



**PORT TAMPA BAY  
MONTHLY BUSINESS MEETING  
OCTOBER 19, 2021 - 9:30 AM**

<b>A. THIS MEETING WILL BE CONDUCTED AS A HYBRID VIRTUAL CONFERENCE - FOR MORE INFORMATION, PLEASE VISIT <a href="http://WWW.PORTTB.COM">WWW.PORTTB.COM</a></b>	<b>3</b>
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Public Comment	
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<i>Visit <a href="http://www.porttb.com/bayslam">www.porttb.com/bayslam</a> for more information.</i>	
<b>December 11, 2021 - Anchor Ball at Bryan Glazer Family JCC</b>	
<i>Visit <a href="http://www.porttb.com/anchor-ball">www.porttb.com/anchor-ball</a> for more information</i>	
K. <b>Date of Next Meeting</b>	
L. <b>Adjournment</b>	

**A. INVOCATION AND PLEDGE**

**PUBLIC COMMENT**

**B. APPROVAL OF MINUTES**

**RECEIPT AND APPROVAL OF MINUTES OF:**

**SEPTEMBER 21, 2021, BOARD MEETING;  
AUGUST 19, 2021, FY2022 BUDGET  
WORKSHOP; SEPTEMBER 7, 2021,  
TENTATIVE MILLAGE RATE AND FY2022  
BUDGET PUBLIC HEARING; AND  
SEPTEMBER 23, 2021, FINAL MILLAGE RATE  
AND FY2022 BUDGET PUBLIC HEARING**

**PRESENTATION AND RECEIPT OF  
FINANCIAL STATEMENT**

**C. APPROVAL OF CONSENT AGENDA**

**PORT TAMPA BAY  
Business Meeting  
September 21, 2021  
9:30 am via Hybrid Virtual Meeting Using the Zoom Platform**

Chairman Chad Harrod called the Port Tampa Bay (PTB) Business Meeting to order at 9:31 a.m. Chairman Harrod thanked Board members, PTB staff and public for attending in person and virtually to this hybrid virtual meeting using Zoom webinar, and asked Mr. Charles Klug, PTB Principal Counsel, to provide a brief statement on this hybrid virtual meeting and the public comment process. The following Board members were physically in attendance: Mr. Chad Harrod, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Ted Conner, Commissioner; The Honorable Harry Cohen, Commissioner, and Mr. Hung T. Mai, P.E., Commissioner. The Honorable Jane Castor, Commissioner, attended virtually. PTB Board of Commissioners Seat #4 is currently vacant.

The following PTB senior management staff members attended in person: Mr. Paul Anderson, Port President/CEO; Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Mr. Patrick Blair, Vice President of Engineering; Mr. Lane Ramsfield, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Marketing; Vice President of Security, Mark Dubina; and Ms. Joanne Toledo, VP of Human Resources. The following PTB senior management staff members attended virtually: Mr. Ram Kancharla, Vice President of Planning and Economic Development; Mr. Wade Elliott, Vice President of Business Development; Mr. Ken Washington, Chief Information Officer; and Mr. Clay Hollis, Chief of Staff.

Mr. Klug stated that this meeting was being conducted both in person and by communications media technology using the Zoom platform as a Hybrid Virtual Meeting. The Hybrid Virtual Meeting was being held at the Port Tampa Bay Boardroom at the Joseph Garcia International Building at 1101 Channelside Drive.

Mr. Klug continued that this Hybrid Virtual Meeting had a quorum of Board members physically in attendance. Other board members and staff may be attending in person or virtually through the Zoom platform. Anyone who had registered to make a public comment in person or virtually may do so when called upon. Mr. Klug continued that this would be the only time during this Hybrid Virtual Meeting that public comments 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).

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

**A. INVOCATION – PLEDGE**

Chaplain Steve Finnesy appeared virtually to lead the invocation and the Pledge of Allegiance.

**PUBLIC COMMENT**

There were no public comments.

