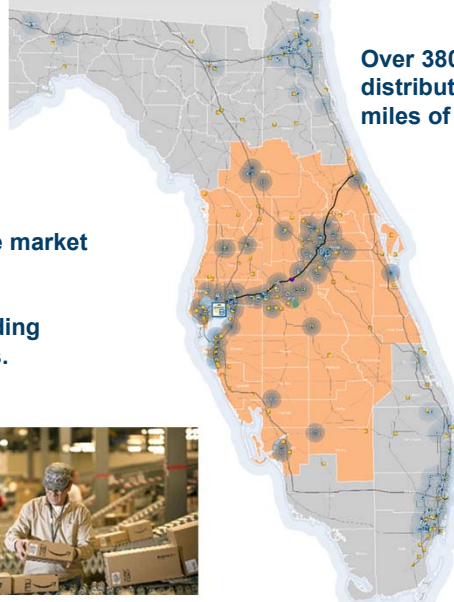


# Port Tampa Bay Core Market



Tampa Bay/I-4 Corridor – Huge market driving demand for consumer products, e-commerce, food & beverage, construction & building materials and energy products.

10<sup>th</sup> largest economy in the U.S. with a GDP of more than \$300 billion



Over 380 million square feet of distribution center space within 10 miles of I-4



Tampa Bay/Orlando I-4 Corridor largest concentration of distribution centers in Florida

250 DC's > 200,000 – 500,000 SF  
50 DC's > 500,000 SF

Very active market with over 10 million square feet of additional capacity under development

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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 at REK
- Central Florida Pipeline connecting Port Tampa Bay to Orlando
- Adjacent land for future tank farm capacity
- Gasoline & jet fuel impacted by Covid 19 economic shutdown
- Volumes recovering with reopening of the economy
- 4% decline in liquid bulk anticipated for FY21 due to economic uncertainty impacting petroleum



BUCKEYE PARTNERS, L.P.



Pasco Terminals, Inc.

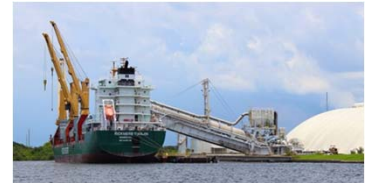


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## Fertilizer & Agriculture - Bulk

- One of the world's leading fertilizer export ports
- Prilled sulfur volumes growing as new input in fertilizer production
- Ardent Mills – New tenant for Redwing
- Potential new dry and liquid bulk opportunities
- Positive outlook for phosphate and related fertilizer products
- This sector largely insulated from Covid-related impacts



Knowledge grows



GULF SULPHUR  
Tampa Juice Service, Inc.



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## Construction & Building Materials – Bulk & Breakbulk

- Florida's largest steel port
  - Processing & Distribution
  - Manufacturing & Fabrication for Export
- Cement
  - New tenant SESCO
- Aggregates – Granite & Limestone
- Gypsum & Fly Ash expanding
- New lumber business
- Dry bulk forecast to increase 1% and general cargo to increase by 9% for FY21



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## Shipbuilding & Repair

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



TAMPASHIP



Slide 27

## Cruise

- Prior to Covid 19, Port Tampa Bay was poised for record year of 1.3M passengers in FY21
- March 2020:
  - Cruise Line Industry Association (CLIA), on behalf of cruise lines operating in the U.S. announces voluntary suspension of cruise operations.
  - Centers for Disease Control (CDC) issues a 'No Sail Order' for cruise ships operating in the U.S.
- Staff working in close collaboration with cruise lines, industry associations and partners to prepare for a safe return to sailing.



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# Containers

- Huge, expanding Central Florida market
- BCO supply chain sales strategy – Executive Shippers’ Council
- Working with our carriers to support new services
- Expanding terminal capacity
- Priorities:
  - Attracting new Latin American services
  - Developing exports
  - Attracting new DCs and manufacturers
- Container TEUs up 22% in FY20 and projected to reach 150,000 TEUs in FY21, an increase of 18%



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# Executive Shippers Council – Local Tampa Market

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# Supply Chain Strategy Cost Savings For Inland Trucking



## Trucking Advantage

Savings: Average truck cost savings of \$800+ per container when shipped through Tampa compared to other east coast ports.

Increased Capacity: 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 DOT hours of service rules.

Operational Efficiency: Truck service to Central Florida from other regional ports  
Miami/Port Everglades, FL  
Jacksonville, FL  
Savannah, GA  
Charleston, SC  
Limited to 1 or less deliveries a day

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

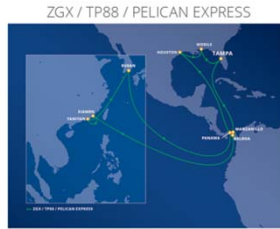
Northbound Advantages: Competitive outbound Florida trucking rates via Tampa due to size of Florida market and heavy inbound truck traffic.

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# New Asia-Direct Container Services



Service	Ports			
GME / GMX / GCC2	Shanghai	Ningbo	Xiamen	Yantai
Asia to Tampa	35	34	32	31
Tampa to Asia	27	29	31	32



Service	Ports		
ZGX / TP88 / Pelican Express	Xiamen	Yantai	Busan
Asia to Tampa	36	33	30
Tampa to Asia	30	33	35



## Latin America

Central America, Caribbean, South America



Costa Rica



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### Expanding Global Service Connections – Latin America

- New Supply Chain Solutions for Latin America, Florida & the Southeast
- Focus on Central/South America, Mexico & Caribbean

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### Container Terminal Expansion

- Renewed agreement and long-term partnership with Ports America
- Terminal expansion now underway:
  - Increased storage from 67 acres to 97 acres
  - Berth extension planned from 3200 to 4500 feet
  - New gate
  - Additional gantry cranes

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## Refrigerated

### On Dock Cold Storage Facility

134,000 sq ft. state of the art:

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

*"Chiquita is very pleased with this first shipment of bananas through Port Tampa Bay as a new entry Port for the distribution of our fresh fruit into the Continental US market."*  
 - Manrique Bermudez, Logistics Director for Chiquita Brands International



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## Container Terminal Expansion



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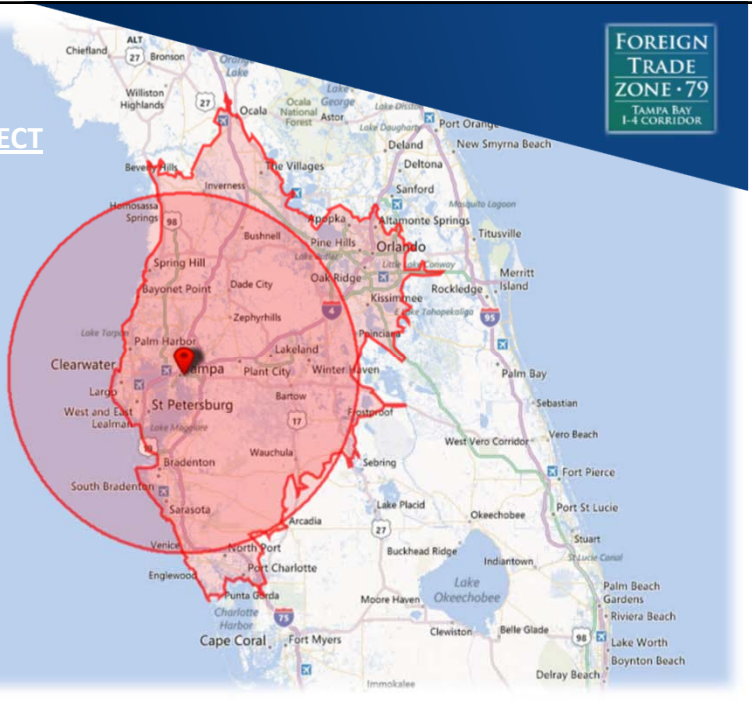
## Foreign Trade Zone #79

### TAMPA BAY/I-4 CORRIDOR FTZ PROJECT

- Offers cost savings on customs duties, taxes and merchandise processing fees to firms involved with qualified importing, exporting, manufacturing and distribution activities

### 2020 COVID INCENTIVE PROGRAMS

- COVID-19 Application Fee Waiver Program
- Third-Party FTZ Service Provider Annual Fee Deferral Program



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## Business Development



**Priorities & Next Steps:**

- Continued focus on diversification and new opportunities, including:
  - Autos
  - Manufacturing for exports
  - Distribution centers
  - New break bulk & bulk opportunities

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## FY2021 Personnel Expense Assumptions



- **No new positions**
  - **Filling of current vacancies deferred when possible to align with evolving business requirements**
- **Decreased personnel expense for off-duty Deputies working cruises**
- **No market equity, merit increases, or bonus included in budget**
- **Increases in health insurance premiums and FRS contributions**

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## FY2021 Promotional Expense Assumptions



- **Promotional Expenses increase over FY20 projections**
  - **Projected to resume travel in second quarter of FY21**
- **Includes Business Development related expenses**
  - **Business Development travel**
  - **Cargo brochures**
  - **Advertising**
- **Continued advertising for cold storage facility**
- **Continued marketing for container lines**
  - **Asia and Latin America**
- **Marketing of PTB property**

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## FY2021 Administrative Expense Assumptions



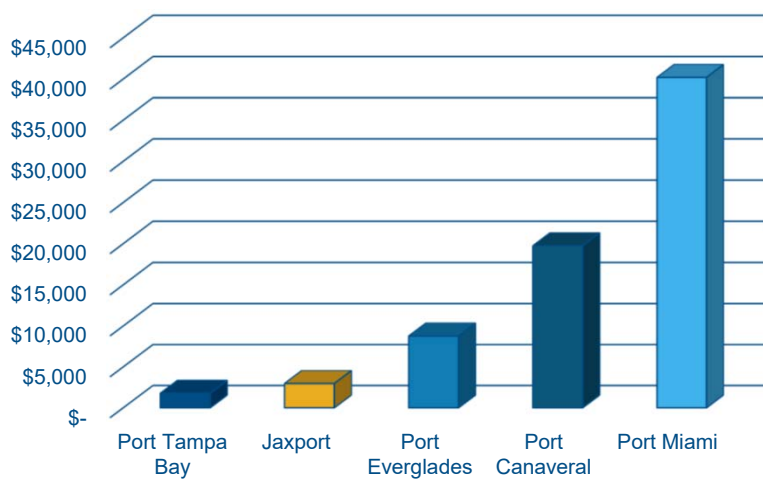
- Administrative expenses increase due to:
  - Increased costs for contractual services
    - HCSO, contract security, consultants
- Security expenses increase
  - Security costs make up approximately 29% of total Operating Expenses in FY21 budget
- Property and casualty insurance program costs increase slightly

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## Comparison of Security Costs at Florida Ports



### Security Costs per Acre



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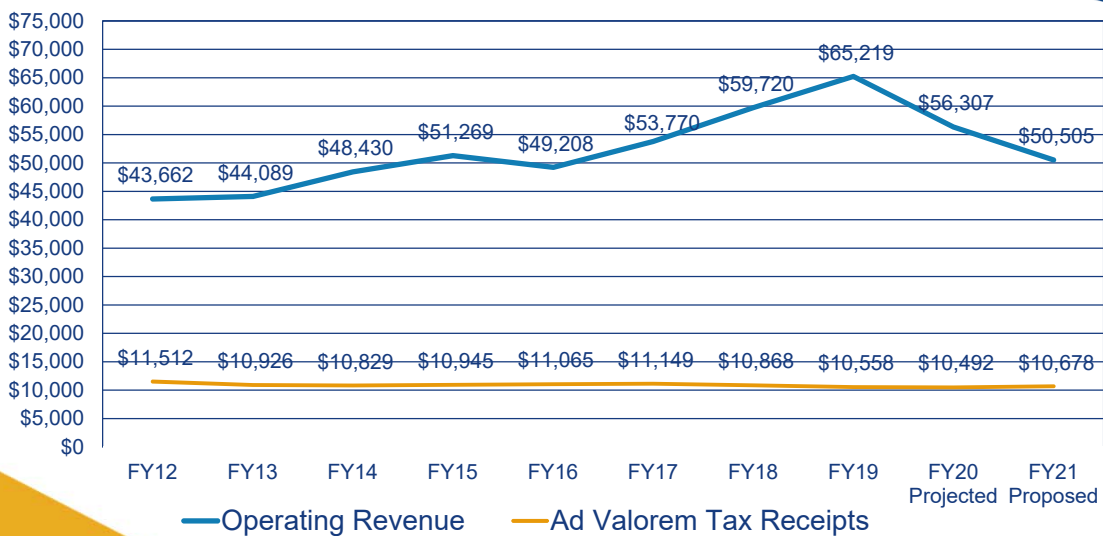
## FY2021 Non-Operating Items



- Ad valorem millage rate drops to **\$.0990 mills (per \$1,000 valuation)**
  - Below rolled-back rate
- Anticipate recognizing **\$10 million in grant revenue from State and Federal funding sources**

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## Operating Revenue & Ad Valorem Tax Receipts - Ten Year Trend (in thousands)



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**PORT TAMPA BAY**  
REROUTE YOUR THINKING™

**BUDGET WORKSHOP  
CAPITAL IMPROVEMENT PROGRAM FY21**

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### 2020 Capital Project Recap


**PORT TAMPA BAY**  
REROUTE YOUR THINKING™

<b>Board Approved FY 2020 Capital Program (in millions)</b>	<b><u>\$ 76.0</u></b>
Board Approved Capital Projects	
Hookers Point Development	4.5
Capital Equipment & Expenses	5.9
Engineering Contracts/Annual Contracts	8.8
Cruise Terminal Improvements	0.5
Dredging & Spoil Islands	6.9
Port Redwing Improvements	5.4
Security Improvements	<u>1.1</u>
<b>Board Approved FY 2020 Capital Program (in millions)</b>	<b><u>\$ 33.0</u></b>
<b>Deferred Capital Projects to FY 2020/21</b>	
Hookers Point Development (Transload Warehouse; Cranes, Berth 218 Desig	18.0
Other - Tenant Improvements, Land, Infrastructure	8.0
Cruise Terminal Improvements	7.0
Port Redwing Development	5.6
Rail & Road Improvements	1.8
Security Improvements	<u>2.6</u>
<b>Total Major Projects Deferred to FY 2020/21</b>	<b><u>\$ 43.0</u></b>

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## 2020 Capital Project completed/ongoing

### Completed Projects in FY 20 (in millions)

Hookers Point Improvements (Berth 211)	\$ 19.6
Annual Maintenance Dredging	\$ 2.5
Cruise Terminal Improvements (Cruise Terminal No. 3)	\$ 0.4
<b>Total Completed Projects</b>	<b>\$ 22.5</b>

### On-Going Projects in FY 20 (in millions)

Hookers Point Improvements (Berth Berth 214 Upland Imprv. - Phase 2 and Emergency Access Road)	\$ 6.0
Port Redwing Development (Rail Extension & Road Improv.)	\$ 5.4
Dredging (Big Bend Navigation Aids)	\$ 1.3
<b>Total On-Going Capital Projects</b>	<b>\$ 12.7</b>

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## Major Capital Projects Completed in FY20 / Ongoing Projects

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## Hooker's Point – Berth 211 Upland Improvements

### Project Description -

- Container storage yard, paving approx. 23 acres
- Storm water facility/vault
- Terminal development & improvements
- Fire protection
- Utilities relocation
- New Emergency Access Road