**B. APPROVAL OF MINUTES OF THE AUGUST 17, 2021 BOARD MEETING**

Commissioner Conner, seconded by Commissioner Cohen, moved to receive and approve the minutes as presented. The motion carried unanimously.

**PRESENTATION AND RECEIPT OF THE FINANCIAL STATEMENT OF ELEVEN MONTHS ENDING AUGUST 31, 2021**

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

There being no comments, Commissioner Mai, seconded by Commissioner Cohen, moved to receive the Financial Statement of Eleven Months Ending August 31, 2021. The motion carried unanimously.

**C. APPROVAL OF THE CONSENT AGENDA**

- 1. Approval of Amendment to Submerged Lands Lease with KBC Enterprise, Inc.**
- 2. Approval of EPC Minor Work Permit No. 71761 – Submerged Lands Rule Variance for Private Residential Dock at 1107 Abbeys Way, Tampa, Florida**
- 3. Approval of EPC Minor Work Permit No. 72625 – Submerged Lands Rule Variance for Shared Private Residential Dock at 6426 & 6428 Bright Bay Court, Apollo Beach Florida**
- 4. Approval of EPC Minor Work Permit No.72493 – Submerged Lands Rule Variance for Private Residential Dock at 6714 Surfside Boulevard, Apollo Beach, Florida**
- 5. Approval of Standard Work Permit Application No. 07-149 (Permit Revision #1) – Tampa Bay Marina, Inc. – to Modify an Existing Private Commercial Marina Multi-Slip Docking Facility with Maintenance Dredging Located at 205 South Hoover Boulevard, Tampa, Florida**
- 6. Approval of Modification of Section I, Handling Rates in Port of Tampa Tariff No. 14**

Commissioner Conner, seconded by Commissioner Cohen, moved to approve the Consent Agenda as presented. The motion carried unanimously.

**D. REGULAR AGENDA**

**1. Approval of Contract Extension with Florida Blue – Employee Health Insurance Provider**

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

There being no comments, Commissioner Conner, seconded by Commissioner Mai, moved to authorize the Port President/CEO, or his designee, to exercise the second and final extension option with Florida Blue effective January 1, 2022 through December 31, 2022, with estimated premiums of approximately \$3,200,000 per year, all subject to review by Port counsel. The motion carried unanimously.

**2. Approval of Contract Award for Grounds Maintenance Services**

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

There being no comments, Commissioner Conner, seconded by Commissioner Mai, moved to authorize the Port President/CEO, or his designee, to enter into an agreement with TCC Enterprise Inc. to provide grounds maintenance services for the period of one (1) year with two (2) one-year consecutive renewal options in the amount not to exceed, \$310,008.00 and authorize a total budget for the project for an amount not to exceed \$341,008.80, which includes a ten percent (10%) contingency for unforeseen circumstances that may occur during the contract term, subject to review by Port counsel. The motion carried unanimously.

**3. Approval of Contract Award for Landscape Services**

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

In response to Chairman Harrod's question regarding why six of the firms that participated in the pre-bid teleconference did not submit a bid, Mr. Sanchez noted that when firms see the full scope of the project's size and diversity, some of those firms realize they do not have the labor or resources to accomplish the full scope of the project. There was further discussion regarding the firm awarded for Grounds Maintenance Services being the same firm for Landscaping Services and Mr. Sanchez noted the workflow would be easier by having the same firm on both grounds maintenance and landscaping. Further discussion focused on the beautification funds and Mr. Sanchez noted that the areas receiving beautification are the Cruise Terminals, headquarters and security offices.

There being no further comments, Commissioner Cohen, seconded by Commissioner Conner, moved to authorize the Port President/ CEO, or his designee, to enter into an agreement with TCC Enterprise Inc. to provide landscape maintenance services for the period of one (1) year with two (2) one-year consecutive renewal options in the amount not to exceed \$110,000.00 and authorize a total budget for the project for an amount not to exceed \$120,000.00, which includes a \$10,000 beautification allowance, subject to review by Port counsel. The motion carried unanimously.

**4. Approval of the Final Ranking and Agreements for On-Call Construction Services, RFP No. P-004-21, Agreements Nos. 21-01221-01 and 21-01221-02**

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

In response to Commissioner Mai's question regarding whether the service rates are locked in for three years, Mr. Blair stated that the rates were set with an opportunity for a Consumer Price Index (CPI) adjustment. Mr. Blair continued that the current rates were nearly identical to the previous three years with the 4.5% CPI adjustment.

In response to Commissioner Conner's questions regarding whether the full \$2 million budget is typically exhausted, Mr. Blair explained that the emergency and routine Capital Project work orders for the unit price contracts can each run approximately \$200,000 to \$300,000 and that the full \$2 million budget is reached most years.

There being no further discussion, Commissioner Allman, seconded by Commissioner Mai, moved to approve the final ranking of firms as shown in this agenda item for the On-Call Construction Services, RFP NO. P-004-21, and authorize staff to negotiate identical agreements with the two top ranked firms, and authorize the Port President/ CEO, or his designee, to execute the agreements with funding in the FY 22 Capital Budget for a total amount for both agreements not to exceed \$2,000,000, all subject to review by Port counsel. The motion carried unanimously.

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

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

There being no comments, Commissioner Allman, seconded by Commissioner Cohen, moved to authorize the Port President/CEO, or his designee to spend up to \$204,000.00 for the purchase of four (4) port security vehicles and ancillary emergency equipment, subject to review by Port counsel. The motion carried unanimously.

**6. Approval of Lease Agreement with North Atlantic International Ocean Carrier, Inc.**

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

There being no comments, Commissioner Conner, seconded by Commissioner Mai, moved to authorize the Port President/CEO, or his designee, to enter into negotiations and execute a contract with HCP Associates, Inc. for strategic communications services consultant, for a period of one (1) year at a not-to-exceed amount of \$75,000 with two (2) one-year consecutive renewal options at the sole discretion of PTB. If PTB is unable to negotiate a contract with the top ranked firm, negotiations shall be terminated, and PTB shall then undertake negotiations with the next best-qualified firm, all subject to review by Port counsel. The motion carried unanimously.

**E. RECEIPT OF REPORTS**

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

There being no comments, Commissioner Conner, seconded by Commissioner Cohen, moved to receive the reports as presented. The motion carried unanimously.

**F. EXECUTIVE DIRECTOR REPORT**

Mr. Anderson reported on the return of the cruise industry noting Port Tampa Bay would welcome its first sailing of Royal Caribbean's *Serenade of the Seas*, and continue to pick up steam through the end of this year. Each cruise line has its own robust COVID protocols, and all are committed to the safety of the cruising public. Mr. Anderson continued that PTB staff has been working tirelessly to make sure that the return of the first cruise ships sailings are seamless and offer the incredible experience that customers expect from Port Tampa Bay.

Mr. Anderson provided a brief overview of PTB's FY21 Federal and State Port Security Grants stating, Federal Emergency Management Agency (FEMA) recently announced awards for applicants to the FY21 Federal Port Security Grant program. As in previous years, PTB received all the grants that were requested, in full, from this very competitive process. The projects included electrical upgrades to PTB's public safety complex, maintenance and upgrades to PTB's security command and control systems, as well as cybersecurity assessments, penetration testing and cyber monitoring of Port IT systems that include security systems. These projects have a total value of \$890,000, with a reimbursement value from FEMA of \$667,000. Mr. Anderson further stated that PTB was also awarded a State of Florida Port Security Grant valued at \$190,000 for the purchase and installation of a generator and related infrastructure at the planned storm-hardened building. The award value includes a 25% match from PTB.

Mr. Anderson noted that The American Victory Ship had an outstanding event in support of its educational and historic preservation efforts. The World War II veterans in attendance, as well as the special guest speaker, the former Acting Undersecretary of the Navy, Honorable James "Hondo" Geurts, really brought home the importance of this vessel and the ongoing mission. The regularly scheduled dry-docking is a critical piece of keeping this historic vessel seaworthy.