Completed – late Fall 2020

### Estimated cost - \$20.9M

- Funded by state grants, 2018 PTB bonds, port revenues and ad valorem



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## Maintenance Dredging: Port & Private Berths



### Project Description:

- General/maintenance dredging portwide
- 2019 -2020 Dredge Season: removed approx. 120,000 CY material
- Dredge material disposal on Spoil Island



Contract completion date: August 31, 2021

Project Cost: \$2.5M

Funded by state grant, harbor master fees and ad valorem

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## Hooker's Point – Berth 214 Upland Improvements



### Project Description:

- Phased surcharge and improvements
- Total approx. 21 Acres Berth 214 - Container Cargo Yard
  - Surcharge approx. 12 acres of uplands
- Import approximately 77,000 cubic yards of hard limestone base rock to create the 20-foot high surcharge
- Upon phase completion, base rock would be reused to complete the construction Berth 214 container cargo yard

Estimated completion date:  
Summer 2022

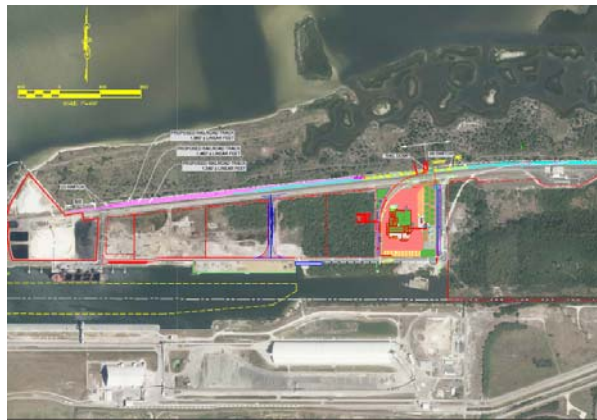
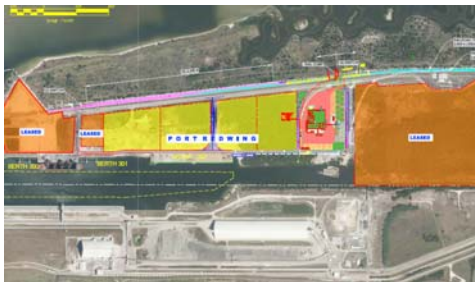
Estimated Project Cost: \$4.5M  
Funded by state grant and port revenue

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## Port Redwing - Railroad Extension

### Project description –

- Extend current rail (7,200 ft.) by an additional 5,600 ft.
- Ability to accommodate unit trains to be used by Ardent Mills and other tenants



Estimated project completion date – Spring 2021

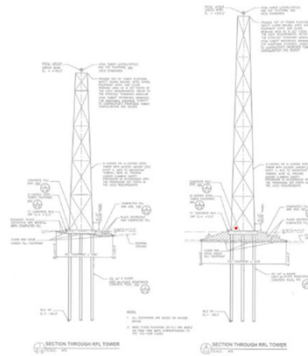
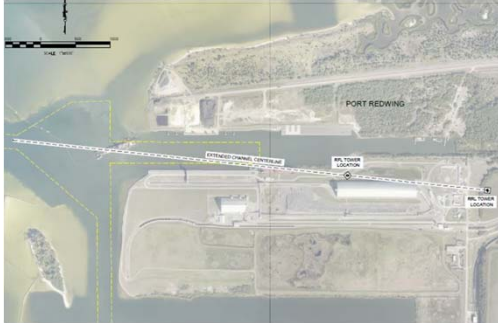
Estimated project cost – \$6M

- Funded by state grant and ad valorem

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## Big Bend Channel - Navigational Aids



### Project Description:

- Demolish and install 2 waterside range markers
- Demolish and install 2 upland range markers

Estimated completion date: Fall 2020

Estimated project cost: \$1.7M

- Funded by Project Partnership/Big Bend Channel refund

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## Proposed Capital Improvement Program FY 2021

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## Proposed FY 2021 Capital Budget



### Major New Projects (in millions)

Gantry Cranes	\$ 24.0
Transload Warehouse	\$ 15.4
Engineering/Annual Contracts	\$ 7.6
General Government Services	\$ 6.0
Tenant Improvements	\$ 3.5
Maintenance Dredging	\$ 3.0
Security Improvements	\$ 2.4
Roadway Improvements (Hooker's Point)	\$ 2.0
Cruise Terminal Improvements	\$ 1.0
Berth 214 Uplands (Design/Permitting)	\$ 1.0
Port Redwing Improvements	\$ 0.8
Land Acquisitions	\$ 0.8
Other - Tenant Improvements, Land, Infrastructure	\$ 0.7
East Port Development	\$ 0.4
<b>Total Proposed CIP FY21 Budget</b>	<b>\$ 68.4</b>

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### Gantry Cranes

#### Project Description:

- 2 New Post Panamax Cranes
- 174 ft. outreach; 19 box wide container ship; accommodate 9,500 TEU ships
- Landside Infrastructure
- Crane Rail Extension
- Spare parts

Estimated completion date:  
Fall 2022

Estimated project cost: \$24M

- Funded by ad valorem taxes, 2018 PTB bonds and lease with Ports America



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## Berth 214 Upland Design

### Project Description:

- Permitting of approx. 21 acres of Container Yard, including storm drainage, electric, heavy pavement section, lighting and fire protection

Estimated Project Cost: \$1M

Estimated completion date: Fall 2021

Est. total cost of New Berth 214 & Upland Improvements - \$55M

Funded by – federal grant (\$19.8M), state grant (\$15.3M) and port revenues (\$20M)



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## Transload Warehouse

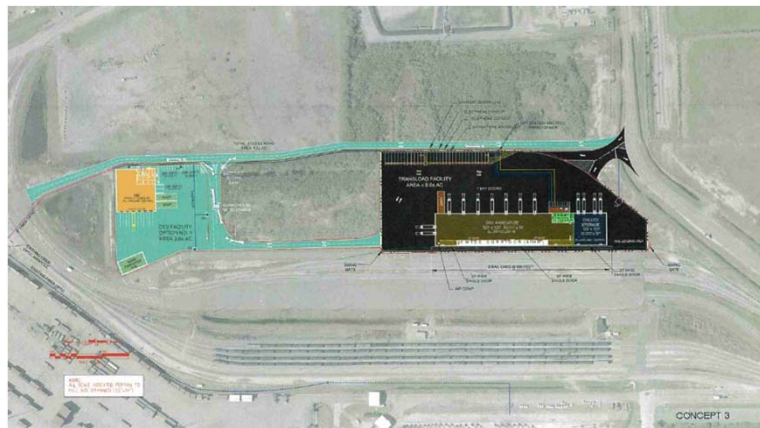
### Project Description:

- Design
- Construction – MOL 88,000 SF
- Lease negotiated – (On-line Transport)

Est. Project Cost: \$15.4M

Est. completion date: Spring 2022

Funded by SIB loan, 2018 PTB bonds and port revenues



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## FY 2021 Funding Sources for Capital Projects

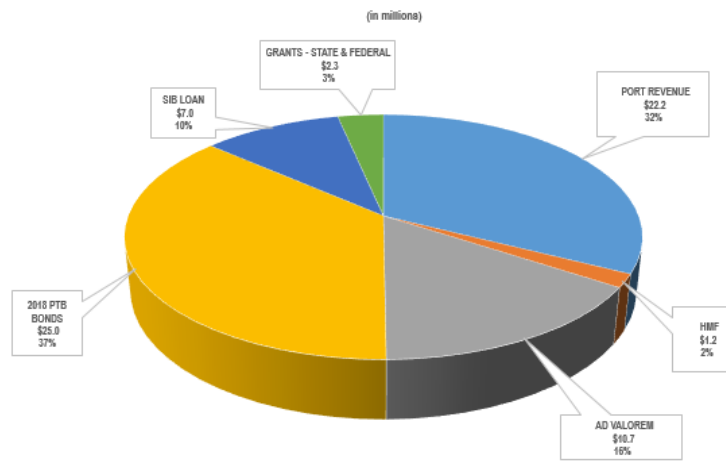
FUNDING SOURCES	AMOUNT	% OF FUNDING
	(in millions)	TOTAL
Port Revenues	\$ 22.2	32%
2018 PTB Bond Revenue	25.0	37%
SIB Loan	7.0	10%
Ad Valorem	10.7	16%
* Grants (State & Federal)	2.3	3%
Harbor Master Fees	1.2	2%
<b>Funding Total</b>	<b>\$ 68.4</b>	<b>100%</b>

\*Total Grant funds:

- Committed grants for on-going projects - \$17.7M
- Committed grants for future projects - \$37.7M

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## Proposed FY 2021 Capital Budget



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**BUDGET WORKSHOP  
CAPITAL IMPROVEMENT PROGRAM FY21**

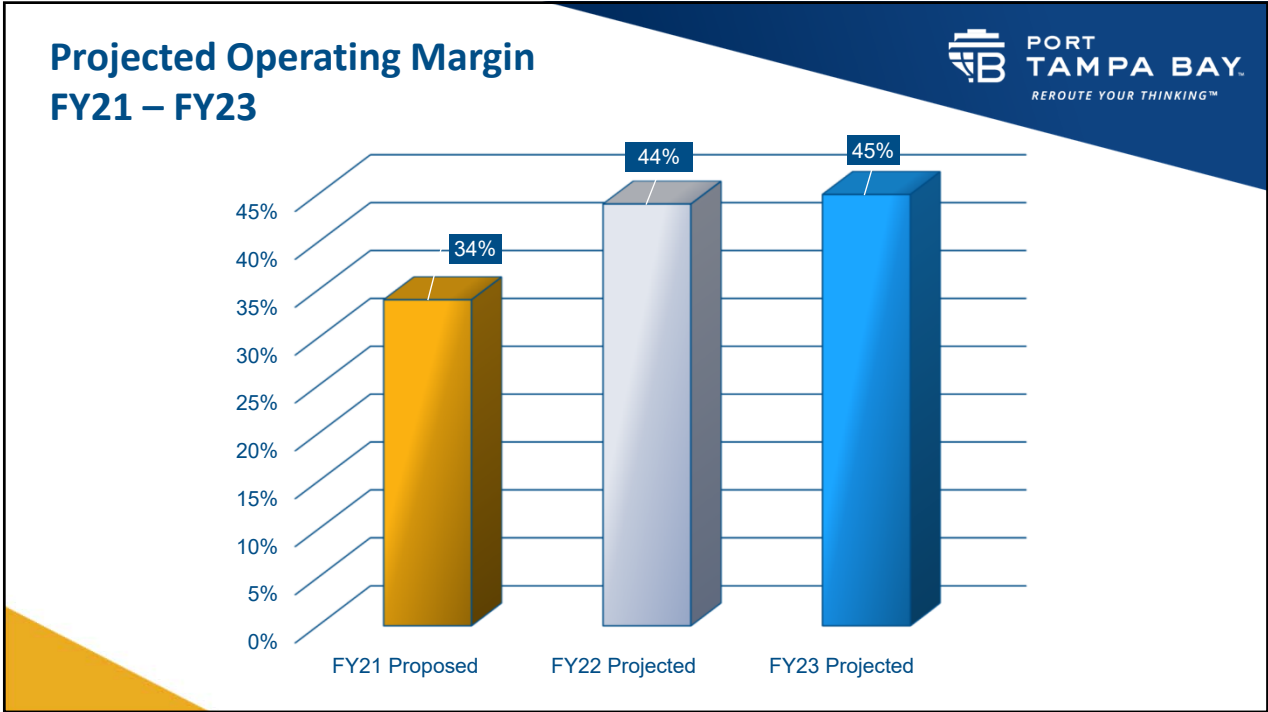
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**Three-Year Comparative Statement  
Of Revenues and Expenses**

*(in thousands)*

	FY21 Proposed	FY22 Projected	FY23 Projected
Total Operating Revenue	\$ 50,505	\$ 62,200	\$ 65,310
Total Operating Expense	\$ (33,138)	\$ (34,132)	\$ (35,156)
<b>Operating Income</b>	<b>\$ 17,367</b>	<b>\$ 28,068</b>	<b>\$ 30,154</b>
Non-Operating Revenue / (Expense)	\$ (3,701)	\$ (4,250)	\$ (5,000)
Net Income Excl Grants / Ad Valorem	\$ 13,666	\$ 23,818	\$ 25,154
Ad Valorem Tax Receipts	\$ 10,678	\$ 10,500	\$ 10,400
Net Income Excl Grants	\$ 24,344	\$ 34,318	\$ 35,554

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### FY2021 Public Hearing Dates

**Preliminary Millage Rate and Budget Public Hearing  
is scheduled for  
*Wednesday, September 9, 2020 at 5:01 pm***

**Final Millage Rate and Budget Public Hearing  
is scheduled for  
*Wednesday, September 23, 2020 at 5:01 pm***

**Meeting format to be announced**

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 **PORT  
TAMPA BAY.**  
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**FY2021 BUDGET WORKSHOP**  
**August 20, 2020**

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**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
TENTATIVE MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2020-2021  
SEPTEMBER 09, 2020  
via COMMUNICATIONS MEDIA TECHNOLOGY  
USING THE ZOOM PLATFORM**

The Public Hearing was called to order at 5:01 p.m. with the following Tampa Port Authority, d/b/a Port Tampa Bay (PTB) Board of Commissioners (Board) members virtually present: Mr. Stephen W. Swindal, Chairman; Mr. Chad Harrod, Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; The Honorable Sandra Murman, Commissioner; Mr. Hung T. Mai, P.E., Commissioner; and Mr. Ted Conner, Commissioner. Absent was Mayor Jane Castor, Commissioner.

The following senior management were virtually present: Mr. Paul Anderson, President and CEO, Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Mr. Ram Kancharla, Vice President of Planning and Economic Development; Mr. Mark Dubina, Vice President of Security; Mr. Lane Ramsfield, Vice President of Real Estate; Ms. Joanne Toledo, Vice President of Human Resources, Mr. Wade Elliott, Vice President of Business Development; and Mr. Clay Hollis, Chief of Staff.

Chairman Swindal stated the purpose of the Public Hearing was to allow for public comment on the Tampa Port Authority's, d/b/a Port Tampa Bay (PTB) Tentative Millage Rate and Budget for Fiscal Year 2020–2021. He also informed any members of the public that were in virtual attendance 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.

Due to technical challenges, Mr. Charles Klug made the opening statement on behalf of Mr. Anderson. Mr. Klug stated that, in accordance with Florida Statutes, the first issue to bring before the Board was PTB's Tentative Millage Rate for Fiscal Year 2020-2021. Based on the financial projections to be shown, Port Staff recommended reducing the millage rate to \$.0990 per \$1,000 valuation for Fiscal Year 2020-2021. Mr. Klug further stated that millage rate was below the rolled-back rate of \$.0992 per \$1,000 valuation. Mr. Klug emphasized that PTB 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 asked Mr. David Delac to present an overview of the Fiscal Year 2020-2021 Tentative Budgeted Financial Information on which the tentative millage rate was based. Mr. Klug concluded that in Mr. Delac's overview would be discussion of TPA's total FY2020-2021 Budget in the amount of \$140,902,293.