Mr. Anderson highlighted the donation boxes throughout the port in support of Boricuas de Corazon, a charitable group collecting items to support relief efforts to assist victims of the recent earthquakes in Haiti. All medical donations will be transported to Haitian hospitals on a barge sailing out of Port Tampa Bay.

Mr. Anderson reported that PTB was proud to host the worldwide product launch of Genesis Systems' Water Cube. This innovative group not only chose PTB to host this launch event, but also have chosen to move its international headquarters to Tampa. Mr. Anderson continued that he was glad to meet with this company's leadership and welcome them to Tampa,

along with Mayor Castor and the President of the Tampa Bay Economic Development Council, Mr. Craig Richard.

Mr. Anderson commended PTB's Engineering department for putting on another incredibly successful golf tournament. The event raised \$84,000 for its charities, Tampa Port Ministries and the Tampa Maritime Scholarship Foundation.

## **G. PRESENTATIONS**

### **FLORIDA DEPARTMENT OF TRANSPORTATION (FDOT) – SIS POLICY UPDATE**

Mr. Anderson noted that the Florida Department of Transportation (FDOT) Strategic Intermodal System (SIS) Policy Plan is Florida's high priority network of transportation facilities important in moving people and freight, linking Florida's regions and investing in strategic transportation facilities. As FDOT is updating the SIS Policy Plan, which sets the policy direction for designating, planning, and implementing the SIS, it is also developed in consultation with statewide, regional and local partners. During the following presentation, FDOT will discuss the process for updating the Plan and will welcome any comments of the SIS Policy Plan. This presentation is required to be shown to entities that receive SIS funding.

Mr. Ray Clark, FDOT Seaport Administrator, introduced the brief presentation outlining policy updates to its Strategic Intermodal System.

The FDOT SIS Policy Update Presentation is [Attachment 2](#).

Commissioner Conner expressed appreciation to FDOT for its support in advancing the priority of the Westshore area and the I-4/I-275 interchange.

Commissioner Allman questioned the timeline for grant application to grant award. Mr. Clark explained that the SIS is planned years in advance. One example given by Mr. Clark was that at a district level, applications for SIS funding were being taken for 2027, so in the planning process, if FDOT staff knows that there is a need it can plan its strategy and move forward accordingly. On occasion, when a facility or project has been delayed, funds can become available at an earlier time.

Commissioner Cohen also praised FDOT for its role in expediting the Westshore improvements that were originally slated to begin in 2026 and now are slated to begin in 2023. Commissioner Cohen also noted the importance of elected officials being aware of the widespread support for this improvement in the community. People in the Tampa Bay area are depending on the aforementioned improvements to be able to make their daily commute and for the transporting of goods and services throughout the region. Commissioner Cohen encouraged citizens to provide comments to the Transportation Improvement Program (TIP) Amendments. Mr. Charles Klug noted that comments do not have to be presented in person. Comments from the community can be submitted in person, by email, or letters.

Mr. Anderson also noted that PTB could assist with keeping stakeholders informed of opportunities to comment on TIP Amendments. PTB will be as supportive as possible as the Port continues to move upwards of 10,000 truck moves per day. With the growth of the container

business, more fresh produce, lumber, etc., PTB needs to make sure it is a part of the solution to help grow those trade corridors.

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

Chairman Harrod noted PTB was contributing financial assistance with Port Fourchon and asked if there were any lessons that could be learned from Port Fourchon's experience with Hurricane Ida. Mr. Anderson mentioned that the American Association of Port Authorities has an emergency relief fund that helps sister ports around the nations when they are impacted by weather events. Port Tampa Bay contributes to that fund annually as needed. Those funds assist with displaced port employees. Mr. Anderson also noted the importance of resiliency in the area of cybersecurity and Port Tampa Bay always tries to share best practices with peer groups around the state.

In response to Chairman Harrod's question regarding the first sailing date for the return of cruise business to Port Tampa Bay, Mr. Anderson announced that the first sailing would be on Saturday, October 16, 2021. There was continued discussion regarding the status of the construction related to Cruise Terminal roadway improvements. Mr. Patrick Blair stated that there were three different projects: the City of Tampa's Channelside Drive Lane Dieting, and The Florida Aquarium (FLAQ) parking lot; the third project is PTB taking the existing entrance to the FLAQ and making a loop road so cruise-related traffic could enter from York Street instead of Cumberland Avenue. The design and permitting has been completed for PTB's project and staff are waiting for the City of Tampa (City) to complete the FLAQ parking lot portion. PTB began design for the FLAQ parking lot project and the City entered into an agreement to reimburse PTB for its portion of the design costs. The anticipated completion of all three projects is December 1, 2021. There was further discussion regarding implementing the new cruise traffic flow, having proper signage and utilizing the Sheriff's department for traffic control. A new pass-through roadway that is part of the Water Street project will open pending the Ardent Mills plant relocating to Port Redwing. Mr. Blair stated that the new roadway would likely not alleviate cruise traffic congestion.

## **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 noted the following events:

**September 23, 2021 – Port Tampa Bay Final Millage Rate and Fiscal Year 2022 Budget Public Hearing**

**November 5, 2021 – Port Tampa BaySlam V**  
Visit [www.porttb.com/bayslam](http://www.porttb.com/bayslam) for more information.

**December 11, 2021 – Anchor Ball at Bryan Glazer Family JCC**  
Visit [www.porttb.com/anchor-ball](http://www.porttb.com/anchor-ball) for more information.

**K. NEXT MEETING**

Chairman Harrod announced the next regular business meeting would be on October 19, 2021 at 9:30 am, and that further information regarding 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 10:41 am.

ATTEST:

\_\_\_\_\_  
Chad Harrod, Chairman

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

**PORT TAMPA BAY BUSINESS MEETING**  
**SEPTEMBER 21, 2021 – 9:30 a.m.**  
**(Hybrid Virtual Meeting via Zoom Platform)**

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

<u>NAME</u>	<u>BUSINESS</u>
Jesse White	TBHSJC
Ray Clark	FDOT
MIKE BROWN	FDOT
MIKE HOBEMAN	MEN
MICHAEL BROOKS	ISR
Drew Sanders	HALP
MICHAEL HARGETT	BKCLIF
Allison Granell	Tampa Bay Marina
John Adams	Reuben Clarson Consulting
RON HANSEN	TBM
ARTHUR SAVAGE	A.R. SAVAGE & SON
MIKE AUGUSTINE	AR. SAVAGE + SON
PATRICK BLAIR	PTB
JULIE SANTAMARIA	RBC
Marty Hillburg	Ardayan
JOHN GLASS	MOFFATT & NICHOL
BOB Nathan	Moffatt & Nichol

Additional spaces on next page.



# SIS Policy Plan Update


## District 7



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### What is the Strategic Intermodal System?

- Statewide network of high-priority transportation facilities
- Largest and most significant transportation facilities
- Primary means for moving people and freight



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## Why Was the SIS Created?