Mr. Delac presented an overview of the Fiscal Year 2020-2021 Budget and stated that none of the data that she was about to present had changed from the data presented at the August 20, 2020 Budget Workshop. Mr. Delac stated that for FY2019-2020, PTB levied a millage rate of \$.1050 mills. As approved by the Board at the June 16, 2020 Board meeting, PTB staff recommends reducing the millage rate from \$.1050 mills to

.0990 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0992 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2020-2021 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2020–2021 Budget Summary, which reflected all of PTB's cash inflows and outflows projected in FY2020–2021. The Budget Summary total was \$140,902,293.

The Tampa Port Authority Tentative Millage Rate & FY2021 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac recommended that the Board approve the reduction of the Tampa Port Authority's Tentative Millage Rate to \$.0990 per \$1,000 valuation for Fiscal Year 2020–2021, which was below the rolled-back rate of \$.0992 per \$1,000 valuation.

Chairman Swindal opened the floor first for public comments on the proposed Tentative Millage Rate for Fiscal Year 2020-2021.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Tentative Millage Rate for Fiscal Year 2020-2021. Commissioner Murman, seconded by Commissioner Mai, moved to adopt the Tampa Port Authority's Fiscal Year 2020-2021 Tentative Millage Rate of .0990 per \$1,000 valuation. This millage rate is below the rolled back rate of .0992 per \$1,000 valuation. The motion carried six to zero with Mayor Castor being absent.

Chairman Swindal opened the floor for public comment for the proposed Tentative Budget for Fiscal Year 2020-2021.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Tentative Budget for Fiscal Year 2020-2020 of \$140,902,293.

Commissioner Harrod, seconded by Commissioner Allman, moved to adopt the Tentative Budget of \$140,902,293 for Fiscal Year 2020-2021. The motion carried six to zero with Mayor Castor being absent.

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There being no further business, Chairman Swindal adjourned the Public Hearing at 5:09 p.m.

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Stephen W. Swindal, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer




 **PORT  
TAMPA BAY**  
*REROUTE YOUR THINKING™*

**FY 2021 BUDGET  
TENTATIVE MILLAGE RATE AND BUDGET  
PUBLIC HEARING  
September 9, 2020**

Slide 1

**FY 2021 Millage Rate and  
FY 2021 Budget**

 **PORT  
TAMPA BAY**  
*REROUTE YOUR THINKING™*

- **Welcome to the Tampa Port Authority’s Tentative Public Hearing for the FY2021 Millage rate and the FY2021 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.**

Slide 2

## FY 2021 Millage Rate and FY 2021 Budget

- FY2019 millage rate \$.1150 mills
- FY2020 millage rate \$.1050 mills
- FY2021 millage rate \$.0990 mills
- Rolled-back rate per Florida Statutes \$.0992

Slide 3

## Two-Year Comparative Statement of Revenues and Expenses FY 2020 – FY 2021

<i>(in thousands)</i>	FY20 Projected	FY21 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 37,491	\$ 31,336
Rentals	\$ 18,116	\$ 18,581
Other Operating	\$ 700	\$ 588
<b>Total Operating Revenue</b>	<b>\$ 56,307</b>	<b>\$ 50,505</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,778	\$ 16,969
Promotional	\$ 881	\$ 1,285
Administrative	\$ 14,221	\$ 14,884
<b>Total Operating Expense</b>	<b>\$ 31,880</b>	<b>\$ 33,138</b>
<b>Operating Income</b>	<b>\$ 24,427 43%</b>	<b>\$ 17,367 34%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,492	\$ 10,678
Ad Valorem Tax Payments	\$ (481)	\$ (485)
Interest Income	\$ 958	\$ 240
Interest Expense	\$ (3,925)	\$ (4,455)
Other, Net	\$ (757)	\$ 999
<b>Net Non-Operating Revenue</b>	<b>\$ 6,287</b>	<b>\$ 6,977</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 30,714</b>	<b>\$ 24,344</b>
Grant Revenue	\$ 6,807	\$ 10,150
<b>Net Income</b>	<b>\$ 37,521</b>	<b>\$ 34,494</b>

Slide 4



## Carryover FY 2020 Capital Projects

### FY2020 On-going Projects (in millions)

<b>Hookers Point Improvements</b>	<b>\$ 6.0</b>
(Berth 214 Upland Improvements Ph. 2 & Emergency Access Road)	
<b>Port Redwing Development</b>	<b>\$ 5.4</b>
(Rail Extension & Road Improvement)	
<b>Dredging</b>	<b>\$ 1.3</b>
(Big Bend Navigational Aids)	

<b>Total Carryover Capital Projects</b>	<b>\$12.7</b>
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Slide 5

## Proposed FY 2021 Capital Budget

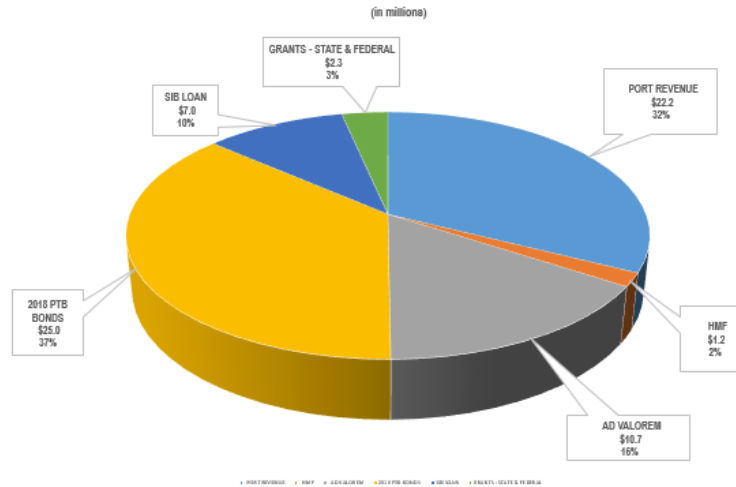


### Major New Projects (in millions)

Gantry Cranes	\$ 24.0
Transload Warehouse	\$ 15.4
Engineering/Annual Contracts	\$ 7.6
General Government Services	\$ 6.0
Tenant Improvements	\$ 3.5
Maintenance Dredging	\$ 3.0
Security Improvements	\$ 2.4
Roadway Improvements (Hooker's Point)	\$ 2.0
Cruise Terminal Improvements	\$ 1.0
Berth 214 Uplands (Design/Permitting)	\$ 1.0
Port Redwing Improvements	\$ 0.8
Land Acquisitions	\$ 0.8
Other - Tenant Improvements, Land, Infrastructure	\$ 0.7
East Port Development	\$ 0.4
<b>Total Proposed CIP FY21 Budget</b>	<b>\$ 68.4</b>

Slide 6

# Proposed FY 2021 Capital Budget



Slide 7

# FY 2021 Budget Summary

**BUDGET SUMMARY  
TAMPA PORT AUTHORITY  
Fiscal Year 2020 - 2021**

**THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 3.0% LESS THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES**

	ENTERPRISE FUND
<b>NET CASH CARRIED FORWARD:</b>	<b>\$ 61,079,699</b>
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.0990 mills)	\$ 10,678,241
Charges for Services	\$ 50,504,853
Grants and Donations	\$ 10,150,000
Interest Income	\$ 240,000
Miscellaneous Income incl Debt Proceeds	\$ 8,249,500
<b>Total Estimated Revenues</b>	<b>\$ 79,822,594</b>
<b>Total Appropriated Revenues and Funds</b>	<b>\$ 140,902,293</b>
<b>EXPENDITURES/EXPENSES:</b>	
General Government Services, Operating	\$ 33,138,327
Debt Service P&I	\$ 15,245,047
	<b>\$ 48,383,374</b>
Carried Over Capital Projects from Prior Years	\$ 12,705,210
General Government Services, Equipment & Other	\$ 6,038,707
New Capital Projects - FY 2021	\$ 62,427,800
<b>Proposed Expenditures for Capital Projects</b>	<b>\$ 81,171,717</b>
<b>Fund Balances/Reserves</b>	<b>\$ 11,347,202</b>
<b>Total Appropriated Expenditures and Reserves</b>	<b>\$ 140,902,293</b>

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

Slide 8



## FY 2021 Public Hearing Dates



**Final Millage Rate and Budget Public Hearing  
is scheduled for  
Wednesday, September 23, 2020 at 5:01 pm**

**Meeting format to be announced**

Slide 9

**PORT TAMPA BAY**  
REROUTE YOUR THINKING™

**FY2021 BUDGET  
TENTATIVE MILLAGE RATE AND BUDGET  
PUBLIC HEARING  
September 9, 2020**

Slide 10

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
FINAL MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2020-2021  
SEPTEMBER 23, 2020  
via COMMUNICATIONS MEDIA TECHNOLOGY USING THE ZOOM PLATFORM**

The Public Hearing was called to order at 5:01 p.m. with the following Tampa Port Authority, d/b/b Port Tampa Bay (PTB) Board of Commissioners (Board) members present: Mr. Stephen W. Swindal, Chairman; Mr. Chad W. Harrod, Vice Chairman; Mr. Hung T. Mai, P.E., Commissioner; Mr. Ted Conner, Commissioner and The Honorable Sandra Murman; Commissioner. Absent was Mr. Patrick H. Allman, Secretary/Treasurer, and Mayor Jane Castor, Commissioner.

The following senior management were present: Mr. Paul Anderson, President/CEO; Mr. David Delac, Chief Financial Officer; and Mr. Charles Klug, Principal Counsel.

Chairman Swindal stated the purpose of the Public Hearing was to allow for public comment on PTB's Final Millage Rate and Final Budget for Fiscal Year 2020–2021. 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 PTB's Final Millage Rate for Fiscal Year 2020-2021. Based on the financial projections to be shown, Port Staff recommended reducing the millage rate to \$.0990 per \$1,000 valuation for Fiscal Year 2020-2021. Mr. Anderson further stated that millage rate was below the rolled-back rate of \$.0992 per \$1,000 valuation. Mr. Anderson emphasized that PTB 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 then asked Mr. David Delac to present an overview of the Fiscal Year 2020-2021 Budget based upon the proposed millage rate. Included in Mr. Delac's overview would be a discussion of PTB's total FY2020-2021 Budget in the amount of \$140,902,293.

Mr. Delac presented an overview of the Fiscal Year 2020-2021 Budget and stated that none of the data that she was about to present had changed from the data presented at the August 20, 2020 Budget Workshop or the September 9, 2020 Public Hearing. Mr. Delac stated that in FY2019-2020, PTB levied a millage rate of \$.1050 mills. As approved by the Board at the June 16, 2020 Board meeting, PTB staff recommends reducing the millage rat from \$.1050 mills to \$.0990 mills. Mr. Delac noted that this was below the rolled-back rate of \$0992 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2020-2021 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2020–2021 Budget Summary, which

reflected, the two-year comparative statement of revenue and expenses for FY2020 to FY2021, capital budget, and the Budget Summary, which had a total of \$140,902,293.

The Tampa Port Authority, d/b/a Port Tampa Bay Final Public Hearing FY2021 Millage Rate & FY2021 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac recommended that staff recommended reducing PTB's Millage Rate to \$.0990 per \$1,000 valuation for Fiscal Year 2020–2021, which was below the rolled-back rate of \$.0992 per \$1,000 valuation.

Chairman Swindal opened the floor first for public comments on the proposed Millage Rate for Fiscal Year 2020-2021.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Final Millage Rate for Fiscal Year 2020-2021. Commissioner Murman, seconded by Commissioner Harrod, moved to adopt the Tampa Port Authority's Fiscal Year 2020-2021 Final Millage Rate of \$.0990 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.0992 per \$1,000 valuation. The motion carried four to zero with Commissioner Allman and Mayor Castor being absent.

Chairman Swindal opened the floor for public comment for the proposed Budget for Fiscal Year 2020-2021.

There were no public comments.

Chairman Swindal asked for a motion to adopt the Budget for Fiscal Year 2020-2021 of \$140,902,293.

Commissioner Murman, seconded by Commissioner Mai, moved to adopt the Budget of \$140,902,293 for Fiscal Year 2020-2021. The motion carried four to zero with Commissioner Allman and Mayor Castor being absent.

[ The remainder of this page left intentionally blank. ]

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

---

Stephen W. Swindal, Chairman

ATTEST:

---

Patrick H. Allman, Secretary/Treasurer




 **PORT TAMPA BAY**  
*REROUTE YOUR THINKING™*

**FY 2021 BUDGET  
FINAL MILLAGE RATE AND BUDGET  
PUBLIC HEARING  
September 23, 2020**

Slide 1

**FY 2021 Millage Rate and  
FY 2021 Budget**

 **PORT TAMPA BAY**  
*REROUTE YOUR THINKING™*

- **Welcome to the Tampa Port Authority’s Final Public Hearing for the FY2021 Millage rate and the FY2021 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.**

Slide 2

## FY 2021 Millage Rate and FY 2021 Budget



- FY2019 millage rate \$.1150 mills
- FY2020 millage rate \$.1050 mills
- FY2021 millage rate \$.0990 mills
- Rolled-back rate per Florida Statutes \$.0992

Slide 3

## Two-Year Comparative Statement of Revenues and Expenses FY 2020 – FY 2021



<i>(in thousands)</i>	FY20 Projected	FY21 Proposed
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 37,491	\$ 31,336
Rentals	\$ 18,116	\$ 18,581
Other Operating	\$ 700	\$ 588
<b>Total Operating Revenue</b>	<b>\$ 56,307</b>	<b>\$ 50,505</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,778	\$ 16,969
Promotional	\$ 881	\$ 1,285
Administrative	\$ 14,221	\$ 14,884
<b>Total Operating Expense</b>	<b>\$ 31,880</b>	<b>\$ 33,138</b>
<b>Operating Income</b>	<b>\$ 24,427 43%</b>	<b>\$ 17,367 34%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,492	\$ 10,678
Ad Valorem Tax Payments	\$ (481)	\$ (485)
Interest Income	\$ 958	\$ 240
Interest Expense	\$ (3,925)	\$ (4,455)
Other, Net	\$ (757)	\$ 999
<b>Net Non-Operating Revenue</b>	<b>\$ 6,287</b>	<b>\$ 6,977</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 30,714</b>	<b>\$ 24,344</b>
Grant Revenue	\$ 6,807	\$ 10,150
<b>Net Income</b>	<b>\$ 37,521</b>	<b>\$ 34,494</b>

Slide 4



## Carryover FY 2020 Capital Projects

### FY2020 On-going Projects (in millions)

<b>Hookers Point Improvements</b>	<b>\$ 6.0</b>
(Berth 214 Upland Improvements Ph. 2 & Emergency Access Road)	
<b>Port Redwing Development</b>	<b>\$ 5.4</b>
(Rail Extension & Road Improvement)	
<b>Dredging</b>	<b><u>\$ 1.3</u></b>
(Big Bend Navigational Aids)	

<b>Total Carryover Capital Projects</b>	<b>\$12.7</b>
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Slide 5

## Proposed FY 2021 Capital Budget

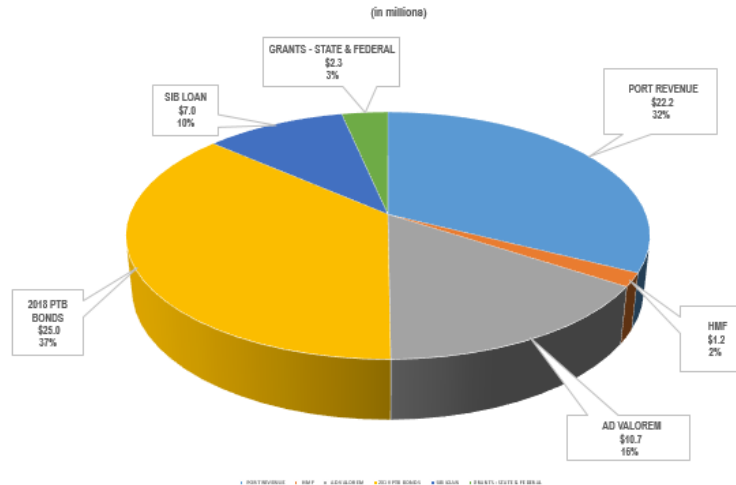


### Major New Projects (in millions)

Gantry Cranes	\$ 24.0
Transload Warehouse	\$ 15.4
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Cruise Terminal Improvements	\$ 1.0
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Port Redwing Improvements	\$ 0.8
Land Acquisitions	\$ 0.8
Other - Tenant Improvements, Land, Infrastructure	\$ 0.7
East Port Development	\$ 0.4
<b>Total Proposed CIP FY21 Budget</b>	<b>\$ 68.4</b>

Slide 6

# Proposed FY 2021 Capital Budget



Slide 7

# FY 2021 Budget Summary

**BUDGET SUMMARY  
TAMPA PORT AUTHORITY  
Fiscal Year 2020 - 2021**

**THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 3.0% LESS THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES**

	ENTERPRISE FUND
<b>NET CASH CARRIED FORWARD:</b>	<b>\$ 61,079,699</b>
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.0990 mills)	\$ 10,678,241
Charges for Services	\$ 50,504,853
Grants and Donations	\$ 10,150,000
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Miscellaneous Income incl Debt Proceeds	\$ 8,249,500
<b>Total Estimated Revenues</b>	<b>\$ 79,822,594</b>
<b>Total Appropriated Revenues and Funds</b>	<b>\$ 140,902,293</b>
<b>EXPENDITURES/EXPENSES:</b>	
General Government Services, Operating	\$ 33,138,327
Debt Service P&I	\$ 15,245,047
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Carried Over Capital Projects from Prior Years	\$ 12,705,210
General Government Services, Equipment & Other	\$ 6,038,707
New Capital Projects - FY 2021	\$ 62,427,800
<b>Proposed Expenditures for Capital Projects</b>	<b>\$ 81,171,717</b>
<b>Fund Balances/Reserves</b>	<b>\$ 11,347,202</b>
<b>Total Appropriated Expenditures and Reserves</b>	<b>\$ 140,902,293</b>

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

Slide 8



 **PORT  
TAMPA BAY™**  
*REROUTE YOUR THINKING™*

**FY2021 BUDGET  
FINAL MILLAGE RATE AND BUDGET  
PUBLIC HEARING  
September 23, 2020**

Slide 9

**Port Tampa Bay**  
**Budgetary Comparative Statement of Revenues and Expenses**  
**For the fiscal year ending September 2020**

	<i>[Preliminary]</i>			
	Budget	Actual	Favorable (Unfavorable)	%
<b>Description</b>				
Port Usage Fees	44,568,817	37,515,498	(7,053,319)	-15.8%
Rentals	17,109,857	18,109,384	999,527	5.8%
Other Operating	590,192	706,343	116,151	19.7%
<b>Operating Revenue</b>	<b>62,268,866</b>	<b>56,331,225</b>	<b>(5,937,641)</b>	<b>-9.5%</b>
Personnel	17,581,272	16,702,027	879,245	5.0%
Promotional	1,213,248	857,929	355,319	29.3%
Administrative	15,373,920	14,598,176	775,744	5.0%
<b>Operating Expense</b>	<b>34,168,440</b>	<b>32,158,132</b>	<b>2,010,308</b>	<b>5.9%</b>
<b>Operating Income</b>	<b>28,100,426</b>	<b>24,173,093</b>	<b>(3,927,333)</b>	<b>-14.0%</b>
	45%	43%		
Interest Income	1,250,004	955,079	(294,925)	-23.6%
Interest Expense	(4,934,275)	(4,670,263)	264,012	-5.4%
Ad Valorem Tax Receipts	10,385,364	10,505,450	120,086	1.2%
Other, net	(355,220)	(385,189)	(29,969)	8.4%
<b>Non-Operating</b>	<b>6,345,873</b>	<b>6,405,077</b>	<b>59,204</b>	<b>0.9%</b>
<b>Net Income</b>	<b>34,446,299</b>	<b>30,578,170</b>	<b>(3,868,129)</b>	<b>-11.2%</b>

**SUBJECT: CONTRACT RENEWAL WITH THE HARTFORD LIFE INSURANCE COMPANY - PROVIDER OF EMPLOYEE BASIC TERM LIFE AND ACCIDENTAL DEATH AND DISMEMBERMENT GROUP INSURANCE**

**BACKGROUND:**

On September 18, 2018, the Port Tampa Bay (PTB) Board of Commissioners approved the award of the Employee Basic Term Life (Life) and Accidental Death and Dismemberment (AD&D) Group Insurance to The Hartford Life Insurance Company presented through Nelson Benefits Group (Nelson Benefits) to provide term insurance coverage for an initial term of one year with two one-year renewal options. The first-year renewal contract expires December 31, 2020.

**FACTS/COMMENTS:**

The Hartford/Nelson Benefits premium rates are guaranteed for the entire three years of the contract. Therefore, there is no increased cost associated with this renewal period. Currently, the approximate annual The Hartford/Nelson Benefits premium cost will not exceed \$40,000 based on Port Tampa Bay's payroll. The current life and accidental death and dismemberment coverage benefit is one and one half times an employee's annual salary. This benefit is offered at no cost to the employee though they do have the option of buying additional coverage at their own expense.

Port Tampa Bay staff recommends approval of the second (2) and final year renewal period for the Employee Basic Term Life and Accidental Death and Dismemberment Group Insurance with The Hartford/Nelson Benefits for the policy year January 1, 2021 through December 31, 2021 at a cost not to exceed \$40,000. Small Business Enterprise participation for this contract is currently exceeding the fifty-percent (50%) goal.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to exercise the second and final one-year renewal option with The Hartford Life Insurance Company effective January 1, 2021 through December 31, 2021, with premiums not to exceed \$40,000 per year, all subject to approval by Port counsel.

Board Meeting  
October 20, 2020  
Human Resources 256966

**SUBJECT: SUBMERGED LANDS LEASE WITH INNOVATIVE DESIGN LEADERS CORP.**

**BACKGROUND:**

Innovative Design Leaders Corp. (IDLC) owns upland property located at 10531 Moody Road on the Alafia River in Riverview, Florida and intends to operate a dry boat storage facility on the property. IDLC desires to lease approximately 5,398.7 square feet of submerged lands from Port Tampa Bay (PTB) adjacent to the uplands for a multi-slip docking facility and in accordance with Port Tampa Bay's Minor Work Permit No. 20-001.

**FACTS/COMMENTS:**

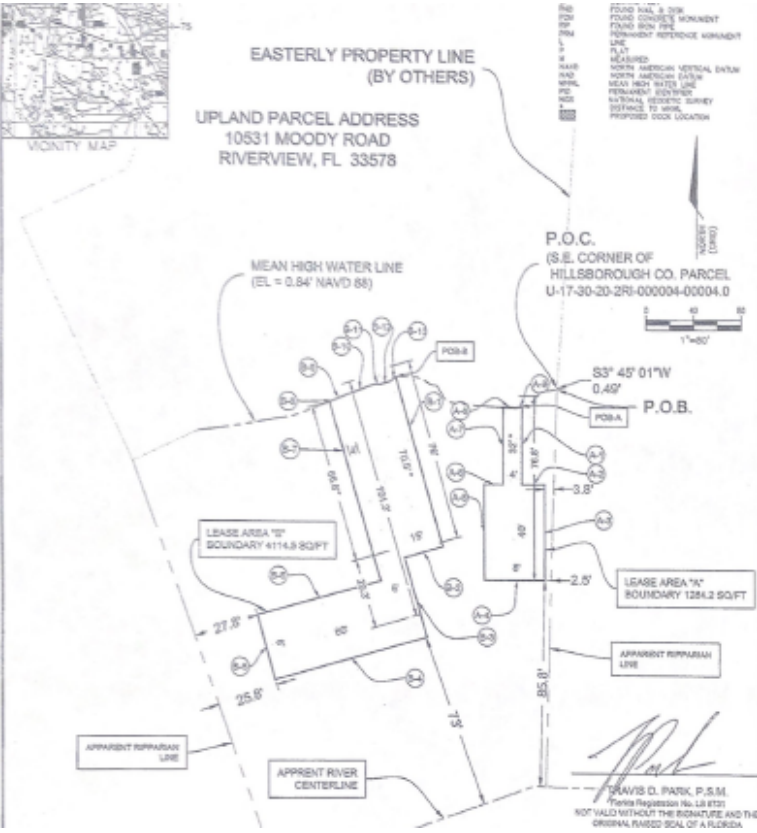
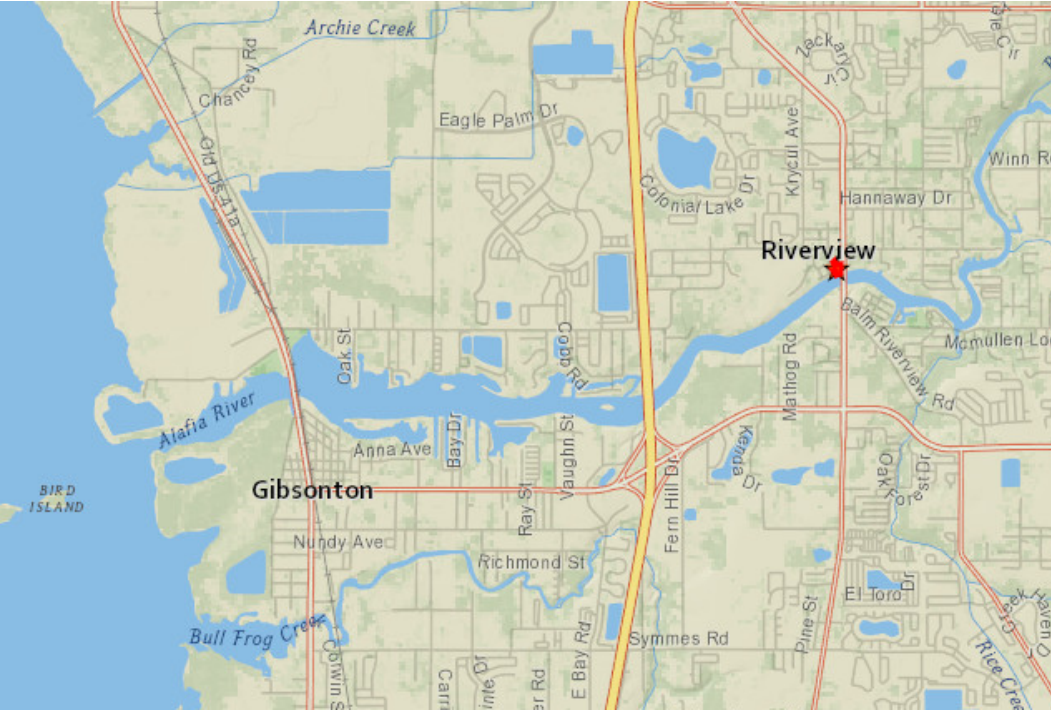
PTB staff negotiated the following terms with IDLC:

- Premises:** Approximately 5,398.7 square feet of submerged lands.
- Term:** The initial term would be for five (5) years commencing upon the execution of the Lease with four (4) lease extension options of five (5) years each, all subject to the review and approval of Port Tampa Bay.
- Rent:** Annual Rent for Lease Year 1 would be \$986.34, plus applicable taxes, based upon the PTB Submerged Lands Management Rules (Rules) rate of \$0.1827 per square foot. In addition, IDLC would pay a one-time fee twenty-five percent (25%) of the Base Fee, which would be \$246.59 plus applicable taxes. All future Rent would be calculated in accordance with the PTB's Rules.
- Use:** The Premises would be used solely as a multi-slip docking facility for the dry boat storage facility.
- Other:** IDLC would be responsible for all real estate taxes, site improvements, insurance, and maintenance of the Premises and compliance with all applicable laws and regulations.
- PTB Permit:** Minor Work Permit No. 20-001.
- Public Hearing:** A public hearing was held on September 30, 2020 and there were no objections.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Submerged Lands Lease with Innovative Design Leaders Corp., in accordance with the terms in this agenda item, subject to review by Port counsel.

Board Meeting  
October 20, 2020  
Real Estate 260296





PORT TAMPA BAY

1101 Channelside Drive  
Tampa, Florida 33602

# Memorandum

To: A. Paul Anderson  
President and CEO

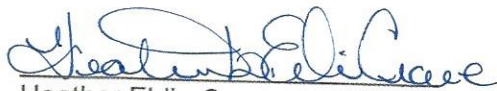
CC: Charles Klug  
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 1, 2020

Subject: Innovative Design Leaders Corp. - Submerged Lands Lease - Public Hearing

This public hearing was held in accordance with procedures specified in Chapter 95-488, Laws of Florida. The subject public hearing was held before me on Wednesday, September 30, 2020 at 11:02 a.m. Attached is the transcription of the hearing along with copies of all exhibits.

  
Heather Eblin-Crowe  
Hearing Officer

Date 10/05/2020

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 Submerged Lands Lease with Innovative Design Leaders Corp.

  
Cherie Robinson  
Real Estate Project Manager

Date 10/11/2020

Attachments

**PUBLIC HEARING TRANSCRIPT**  
**September 30, 2020 at 11:02 a.m.**  
**Innovative Design Leaders Corp. - Submerged Lands Lease**

**ATTENDEES**

Cherie Robinson - Port Tampa Bay  
Catherine Phillips - Port Tampa Bay  
Jackie Julien - Port Tampa Bay  
Barbara Baity - Port Tampa Bay  
Michael Richards – Innovative Design Properties  
Terri Skapik – Woods Consulting

**HEARING OFFICER**

Heather Eblin-Crowe

1 **MS. EBLIN-CROWE:**

2  
3 Good morning. Today is Wednesday, September 30, 2020 and this public hearing  
4 is called to order at 11:02 a.m. This hearing is being held via Communications Media  
5 Technology (CMT) on the Zoom platform pursuant to Executive Orders 2-52, 20-69, 20-  
6 112, 20-123, 20-139, 20-150 and 20-179 and 20-193 issued by Governor DeSantis on  
7 March 9, 2020, March 20, 2020, April 29, 2020, May 14, 2020, June 3, 2020, June 23,  
8 2020, July 29, 2020 and August 7, 2020 respectively and pursuant to Section  
9 120.54(5)(b)2, Florida Statutes. In addition, this meeting is being held under the authority  
10 and pursuant to Chapter 95-488 of the Laws of Florida. The Port Tampa Bay Board Room  
11 is closed to the public in response to the COVID-19 pandemic. However, anyone wishing  
12 to make a public comment may do so during the comment period at the end of the public  
13 hearing presentation. Each speaker will be allowed up to three (3) minutes for their  
14 comments on the matter being presented. If you are attending this hearing via Zoom  
15 meeting by computer or other electronic device, please use the "raise hand" button in the  
16 Zoom app if you wish to speak during public comments. If you are attending this hearing  
17 via telephone, please enter \*9 on the phone to use the "raise hand" feature if you wish to  
18 speak during the public comments. Thank you.  
19

20 The purpose of this hearing is to hear comments from the general public and  
21 interested parties regarding the following:  
22

23 **SUBMERGED LANDS LEASE WITH INNOVATIVE DESIGN LEADERS CORP.**

24  
25 My name is Heather Crowe and I am employed by the Tampa Port Authority, doing  
26 business as Port Tampa Bay, and have been appointed by its Board of Commissioners  
27 to serve as a hearing officer at public hearings such as the one we are conducting today.  
28 Joining me today is Cherie Robinson, Real Estate Project Manager, who will assist me in  
29 this hearing.  
30

31 **MS. ROBINSON:**

32  
33 Innovative Design Leaders Corp. owns upland property located at 10531 Moody  
34 Road on the Alafia River in Riverview, Florida for the operation of a dry dock boat storage  
35 facility on the property. Innovative Design desires to lease approximately 5,398.7 square  
36 feet of submerged lands from Port Tampa Bay adjacent to the uplands in accordance with  
37 Port Tampa Bay's Minor Work Permit 20-001, for a multi-slip docking facility. The  
38 Premises would be used solely as a multi-slip docking facility for the dry dock, for the dry  
39 boat storage facility.  
40

41 The initial term would be for five (5) years commencing upon the execution of the  
42 Lease with four (4) lease extension of five (5) years each, all subject to the review and  
43 approval of Port Tampa Bay.