*Help meet growing demand for moving people and freight*

*Link Florida's economic regions*

*Enhance Florida's competitiveness as a global hub for trade*

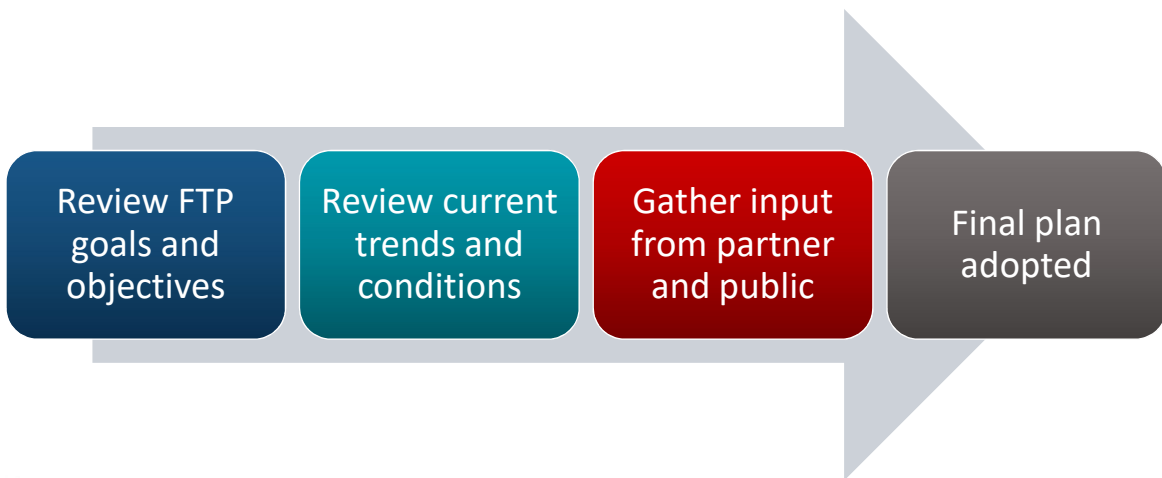
*Make strategic choices for transportation investments within financial constraints*



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## How is the SIS Policy Plan developed?



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# System Overview

## Two Components

- SIS
- Strategic Growth



## Three Types of Facilities

- Hubs
- Corridors
- Connectors



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# SIS Policy Plan Elements

OBJECTIVES

FOCUS AREAS

POLICIES/STRATEGIES




IMPLEMENTATION GUIDANCE




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## Current SIS Objectives


 <b>INTERREGIONAL CONNECTIVITY</b>	<i>Ensure the efficiency and reliability of multimodal transportation connectivity between Florida's economic regions and between Florida and other states and nations</i>
 <b>INTERMODAL CONNECTIVITY</b>	<i>Expand transportation choices and integrate modes for interregional trips</i>
 <b>ECONOMIC DEVELOPMENT</b>	<i>Provide transportation systems to support Florida as a global hub for trade, tourism, talent, innovation, business, and investment</i>



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 <b>SAFETY</b>	<h2>2022 SIS Policy Plan Focus Areas</h2>
 <b>RESILIENCE</b>	
 <b>TECHNOLOGY &amp; INNOVATION</b>	
 <b>URBAN MOBILITY &amp; CONNECTIVITY</b>	
 <b>RURAL MOBILITY &amp; CONNECTIVITY</b>	



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## IDEAS FOR IMPROVING SAFETY

- Increase emphasis on safety as factor for setting priorities among potential SIS projects
- Provide more flexibility to include safety features as part of SIS capacity projects
- Address high-risk emphasis areas (e.g., lane departure, commercial vehicles, and modal conflict)

**WHAT ELSE DO WE NEED TO DO TO IMPROVE SAFETY ON THE SIS?**



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## IDEAS FOR IMPROVING RESILIENCE

- Consider vulnerabilities in community and environment screening process
- Identify resilience strategies as part of capacity needs and projects
- Expand funding eligibility for adaptation or retrofit of existing infrastructure

**WHAT ELSE DO WE NEED TO DO TO IMPROVE THE RESILIENCE OF THE SIS?**



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## **IDEAS FOR IMPROVING TECHNOLOGY & INNOVATION**

Redefine SIS capacity projects to include technology solutions for improving efficiency and reliability

Expand funding eligibility for technology infrastructure and associated asset management

Provide more flexibility for emerging mobility solutions such as “quick response” initiatives

**WHAT ELSE DO WE NEED TO DO TO ADVANCE TECHNOLOGY AND INNOVATION FOR THE SIS?**



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## **IDEAS FOR IMPROVING URBAN MOBILITY AND CONNECTIVITY**

Redefine capacity to include mobility and reliability improvements

Prioritize projects that improve interregional travel on the SIS including multimodal travel options between Florida’s large urban areas