1 Annual Rent for Lease Year 1 would be \$986.34, plus applicable taxes, based  
2 upon the Port Tampa Bay Submerged Lands Management Rules rate of \$0.1827 per  
3 square foot. In addition, Innovative Design would pay a one-time fee of twenty-five  
4 percent (25%) of the Base Fee, which would be \$246.59 plus applicable taxes. All future  
5 Rent would be calculated in accordance with Port Tampa Bay's Rules.

6  
7 Innovative Design shall be responsible for all real estate taxes, site improvements,  
8 insurance, and maintenance of the Premises. In addition, Innovative Design shall comply  
9 with all applicable laws and regulations.

10  
11 At this time, I would like to offer into the record Exhibit No. 1, which is the legal ad  
12 published in the September 6, 2020 issue of the Tampa Bay Times advising of this public  
13 hearing. Exhibit No. 2, which is an aerial view depicting the location of the Premises,  
14 along with the multi-slip dock facility. These are the only exhibits to be offered into the  
15 record. That is all.

16  
17 **MS. EBLIN-CROWE:**

18  
19 Thank you Ms. Robinson. I will accept the exhibits and they will be entered into the  
20 record as presented.

21  
22 At this time we will take comments from the public concerning this issue. If you are  
23 attending this hearing via Zoom meeting by computer or other electronic device, please  
24 use the "raise hand" button in the Zoom app if you wish to speak. If you are attending  
25 this hearing via telephone, please enter \*9 on the phone to use the "raise hand" feature if  
26 you wish to speak.

27  
28 Are there any comments? Ok, hearing none.

29  
30 A transcript will be made and furnished to the Port Authority Staff. The Staff will  
31 make a recommendation to our Board of Commissioners, which will meet on October 20,  
32 2020. The Staff recommendation will be available on October 13, 2020. If there is nothing  
33 else to come before this hearing, I declare this hearing closed at 11:09 a.m. Thank you.

1  
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11

I, Heather Eblin-Crowe, have read and approve the form of the attached transcript of the September 30, 2020 Public Hearing for the Submerged Lands Lease with Innovative Design Leaders Corp.

Dated this 5<sup>th</sup> day of October, 2020.



Heather Eblin-Crowe  
Public Hearing Officer

# EXHIBIT NO. 1


0000107493-01

## Tampa Bay Times Published Daily

STATE OF FLORIDA  
COUNTY OF Hillsborough

Before the undersigned authority personally appeared **Jill Harrison** who on oath says that he/she is **Legal Advertising Representative** of the **Tampa Bay Times** a daily newspaper printed in St. Petersburg, in Pinellas County, Florida, that the attached copy of advertisement, being a Legal Notice in the matter **RE: Innovative Design Leaders Corp.** was published in **Tampa Bay Times: 9/6/20** 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.

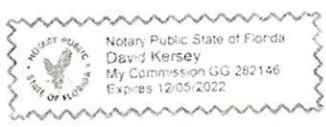
  
\_\_\_\_\_  
Signature Affiant

Sworn to and subscribed before me this **09/06/2020**

  
\_\_\_\_\_  
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 11:00 a.m. on September 30, 2020, by the Tampa Port Authority, d/b/a Port Tampa Bay regarding the following:

**SUBMERGED LANDS LEASE WITH INNOVATIVE DESIGN LEADERS CORP.**

The public hearing will be held utilizing Communications Media Technology (CMT) on the Zoom platform (access information is provided below) pursuant to Executive Orders 2-52, 20-69, 20-112, 20-123, 20-139, 20-150 and 20-179, and 20-193 issued by Governor DeSantis on March 9, 2020, March 20, 2020, April 29, 2020, May 14, 2020, June 3, 2020, June 23, 2020 and July 29, 2020 and August 7, 2020 respectively and pursuant to Section 120.54(5)(b)3, Florida Statutes. During the Zoom meeting, attendees may view content being presented, hear speakers, and make public comment. The public may attend the hearing either by the online Zoom meeting: <https://zoom.us/j/99435145840> or by calling 1 (929) 205-6099 or 1 (301) 715-8592, Webinar ID: 994 3514 5840.

Additional information regarding the project is available online at [www.tampaport.com](http://www.tampaport.com). All written comments and objections directed toward the foregoing matter should be filed by 12:00 noon on September 29, 2020 with Port Tampa Bay, Real Estate Department, attention Catherine Phillips, at 1101 Channelside Drive, Tampa, Florida 33602 or by email to [cphillips@tampaport.com](mailto:cphillips@tampaport.com). Comments and questions received 12:00 noon on September 29, 2020 will be read into the record at the meeting and become part of the permanent record. Oral comments and objections may be presented during the hearing. If attending the hearing via Zoom meeting by computer or other electronic device, use the "raise hand" button in the Zoom app in order to speak during the hearing. If attending the Zoom meeting by phone only, enter \*9 on the phone to use the "raise hand" feature to speak during the hearing. At the end of the hearing, the public hearing officer will call on the speakers by name in the order in which they raise their hand. Each speaker will be allowed up to three (3) minutes for their comments. Public comments offered using communications media technology would be afforded equal consideration as if the public comments were offered in person. If you need assistance using Zoom please contact the Port Tampa Bay, Real Estate Department in advance of the meeting by emailing [cphillips@tampaport.com](mailto:cphillips@tampaport.com) or by calling (813) 905-5151.

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) 905-5151 or email [cphillips@tampaport.com](mailto:cphillips@tampaport.com) 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.  
0000107493 09/06/2020

**SUBJECT: TECO UTILITY RELOCATION FOR BERTH 211 UPLANDS IMPROVEMENTS– PROJECT NO. 19-01217**

**BACKGROUND:**

On June 18, 2019, the Port Tampa Bay (PTB) Board approved the award of the Berth 211 Uplands Improvements, Project No. 19-01217 to Pepper Construction to construct a new 23-acre container cargo yard on the terminal along Berth 211 in Hookers Point. The new yard will need TECO high voltage 15 KV overhead power lines removed and placed underground to function safely.

**FACTS/COMMENTS:**

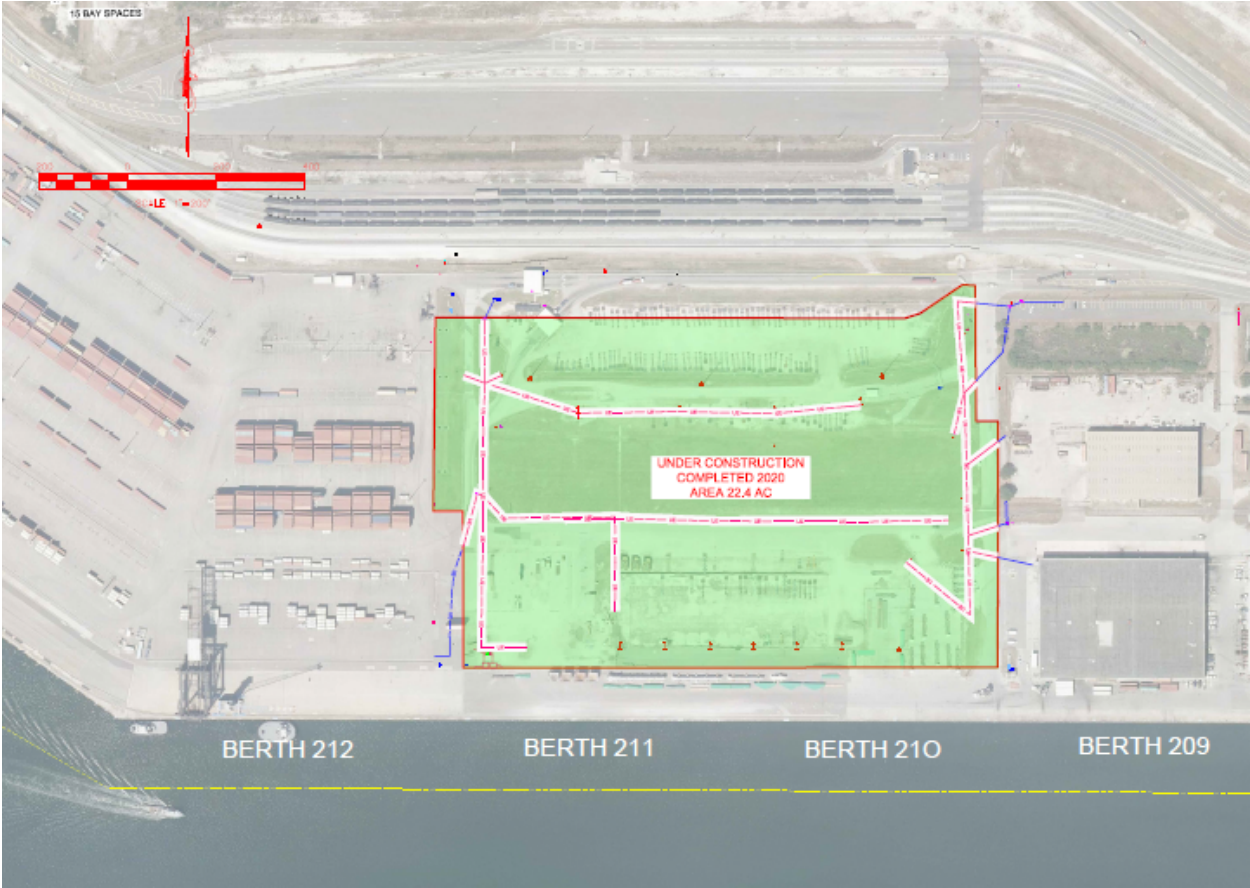
On June 18, 2019, the PTB Board approved a reimbursement up to \$115,000.00 for TECO to complete this work, and that cost was based upon TECO's preliminary estimate of relocating approximately 4,280 LF of underground feeder, switch gear, pull boxes, and transformers for the 15KV power system.

After completion of the final design and before completing the project, TECO determined that its estimate was low because the project required additional extra-large pull boxes and work to re-route more of the power lines along GATX Drive and serving PTB Transit Sheds on the north side of the cargo yard. The cost for the additional work is \$35,000, which brings the total cost to \$150,000.

**RECOMMENDATION:**

Authorize staff to increase the reimbursement for TECO's overhead power lines relocation by \$35,000, for a total reimbursement amount not to exceed \$150,000, as referenced in the Agenda Item.

Board Meeting  
October 20, 2020  
Engineering 260281v1



**SUBJECT: WORKERS' COMPENSATION INSURANCE COVERAGE****BACKGROUND:**

On August 21, 2018, Port Tampa Bay's (PTB) Board of Commissioners (Board) approved the placement of PTB's workers' compensation insurance policy with the Preferred Governmental Insurance Trust (PGIT). The term of the policy was for a two-year period from October 1, 2018 through September 30, 2020. PGIT was established to provide various types of insurance coverage to Florida public entities and includes over 700 member entities. Because the policy period of all workers' compensation policies issued by PGIT is for an October 1 – September 30 term, PTB's workers' compensation policy was not included in the insurance program renewal approved by the Board at the April 21, 2020 Board meeting which were based on a policy period of May 1 – April 30.

**FACTS/COMMENTS:**

PTB's insurance broker, Hugh Wood Inc. (HWI), solicited the workers' compensation insurance market to obtain the best possible coverage at the most economical cost. PGIT offered a policy for the period October 1, 2020 through September 30, 2021 resulting in a premium of \$87,330. Even though there was a slight increase in projected payroll (2%), the premium was reduced approximately 18.7% compared to the expiring premium. The projected payroll for the FY2020/21 policy term is \$13,814,623.

The major components used in determining premiums for workers' compensation policies are the projected payrolls for each classification of employees multiplied by the designated rates for each of those classifications and the Insured's Experience Modification Factor developed by the National Council on Compensation Insurance (NCCI). An Experience Modification Factor is an indicator of an organization's historical loss experience over the past 3 years. PTB's Experience Modification Factor used for the FY2019/20 policy year was 0.92. The Experience Modification Factor being used for the FY2020/21 policy term is 0.80. Any Modification Factor of less than 1.0 is viewed as favorable. PTB's lower Experience Modification Factor is the major reason for the decrease in the premium. For the policy year ending September 30, 2020 PTB's premium was \$107,424. The premium for the FY2020/21 policy term represents a decrease of \$20,094 or 18.7%. At the end of the policy period, PGIT will perform an audit of PTB's actual payroll and will adjust the premium retroactively depending on whether the actual payroll increased or decreased when compared to the estimate. Funds for this contract have been included in the FY2021 Operating Expense budget.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute an agreement with Preferred Governmental Insurance Trust (PGIT) for a one (1) year period from October 1, 2020 to September 30, 2021, at an annual premium of \$87,330, subject to review by Port counsel.

Board Meeting  
October 20, 2020  
Finance 256976

**SUBJECT: EPC MINOR WORK PERMIT 68316 - SUBMERGED LANDS RULE  
VARIANCE FOR RIPA PRIVATE RESIDENTIAL DOCK AT 198  
BLANCA AVE, TAMPA, FLORIDA**

**BACKGROUND:**

Mr. Frank Ripa (Applicant) submitted Minor Work Permit Application No. 68316 to the Environmental Protection Commission of Hillsborough County (EPC), pursuant to the Interlocal Agreement between EPC and Port Tampa Bay (PTB) delegating the processing and issuance of certain minor work permits. The application proposes construction of a 12-foot by 12-foot personal watercraft (PWC)/Jet Ski platform deck lift addition to the existing private residential dock located at 198 Blanca Avenue in Tampa, Florida currently owned by Mr. Ripa with a shoreline of 96.6 linear feet. The PTB Submerged Lands Management Rules (Rules) sets a limit of ten (10) square feet (SF) of pre-empted area for each linear foot of shoreline owned by the applicant along the affected waterbody for private single-family residential docking facilities.

The existing 570 SF U-shaped dock structure with interior non-covered boat lift was permitted to the previous property owner, Bernard Rock, through delegated EPC Minor Work Permit No. 55909, issued on October 31, 2013. The existing interior non-covered boat lift preempted area is 375 SF; therefore, the total existing preempted area of the permitted docking facility is approximately 954 SF. Mr. Ripa proposes construction of a 144 SF platform PWC deck lift would exceed the allowable limit under the Rules by 132 SF. Due to the permitted U-shaped configuration docking facility preempted area, the overall dock with the 12-foot by 12-foot platform addition would exceed the 10:1 allowable limit unless a variance is granted for the proposed 132 SF exceedance.

**FACTS/COMMENTS:**

The Rules regulate the allowable size for private residential marine structures and provide for a variance procedure if certain conditions are met which assure that the requested variance is not contrary to the spirit and intent of the Rules and arises from a unique and peculiar submerged land or riparian property. The proposed PWC platform deck lift is requested for safer ADA access to the high elevated dock.

All other aspects of the proposed structure meet the Rules. The application is supported by the EPC reviewing staff. PTB staff has reviewed the application and recommends approval of the variance.

**RECOMMENDATION:**

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

Board Meeting  
October 20, 2020  
Environmental #260306



## **D. REGULAR AGENDA**

**SUBJECT: AGREEMENT WITH NATIONAL STORMWATER TRUST, INC. FOR OFFSITE STORMWATER TREATMENT FOR EASTPORT DEVELOPMENT**

**BACKGROUND:**

Port Tampa Bay (PTB) is seeking an Environmental Resource Permit for its Eastport Development Project to fill and create an additional 63-acres of upland cargo yard for port cargo handling and storage activities. FDEP rules require storm water treatment for the first ½-inch of rainfall for the 63-acres, which amounts to approximately 2.63 acre-feet of storm water treatment. The storm water treatment alternatives available to PTB for the project are:

- a) Treat the storm water onsite using treatment swales or treatment vaults (Alternative “A”); and
- b) Treat storm water offsite using a firm that provides storm water treatment credits that meet the acceptance of the FDEP (Alternative “B”).

Staff does not recommend treatment swales since they are costly and require dedicated surface area that takes away valuable land needed for cargo handling and storage. PTB has preferred concrete underground treatment vaults for marine terminals, however, they are expensive because they must be built as heavy structures to resist the high wheel loads from port cargo handling equipment (i.e. cranes, top loaders, forklifts, etc.). A typical top pick container handler (top loader) has a front axle load over 100 tons.

**FACTS/COMMENTS:**

The Berth 211 container yard improvements is nearly complete. The underground treatment vault for that 23-acre cargo yard was designed to treat 0.96 acre-feet of storm water at an installed cost of \$1.6-million, which equates to \$1,670,000 per acre-foot of treatment. Thus, based on this cost, Alternative “A” – Onsite Treatment – would cost approximately \$4.38-million for an underground vault for the 2.63 acre-feet of storm water treatment for the Eastport project. Staff estimates the annual maintenance cost for the storm water vault at \$25,000 per year.

Alternative “B” – Offsite Treatment – offers significant cost savings for PTB. The Florida Department of Transportation advertised a request for proposals and entered into a contract with National Stormwater Trust, Inc. (NST) to provide smart pond technology for seven of its existing storm water treatment systems within the Tampa region. The smart pond technology allows NST to create additional storm treatment capacity at the existing treatment areas that is then available to be conveyed as acre-feet of treatment credits for projects like PTB’s. Also, in 2019, NST contracted with the Hillsborough County Aviation Authority and provided them offsite storm water treatment for their Parkway Project. The PTB enabling act, 95-488 Laws of Florida, allows PTB to acquire goods and services without advertising and competitive bidding through a contract issued by any unit or agency of government if such contract was competitively bid.

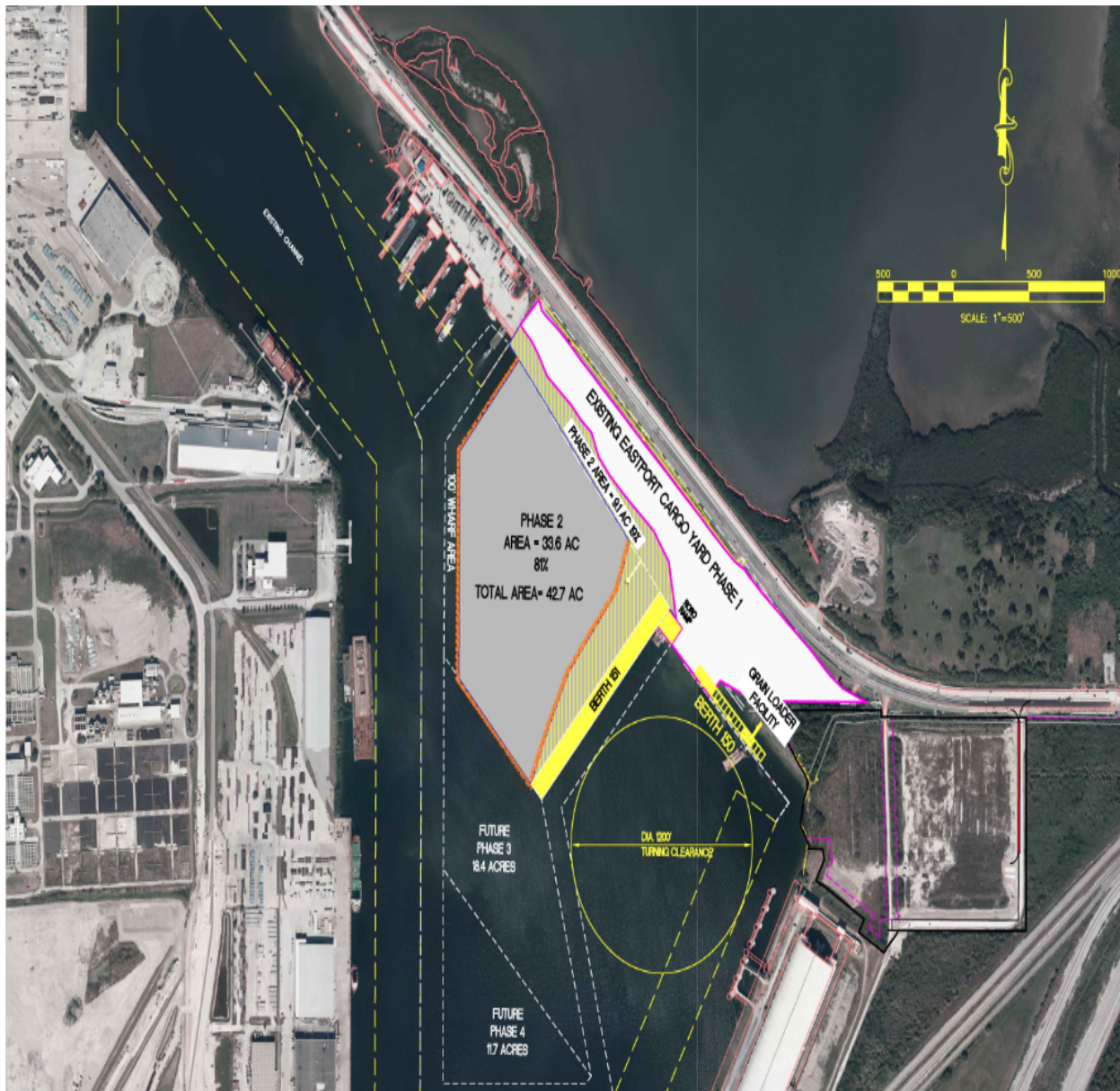
NST proposes its offsite storm water treatment for PTB's Eastport project at a cost of \$665,000 per acre-foot, which would be \$1.75 million, and save PTB \$2.63 million in cost over that of the onsite underground treatment vault alternative. The terms of the proposed offsite Storm Water Treatment Agreement ("Agreement") with NST are:

- NST would be paid 20% down (\$349,125) upon signing of the Agreement. This funding would allow NST to complete the offsite storm water treatment design and participate with the Port staff and the Eastport design engineer in securing the regulatory permits for the Eastport project offsite storm water treatment. Funds are available for this in the approved FY 20/21 Capital Improvement Program.
- NST would be paid the 80% balance (\$1,396,500) upon completing the treatment system within 180 calendar days from the date the NTP is issued to PTB's contractor to begin construction of Eastport Phase 2. This cost would be planned for inclusion in the FY21/22 Capital Improvement Program as part of the Eastport Phase 2 Improvements.
- NST would design the offsite storm water treatment system and participate with PBT in acquiring the storm water treatment system's approval and Environmental Resource Permit from FDEP for the Eastport project.
- In the event that PTB is not able to acquire the permits for Eastport Development, then PTB would have the right to apply the cost and treatment to any other PTB development sites, such as Berth 214 upland cargo area, which will require approximately .79 acre-feet of storm water treatment. In the alternative, PTB would have the option to terminate the Agreement and pay NST for their cost expended in permitting and design to the date of termination.
- NST will be responsible for all maintenance/repair costs and any future FDEP obligations relative to the off-site storm water treatment system for the Eastport project.

Staff recommends PTB proceed with an Offsite Storm Water Treatment Agreement with NST, which would save PTB approximately \$2.63 million and the future cost of maintenance/repairs over that of an onsite underground storm water treatment system. The 80% balance (\$1,396,500) would be included in the FY21/22 Capital Improvement Program as part of the Eastport Phase 2 Improvements. Consequently, the Agreement would be subject to approval of the FY 21/222 Capital Improvement Program for the work and payment of the 80% balance.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute an Offsite Storm Water Treatment Agreement with National Stormwater Trust, Inc. as described in the Agenda Item, at an initial 20% down in the amount of \$349,125, subject to final review by Port counsel.





Board Meeting  
October 20, 2020  
Engineering 258027v1

**SUBJECT: CONTRACT EXTENSIONS WITH VAN SCOYOC ASSOCIATES, INC. AND  
ALCALDE & FAY, LTD., INC. FOR FEDERAL GOVERNMENT RELATIONS  
CONSULTANT SERVICES**

**BACKGROUND:**

On September 17 2019, the Port Tampa Bay (PTB) Board of Commissioners approved the contract award for government relations consulting services to both Van Scoyoc Associates, Inc. (Van Scoyoc) and Alcalde & Fay, Ltd, Inc. (Alcalde & Fay) each for a term of one (1) year with two (2) one-year extension options. The initial one-year terms expire October 31, 2020.

**FACTS/COMMENTS:**

Throughout the year, Van Scoyoc and Alcalde & Fay consistently provided up-to-date information and sound counsel on our interactions with the federal government. In addition to the regular authorization and appropriation bills that affect the water and land side operations of PTB, both firms greatly assist staff by interacting with various offices within the executive branch, helping with grant awards and assisting with ongoing work with the Army Corps of Engineers. Both firms have continued their information sharing and insight throughout the various iterations of coronavirus relief packages. Van Scoyoc and Alcalde & Fay consistently work well with our staff and trade associations on all of these issues.

PTB staff recommends exercising the first one-year contract extension options with Van Scoyoc and Alcalde & Fay for the period November 1, 2020 through October 31, 2021 for an amount not to exceed \$90,000 for each firm, which includes all expenses except as specifically authorized by PTB on special assignments. The contracts are non-exclusive and PTB retains the right to engage additional outside consulting services on an as-needed basis. All other terms and conditions of the original contracts, including the right to terminate upon thirty (30) days' written notice, would remain the same. Both Van Scoyoc and Alcalde & Fay have maintained a Small Business Enterprise participation goal of approximately nine (9%) percent.

Funds for these renewals were included in the FY21 Operating budget.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to exercise the first one-year extension options to the federal government relations consultant services contracts with both Van Scoyoc Associates, Inc. and Alcalde & Fay, Ltd., Inc. from November 1, 2020 through October 31, 2021, per the terms described in this agenda item and for an amount not to exceed \$90,000 for each firm, subject to review by Port counsel.

Board Meeting  
October 20, 2020  
Executive 251515

**SUBJECT: PORT TAMPA BAY MARITIME DOMAIN AWARENESS AND ANOMALY DETECTION SYSTEM UPGRADE**

**BACKGROUND:**

Port Tampa Bay (PTB) operates a port wide Maritime Domain Awareness and Anomaly Detection System known as CommandBridge, provided by ARES Security Corporation (ARES). The majority of this system was originally funded by Federal Seaport Security Grant administered by the Federal Emergency Management Agency (FEMA) in 2014 and the system has been maintained using additional grant funds in subsequent years. In 2019, PTB was awarded a Florida Seaports Transportation and Economic Development (FSTED) security grant to upgrade and maintain the CommandBridge system at a cost not to exceed \$225,000, with up to \$168,750 reimbursable to PTB after completion of the project. In April 2020, the PTB Board authorized participation with the Florida Department of Transportation (FDOT) in a Public Transportation Grant Agreement (PTGA) #444908-29401, administered by FDOT, which is the source of this funding.

**FACTS/COMMENTS:**

The CommandBridge system integrates a variety of technology sources into one common operating picture to give the end user a comprehensive view of maritime activity on Port property and in the surrounding navigable waterways. This system was designed specifically for maritime domain awareness, and is used by ports throughout Florida and the United States. The technologies utilized include the USCG National Automated Identification System (AIS), Geographic Information System (GIS) mapping and radar. ARES is the sole provider of these services. The PTB enabling act, 95-488, Laws of Florida, provides that PTB may enter into a contract for goods or services when procurement by competitive bidding is not practicable. Entering into an agreement with ARES to maintain the service is the reasonably practicable method to complete this project. ARES has agreed to provide upgrades and a service agreement at a cost not to exceed \$225,000. Funds for the purchase of these services were included in the FY2021 Capital Budget.

**RECOMMENDATION:**

Authorize the PTB President/CEO, or his designee, to enter into an agreement with ARES to expend up to \$225,000 for the upgrade and maintenance of the PTB CommandBridge system. PTB will be reimbursed up to \$168,750 in FSTED security grant funds administered by FDOT following completion of the project, resulting in a final PTB expenditure in an amount of up to \$56,250 (the 25% required matching contribution); all subject to review by Port counsel.

Board Meeting  
October 20, 2020  
Security 260313

## **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**

## FY2020 – LEGAL FEES AND EXPENSES REPORT THROUGH SEPTEMBER 30, 2020

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

<b>Chief Financial Officer</b>	<b>FY 2020 Budget</b>	<b>FY 2020 Actual</b>
• Bond Counsel -	\$ 25,000.00	\$ 25,000.00
• HCPD Series 2018A/2018B Bonds	<u>\$ 35,000.00</u>	<u>\$ 0.00</u>
<b>Year-to-Date FY 2019-20</b>	<u>\$ 60,000.00</u>	<u>\$ 25,000.00</u>
[ Under Budget FY2020 – \$35,000.00 ]		

<b>Principal Counsel</b>	<b>FY 2020 Budget</b>	<b>FY 2020 Actual</b>
• Price Waterhouse Coopers LLP	\$ 19,550.00	\$ 12,250.00
• Venable LLP	\$ 9,550.00	\$ 2,437.50
• Employment / Labor	\$ 12,550.00	\$ 5,607.50
• Environmental	\$ 8,550.00	\$ 33,221.10
• General Support / Litigation	\$ 45,600.00	\$ 36,599.68
• Hearing Master	\$ 6,550.00	\$ 0.00
• Personal Injury	\$ 21,050.00	\$ 18,015.50
• Construction	\$ 6,550.00	\$ 0.00
• Real Estate / Land Use	<u>\$ 12,550.00</u>	<u>\$ 5,505.00</u>
<b>Year-To-Date FY 2019-20</b>	<u>\$142,500.00</u>	<u>\$ 113,636.28</u>
[ Under Budget FY2020 \$ 28,863.72 ]		

**SEPTEMBER 2020 - Legal Fees and Expenses**

**\$ 20,111.00**

#### **CHIEF FINANCIAL OFFICER:** **BOND COUNSEL**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Bryant Miller Olive		
- General Services/Debt Issuance		
- HCPD Revenue Bonds Series 2018A/2018B		

#### **PRINCIPAL COUNSEL:** **LITIGATION AND GENERAL LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Gray Robinson		
- General	\$ 110.00	\$ 14,692.50
- Unit Price Bid		
- Channelside Bay Mall [14]		
- Real Estate / DRI / Zoning Land Use		\$ 5,505.00
Smolker Bartlett Loeb Hinds & Thompson		
- HCPA	\$ 762.50	\$ 21,007.18
Trenam Law		
- Channelside Lease Negotiations		\$ 900.00

**EMPLOYMENT / LABOR LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Carton Fields		
- Employee Benefits		\$ 1,025.00
Gray Robinson		
- General	\$ 2,310.00	\$ 3,182.50
- Emp Ben [22]		
Mandelbaum Fitzsimmons		
- General		
- Employment [EC]		
Nelson Mullins Riley & Scarborough		
- General		\$ 1,400.00

**ENVIRONMENTAL LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Gramling Environmental Law		
- General	\$ 1,650.00	\$ 4,185.00
- Tampa Scrap	\$ 936.00	\$ 7,920.00
- Port Ybor		\$ 1,604.00
- MOA FDEP		
- Shipyard		\$ 205.00
Manson, Bolves Donaldson Varn, P.A.		
- Buchbalm	\$ 125.00	\$19,307.10

**PERSONAL INJURY LEGAL SUPPORT**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Bush Graziano Rice & Platter		
- PI – JHS		
- PI – M/M R		\$ 1,330.50
- PI – DB		
- PI – SOF		
GrayRobinson PA		
- PI – SB		\$ 875.00
- PI – JCM		\$ 8,292.50
- PI – RB	\$ 357.50	\$ 7,517.50
Hamilton Miller & Birthisel PA		
- PI – FD		

**ADMIRALTY AND MARITIME**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
Venable		
- FMC/Maritime	\$ 1,610.00	\$ 2,437.50

**HEARING MASTER**

<u>Outside Counsel / Matter</u>	<u>September</u>	<u>Cumulative FY to Date</u>
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**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b>Port Fees</b>						
S036	ALTAMAR SHIPPING	240.00				240.00
T012	AMALIE OIL COMPANY	2,327.06		2,961.45		5,288.51
A415	AMERICAN VICTORY MARINERS	25.83				25.83
D054	ANCHOR SANDBLASTING AND COATINGS, INC	220.00				220.00
A512	BEYEL BROTHERS INC	289.00	578.00			867.00
T201	BUCKEYE TERMINALS, LLC	14,956.80				14,956.80
T003	CARGILL INC	5,737.10			84.34	5,821.44
T151	CARGILL SALT			427.64		427.64
T198	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	11,938.19				11,938.19
T014	CENTRAL FLORIDA PIPELINE LLC	289,373.57				289,373.57
T145	CENTRAL FLORIDA PIPELINE LLC	8,418.66				8,418.66
D047	CITY OF TAMPA	3,100.00				3,100.00
D066	CRAFT TECHNICAL SOLUTIONS, LLC	20.00				20.00
A517	CROWLEY PETROLEUM SERVICES, INC.	590.27				590.27
Q362	CSN LLC	12,885.02				12,885.02
A423	DANN OCEAN TOWING, INC	109.00				109.00
D063	DAVIS INDUSTRIAL	40.00				40.00
D059	DILLON LOGISTICS INC	340.00				340.00
A418	EXPRESS MARINE	3,882.27				3,882.27
A031	FILLETTE GREEN & CO, INC	1,274.00				1,274.00
T132	FLORIDA AQUARIUM	469.00				469.00
Q097	FRONTIER LOGISTICS SERVICES	3,274.43	136.91			3,411.34
Q437	G2 OCEAN	1,711.84		106.79		1,818.63
A429	GAC SHIPPING (USA) INC	49,564.10				49,564.10
S043	GLOBAL DISTRIBUTION INC	10.00				10.00
T108	GRIFFIN INDUSTRIES	2,521.46				2,521.46
A264	GULF MARINE REPAIR INC	5,774.98				5,774.98
A306	INCHCAPE SHIPPING SERVICES	62,578.50				62,578.50
S068	INTERNATIONAL CORE SUPPLY OF TAMPA	370.00	360.00			730.00
A078	INTERNATIONAL SHIP REPAIR	260.00				260.00
A350	KIMMINS CONTRACTING	100.00				100.00
D032	KINDER MORGAN - CENTRAL FLORIDA PIPELINE LLC	20.00				20.00
T116	KINDER MORGAN BULK/TBS	1,481.13				1,481.13
A003	KIRBY OFFSHORE MARINE	5,201.69				5,201.69
Q170	KURT ORBAN PARTNERS	-			566.94	566.94
		100				

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
A248	LA CARRIERS, LLC	3,038.65				3,038.65
D065	LAKELAND PAVING COMPANY	120.00	520.00			640.00
T308	LOGISTEC GULF COAST LLC	63,322.11				63,322.11
T328	MAJESTIC STEEL USA	9,739.04				9,739.04
S049	MARDOT LOGISTICS INC	630.00				630.00
A360	MARTIN GAS MARINE	1,659.00				1,659.00
T135	MARTIN MARIETTA AGGREGATES	11,395.38				11,395.38
T134	MARTIN OPERATING PARTNERSHIP	5,021.99				5,021.99
A016	MARTIN PRODUCT SALES LLC	(22.75)				(22.75)
A465	MASTER, OWNER & OPERATORS	59,294.31				59,294.31
T199	MEDITERRANEAN SHIPPING CO./CHARLESTON	73,535.50				73,535.50
S070	MERCURY TRANSPORTATION DBA WORLD LOGISTICS USA	110.00				110.00
S067	MKD LOGISTICS LLC	440.00				440.00
A430	MORAN SHIPPING AGENCIES	13,570.27				13,570.27
A053	MORAN TOWING CORPORATION	16,103.51	642.00		622.19	17,367.70
T002	MOSAIC CROP NUTRITION, LLC	7,289.42				7,289.42
T011	MURPHY OIL USA INC	24,286.09				24,286.09
A486	NORTH AMERICAN GENERAL AGENTS	11,435.65				11,435.65
A071	NORTON LILLY INTERNATIONAL	48,010.13		1,015.74	1,261.40	50,287.27
A439	NOVA INTERNATIONAL SHIPPING	29,300.60	250.00			29,550.60
Q345	OLBERT METAL SALES	52.68	560.41			613.09
S050	ONLINE TRANSPORT INT'L - OTI	700.00				700.00
Q351	OPTIMA STEEL INTERNATIONAL, LLC	1,361.25				1,361.25
A341	ORION MARINE CONSTRUCTION	444.92				444.92
A069	OSG AMERICA INC	-			53.79	53.79
T205	PLAINS LPG SERVICES, L.P.	125.30		4,176.56		4,301.86
T318	PORT LOGISTICS TERMINAL OPERATIONS LLC	916.03			57.44	973.47
T006	PORTS AMERICA	4,745.33	2,996.13		126.75	7,868.21
T182	PORTS AMERICA	195,057.82	125,951.78	315.14	634.70	321,959.44
A283	PRO TRANSPORT INC, TAMPA	50.00				50.00
T292	PURAGLOBE FLORIDA LLC	873.90	206,613.08			207,486.98
A064	SAVAGE & SON, AR	309,484.28				309,484.28
A531	SAVAGE MARINE MANAGEMENT COMPANY, LLC	18,464.09				18,464.09
A065	SEA & LAND SHIPPING	16,126.05				16,126.05
A400	SEABULK TANKERS INC	417.68				417.68
S061	SOUTH BAY DISTRIBUTION CO. INC.	150.00				150.00

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
S069	SOUTHERN CARTAGE, INC	300.00	20.00			320.00
S042	SOUTHERN WASTE SERVICES INC	30.00	30.00			60.00
T101	SULPHURIC ACID TRADING COMPANY	4,774.91				4,774.91
T137	TAMPA JUICE SERVICE INC	2,078.35				2,078.35
T021	TAMPA PORT SERVICES, LLC	19,550.16				19,550.16
Q191	TERNIUM INTERNATIONAL USA CORP.	428.05				428.05
T173	TITAN FLORIDA LLC	19,686.36				19,686.36
Q007	TOYOTA TSUSHO AMERICA	-	2,971.86			2,971.86
T150	TRADEMARK METALS RECYCLING FKA ONESTEEL	87,666.41				87,666.41
T197	TRANSFLO TERMINAL SERVICES, INC.	112,671.74				112,671.74
T020	TRANSMONTAIGNE INC	1,229.79				1,229.79
S021	TRX SOUTHEAST (TAMPA #770)	150.00				150.00
T311	TTI Holdings, Inc.	389.34	25,956.03			26,345.37
Q163	UNIVERSAL STEEL PRODUCTS INC	2,050.29				2,050.29
T119	VULCAN MATERIALS COMPANY	53,144.73	75,825.72	48,849.02	378.14	178,197.61
A538	WORK CAT TRANS GULF LLC	25,527.94				25,527.94
A532	WORLD FUEL SERVICES, INC.	3,454.44				3,454.44
T171	ZIM ISRAELI NAVIGATION COMPANY	22,618.86	5,017.00	94.15	94.15	27,824.16
<b>Subtotal Port Fees</b>		<b>\$ 1,772,103.50</b>	<b>\$ 448,428.92</b>	<b>\$ 57,946.49</b>	<b>\$ 3,879.84</b>	<b>\$ 2,282,358.75</b>

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b><u>Lease Charges</u></b>						
L045	AMALIE OIL	2,213.39				2,213.39
L219	AMERICAN VICTORY SHIP MEMORIAL MUSEUM	1,000.00	1,000.00			2,000.00
L400	ARDENT MILLS, LLC	33.90				33.90
L296	BATSON-COOK CO.	20.00				20.00
L207	CARGILL INC SALT FACILITY	993.73			300.27	1,294.00
L399	CEMEX CONSTRUCTION MATERIALS FLORIDA LLC	22,185.52				22,185.52
L044	DIVERSIFIED MARINE TECH	16,369.27				16,369.27
L317	Extenet Systems, Inc	54.90				54.90
L404	INTEGRAL ENERGY, LLC	147,336.30				147,336.30
L308	LOGISTEC GULF COAST LLC	6,983.28				6,983.28
L328	MAJESTIC STEEL USA	450.00			530.00	980.00
L057	MARITRANS OPERATING CO LP	7,624.62	7,511.94			15,136.56
L039	MURPHY OIL USA INC	16.00				16.00
L324	NEXLUBE OPERATING, LLC	6,480.00				6,480.00
L291	ONLINE TRANSPORT INT'L LLC	53,838.86				53,838.86
L264	PORTS AMERICA	23,012.86				23,012.86
L292	PURAGLOBE FLORIDA LLC	31,209.89				31,209.89
L196	SEABULK TOWING INC	331.97	5,063.61			5,395.58
L329	SESCO CEMENT FLORIDA LLC	4,410.00				4,410.00
L138	SHRIMP SVC DOCK ASSOCIATION	22.80				22.80
L235	STARSHIP CRUISE LINE	65.55				65.55
L064	SUPERIOR SEAFOODS INC	128.58				128.58
L067	TAMPA BAY PIPELINE COMPANY	79.86			5,324.00	5,403.86
L190	TAMPA SHIP LLC	6,500.00	1,820.00			8,320.00
L239	TITAN FLORIDA LLC	20.00				20.00
L078	TRANSMONTAIGNE TERMINALING INC	43.19				43.19
L311	TTI Holdings, Inc.	40.00				40.00
L079	VERSAGGI SHRIMP COMPANY	300.06				300.06
L146	VULCAN MATERIALS	(103.34)				(103.34)
L100	YARA NORTH AMERICA	26.00				26.00
<b>Subtotal Lease Charges</b>		<b>\$ 331,687.19</b>	<b>\$ 15,395.55</b>	<b>\$ 830.27</b>	<b>\$ 5,324.00</b>	<b>\$ 353,237.01</b>

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance					
<b><u>License Renewals</u></b>											
B086	ALPHA LIMOUSINE & CHAUFFEUR SERVICE INC		350.00			350.00					
B152	AMBASSADOR GROUP OF NORTH AMERICA LLC		350.00			350.00					
M051	AMERICAN GUARD SERVICES		250.00			250.00					
A470	AMERICAN MARINE AGENCIES		250.00			250.00					
V073	BEST LINE OIL INC		250.00			250.00					
B105	EMBASSY LIMOUSINE & SEDAN SERVICE INC		350.00			350.00					
V001	ENTERPRISE LEASING COMPANY OF FLORIDA, LLC.		350.00			350.00					
B213	FIRST CLASS LIMOUSINE SERVICES, INC		350.00			350.00					
V057	FLORIDA COCA COLA		250.00			250.00					
C052	HAPPY'S PRODUCE		250.00			250.00					
A496	INTERCRUISES SHORESIDE & PORT SERVICES		500.00			500.00					
B207	Motorcoach Class A Transportation, Inc.		350.00			350.00					
B190	NETWORK MOBILITY SOLUTIONS, LLC		350.00			350.00					
C006	OCEANWIDE TRADING INC		250.00			250.00					
B091	OLYMPUS LIMOUSINE INC		350.00			350.00					
V112	Quality Inn & Suites Tampa Fairgrounds		350.00			350.00					
A506	SEAGULL MARINE INC		500.00			500.00					
A407	SHIP SUPPLY OF FLORIDA, INC		250.00			250.00					
V106	TAHITIAN INN		350.00			350.00					
T166	TAMPA ELECTRIC COMPANY		500.00			500.00					
V066	TAMPA HOTEL,LLC/DBA/HOLIDAY INN EXPRESS		350.00			350.00					
T195	TAMPA MARINE TERMINALS, LLC		750.00			750.00					
V078	WASTE SERVICES OF FLORIDA INC		250.00			250.00					
<b>Subtotal License Renewals</b>		<b>\$</b>	<b>-</b>	<b>\$</b>	<b>8,100.00</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>8,100.00</b>

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2020**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b><u>Accounts in Litigation/Renegotiation/Bankruptcy</u></b>						
R002	LOGISTEC GULF COAST	1,800.00				1,800.00
L257	NEW PORT TAMPA PROPERTY, LLC				10,000.00	10,000.00
R001	OWNERS OF M/V GIOVANNI TOPIC	43,742.33				43,742.33
A417	SULPHUR CARRIERS	141.48		70.74	8,087.98	8,300.20
A034	UNITED OCEAN SHIPPING	7,820.36		1,318.36	80,217.83	89,356.55
	<b>Subtotal Accounts in Litigation/Renegotiation/Bankruptcy</b>	<b>\$ 53,504.17</b>	<b>\$ -</b>	<b>\$ 1,389.10</b>	<b>\$ 98,305.81</b>	<b>\$ 153,199.08</b>
<b>Total Aged Receivables as of September 30, 2020</b>		<b>\$ 2,157,294.86</b>	<b>\$ 471,924.47</b>	<b>\$ 60,165.86</b>	<b>\$ 107,509.65</b>	<b>\$ 2,796,894.84</b>

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
**09/30/20**

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	Venju Solutions, Inc. (5 years @ \$50k/yr)	13-13	05/21/13	\$ 250,000	<b>135,709</b>	54.3%
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 6)	14-28	09/20/16	\$ 70,320	<b>70,320</b>	100.0%
Software Licensing - iSeaports	Harbour Mastery, Inc.	15-06	10/21/14	\$ 65,000	<b>38,595</b>	59.4%
Security System Maintenance & Repair	GSA Security	20-03	12/15/15	\$ 377,000	<b>192,369</b>	51.0%
SBE Uniformed Security Guard Service	Martinez & Company (year 1)	19-21	06/18/19	\$ 270,000	<b>258,837</b>	95.9%
Real Estate Consulting Services	CBRE, Inc.	16-17	08/16/16	\$ 175,000	<b>30,635</b>	17.5%
Government Relations Consultant Services	Van Scoyoc & Associates	20-33	09/17/19	\$ 90,000	<b>82,500</b>	91.7%
Insurance Consultants	Interisk	16-24	07/19/16	\$ 90,000	<b>47,479</b>	52.8%
State Legislative Services	Advocacy Group at Cardenas Partners (year 3)	21-29	08/20/19	\$ 60,000	<b>5,000</b>	8.3%
Elevator/Escalator Maintenance & Repair Services	ThyssenKrupp Elevator	20-27	08/16/16	\$ 427,084	<b>344,787</b>	80.7%
Website Development & Website Hosting Services	GSL Solutions	20-35	09/17/19	\$ 45,000	<b>8,400</b>	18.7%
Video Production Services	Shooting Stars Post Inc	17-30	17/18/17	\$ 75,000	<b>53,963</b>	72.0%
Software Licensing - Concur	Carahsoft Technology Corp	20-05	05/15/18	\$ 190,465	-	0.0%
Law Enforcement Services	Hillsborough County Sheriff's Office	20-31	11/19/19	\$ 2,382,219	<b>794,072</b>	33.3%
Workers Compensation Insurance	PGIT (Preferred Governmental Insurance Trust)(year 3)	20-05	08/21/18	\$ 110,669	<b>107,424</b>	97.1%
Grounds Maintenance	TCC Enterprise Inc	09-06	08/21/18	\$ 81,508	<b>58,076</b>	71.3%
Janitorial Services	ASK Solutions; All Southern Cleaning	19-08	09/20/16	\$ 446,000	<b>385,770</b>	86.5%
HVAC Monitoring, Routine Service & Repair	Tampa Bay Trane	20-12	09/02/14	\$ 84,200	<b>68,879</b>	81.8%
Consulting Services	HCP Associates	20-14	10/15/2019	\$ 120,000	<b>102,969</b>	85.8%
Uniformed Security Guard Services	G4S Security Solutions (Year 1)	19-15	11/13/2018	\$ 2,800,000	<b>2,021,085</b>	72.2%
Grounds Maintenance	Williams Landscape Management (year 2)	20-18	09/17/19	\$ 247,500	<b>225,000</b>	90.9%
Government Relations Consultant Services	Alcalde & Fay	20-25	09/17/19	\$ 90,000	<b>76,096</b>	84.6%
Copier Leases (8 copiers)	Sharp Business Systems	19-11	10/16/18	\$ 60,000	<b>37,450</b>	62.4%
State Legislative Services	Capital City Consulting, LLC	19-30	08/20/19	\$ 60,000	<b>60,000</b>	100.0%
I.T. Consultant	Tribridge	20-23	09/18/18	\$ 85,000	<b>45,150</b>	53.1%
Janitorial Services	Xtremely Clean	20-08	10/15/19	\$ 428,688	<b>347,891</b>	81.2%
Insurance Consultants	McGriff, Seibels & William, Inc	20-24	06/18/19	\$ 45,000	<b>1,971</b>	4.4%
Medical Insurance	Florida Blue	20-37	10/15/19	\$ 2,800,000	<b>1,659,730</b>	59.3%
<b>OPERATING AND NON-CAPITAL CONTRACTS:</b>				<b>\$ 12,085,654</b>	<b>\$ 7,276,527</b>	
<b>CONTINUING ANNUAL CONTRACTS:</b>						
Disaster Recovery services	Belfor USA Group (Year 1)	18-22	04/17/18	\$ 30,000	\$ -	0.0%
Professional Service Contracts	Various	19-01-02	07/24/17	\$ 6,450,000	\$ 4,052,773	62.8%
Professional Service Contracts	Various	20-01-02	09/17/19	\$ 7,829,087	\$ 4,760,822	60.8%
Professional Service Contracts	Various	21-01-02	09/15/20	\$ 6,100,000	\$ -	0.0%
<b>CONTINUING ANNUAL CONTRACTS:</b>				<b>\$ 20,409,087</b>	<b>\$ 8,813,595</b>	

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
**09/30/20**

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>						
Terminal 3 - roof replacement	R.F. Lusa & Sons Sheetmetal, Inc.	17-14	02/21/17	\$ 675,252	\$ 556,440	82.4%
Eastport Fill And Phase 2 Expansion Engineering Services	Moffatt & Nichol	17-18	09/19/17	\$ 1,507,800	\$ 679,800	45.1%
Navigational Improvements	Orion Marine Construction	20-04	08/20/19	\$ 2,500,000	\$ 2,330,121	93.2%
Unit Price Dredging	Orion Marine Construction	20-31	09/17/19	\$ 1,250,000	\$ 769,845	61.6%
Phase 1 Terminal 2 & 6 - Baggage claim areas & CBP	Gilbane Building Company	19-10	12/18/18	\$ 5,329,508	\$ 5,193,640	97.5%
Berth 211 Upands Improvements	Pepper Construction	19-16	03/19/19	\$ 19,646,396	\$ 11,906,991	60.6%
Hookers Point Rail - Crossing Arms Relocation	Cemex	19-20	06/18/19	\$ 34,000	\$ -	0.0%
Portwide Roadway Improvements - Emergency Access Road	Ajax Paving Industries of FL	19-29	08/20/19	\$ 1,542,395	\$ 546,752	35.4%
Port Redwing Railroad Extension	STX Corporation	20-16	02/18/20	\$ 4,257,909	\$ 495,828	11.6%
Berth 214 - Phase 2	Phillips and Jordan	20-20	02/18/20	\$ 4,506,725	\$ 3,448,856	76.5%
Big Bend Channel Aids to Navigation	Tampa Bay Marine, Inc	20-50	06/16/20	\$ 1,239,274	\$ 95,724	7.7%
Port Redwing Berth 302 Access Road	QGS Development, Inc	20-51	06/16/20	\$ 1,239,740	\$ 158,480	12.8%
<b>CONSTRUCTION AND CAPITAL CONTRACTS:</b>				<u>\$ 45,979,000</u>	<u>\$ 27,584,159</u>	
<b>GRAND TOTAL:</b>				<u>\$ 78,473,741</u>	<u>\$ 43,674,281</u>	

**PERMIT REPORT**  
9/1/2020 – 9/30/2020

**PERMITS ISSUED**

20-013	Bedrock Little Manatee, LLC	Docks (phase 2) /Little Manatee River/Ruskin
20-024	Hillsborough County Public Works	Bridge repair/dredging/concrete block mat system/Ruskin Inlet/Ruskin
20-036	Melvin Jefferson (issued late August)	Stairs/Apollo Beach Canal/Apollo Beach
20-039	Laura Tatem	Non-covered boatlifts/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>M/S</b>	<b>Applicant</b>	<b>Proposed Work</b>
15-015 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/ required New SSLs Lease</b>
07-149 Revision 1	S	Tampa Bay Marina, Inc	Modify Dock Plan for Construction of 117 Boat Sips & 93 Boat Lifts. No Dredging.
18-020 Revision	M	MCI Metro Access Transmission Service d/b/a Verizon	HDD boring with a 2 inch HDPE conduit for fiber optic cable utility project @US 301, south of Saffold Road
19-014 Revision	M	KBC Enterprise, Inc.	Replace existing dock @1112 Apollo Beach Blvd., Apollo Beach
19-022	M	Florida Oil Services, Inc.	Remove Existing Dock & Construct 2 new Docks with 18 Transient Slips for upland Restaurant patrons <b>w/ New SSLs Lease on Alafia River</b>
19-045	M	Vaniza Atiq LLC	Repair Seawall
20-001	M	Innovative Design Leaders Corp.	2 Accessory Docks & Pile Supported Concrete Loading Ramp/Pier for New Riverview Boat Storage (upland) Facility @ 10531 Moody Rd, Riverview on Alafia River <b>w/ Proposed SSLs Lease</b>
20-003	M	Southern Light, LLC	Sub-aqueous fiber optic cable Memorial Hwy. @ Dick Creek <b>w/ possible SSLs Esmt.</b>
20-004	M	Southern Light, LLC	Sub-aqueous fiber optic cable Memorial Hwy. @ Rocky Creek <b>w/ possible SSLs Esmt.</b>
20-006	M	Southern Light, LLC	Sub-aqueous fiber optic cable Hillsborough Ave. @ Double Branch Creek-E. Xing <b>w/ possible SSLs Esmt.</b>
20-007	M	Southern Light, LLC	Sub-aqueous fiber optic cable Hillsborough Ave. @ Double Branch Creek-W. Xing <b>w/ possible SSLs Esmt.</b>
20-010	S	Port Tampa Bay	Bulkhead wall, fill, dredge Berth 214
20-012	M	Saad & Barbara Hakky	Multi-Slip Dock & boatlift for New Multi-Family Residential Development on Hillsborough River (COT-SSLs)
20-015	M	Brett Emes	Maintenance dredging-Lot 57 Len-Little Harbor
20-017	M	Robert Wilson	Dock @ 6111 Lagomar Ln-Andalucia Lot <b>w/ Lease Required?</b>
20-019	M	Bridgeview Estates/Richard Rasmussen	Catwalk/Finger Pier & Non-Covered Boat Lift Addition to Existing Multi-Family Res. Community Dock

Appl.#	M/S	Applicant	Proposed Work
20-022	M	Southern Light, LLC	Sub-aqueous fiber optic cable SR 60/CCCswy @ Old Tampa Bay-flushing cut Xing <b>w/ possible SSLs Esmt</b>
20-023	M	Southern Light, LLC	Sub-aqueous fiber optic cable Fowler Ave @ Hillsborough River Xing <b>w/ possible SSLs Esmt (COTT)</b>
20-025	M	City of Tampa Mobility Dept	Repairs to Cass St. bridge and subaqueous/HDD cable utility line @ Hillsborough River
20-026	M	City of Tampa Mobility Dept	Repairs to Brorain St. bridge and subaqueous/HDD cable utility line @ Hillsborough River
20-028	M	NR Rocky Point Property	Remove/replace private multi-family residential multi-slip dock for Island Club @ 3015 Rocky Point Dr., Tampa <b>w/ proposed SSLs Esmt Modification</b>
20-031	M	Hillsborough County Capital Programs Dept	Replace Phillips Lane Bridge (Bridge #104320) over Kitchen Branch
20-032	M	Southern Light, LLC	Directional Bore Utility Cable @ McIntosh Rd. Crossing Hollomans Branch Creek – <b>SSLs Esmt. Required?</b>
20-035	M	William Lethgo	Hold/Closed/Mira Bay Lot
20-037	M	David Seitz	Hold/Mira Bay Lot Dock Proposed
20-038	M	Paul Holmberg	Replace Seawall & New Boat Ramp @ 2805 Gulf City Rd., Ruskin – LMR/ARPA/CBAP
20-040	M	Andalucia Master Assoc./Richard Pungello	Add Boat Lift & Finger Pier Extension 2 Marina Slip D-12
20-041	M	Southern Light, LLC	Sub-aqueous HDD fiber optic cable utility line – US HWY 301 @ Hillsborough River (Unincorp. HC) <b>w/ SSLs Esmt Required?</b>
20-042	M	Port Tampa Bay	Install two 3-pile clusters for the mooring of a barge @ a temporary facility for Tampa Bay Pilots
20-043	M	TECO Peoples Gas	Replace gas main
20-044	M	City of Tampa Wastewater Dept.	Subaqueous Crossing
20-045	M	Southern Light LLC	Subaqueous bore, Tampa By-pass Canal – Plant City to SR 60
20-046	M	Kelly Kowall – My Warrior's Place	Boatlift @ 101 NW 22 <sup>nd</sup> Street, Ruskin
20-047	M	Elizabeth Tavis	Install pilings/dock and railings @3931 SE 24 <sup>th</sup> Street-Ruskin
20-048	M	Jacqueline Sathe	Rip-rap/dock/lift @2307 7 <sup>th</sup> Street SW-Ruskin
20-049	M	Southern Light LLC	Fiber optic cable-11210 US HWY 41S Gibsonton

**EXPENDITURES**

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

09/01/2020 - 09/30/2020

COMPANY	DESCRIPTION	AMOUNT	FUNDING	ADDITIONAL INFORMATION

Board Meeting  
October 20, 2020  
ID149166

**F. EXECUTIVE DIRECTOR REPORT**

**G. PRESENTATIONS**

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

**I. FUTURE PROPOSED PROJECTS**

**PORT TAMPA BAY - LIST OF FUTURE PROPOSED PROJECTS  
OCTOBER 2020**

<b>Procurement Number</b>	<b>Project Name</b>	<b>Current Contractor/ Consultant</b>	<b>Estimated Proposal/Bid Release</b>	<b>Estimated Board Approval</b>
ITB 002-21	Two (2) STS Container Cranes	New ITB	TBD	TBD
<b>RFQ 001-21</b>	<b>Mechanical, Electrical &amp; Plumbing Engineering Consultant Services</b>	<b>Hall Engineering</b>	<b>Nov 2020</b>	<b>Feb 2021</b>
<b>ITB 001-21</b>	<b>Unit Price Marine Repair &amp; Improvements</b>	<b>Orion Marine Construction</b>	<b>Dec 2020</b>	<b>Jan 2021</b>
RFQ 001-20	Engineering Services for Berth 214 Uplands Development	New RFQ	Jan 2021	Mar 2021
RFQ 008-20	Transload Climate Controlled Warehouse	New RFQ	TBD	TBD

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

**J. CALENDAR OF EVENTS**

**NOVEMBER 13, 2020: PORT TAMPA BAYSLAM IV,  
BENEFITTING TAMPA PORT MINISTRIES AND TAMPA  
BAY MARITIME SCHOLARSHIP FOUNDATION.  
REGISTRATION INFORMATION AVAILABLE @  
[WWW.PORTTAMPABAY.COM/BAYSLAM](http://WWW.PORTTAMPABAY.COM/BAYSLAM)**

**K. DATE OF NEXT MEETING**

**TUESDAY, NOVEMBER 17, 2020, 9:30 AM**

**VISIT [WWW.PORTTAMPABAY.COM](http://WWW.PORTTAMPABAY.COM) FOR FURTHER  
INFORMATION**

**L. ADJOURNMENT**