Provide flexibility for use of SIS funds off-SIS to improve performance of the SIS

**WHAT ELSE DO WE NEED TO DO TO IMPROVE URBAN MOBILITY AND CONNECTIVITY ON THE SIS?**



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# IDEAS FOR IMPROVING RURAL MOBILITY AND CONNECTIVITY

Reassess SIS highway criteria to emphasize on controlled access and context classification

Redefine capacity to include rural mobility/connectivity improvements

Strengthen regional and corridor planning in rural areas

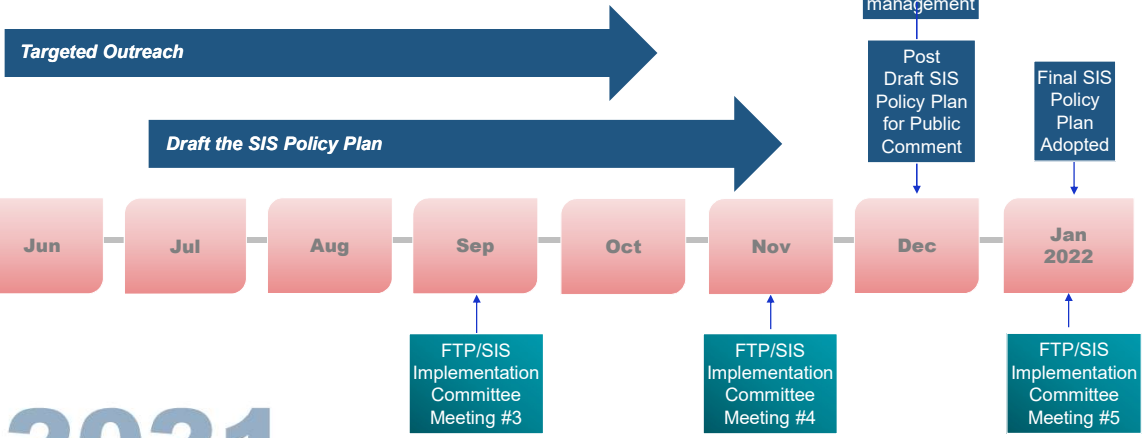
## WHAT ELSE DO WE NEED TO DO TO IMPROVE RURAL MOBILITY AND CONNECTIVITY ON THE SIS?



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## What's Next?

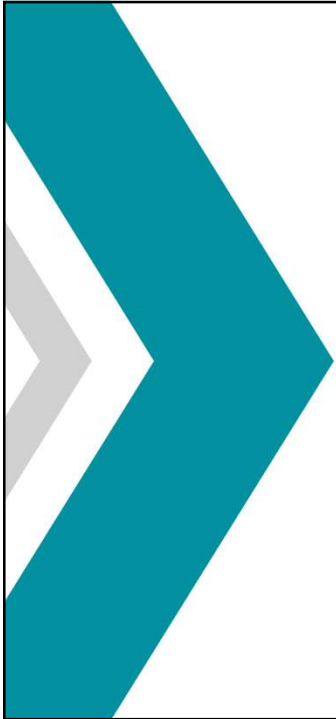


# 2021



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**LORI MARABLE**  
District 7 SIS Coordinator  
Florida Department of Transportation  
Lori.marable@dot.state.fl.us  
813-975-6450

[www.fdot.gov/planning/systems](http://www.fdot.gov/planning/systems)

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY  
BOARD OF COMMISSIONERS  
FISCAL YEAR (FY) 2022 BUDGET WORKSHOP  
AUGUST 19, 2021  
via HYBRID VIRTUAL MEETING USING  
THE ZOOM PLATFORM**

The Tampa Port Authority's (TPA) FY2022 Budget Workshop was called to order at 2:00 p.m. with the following TPA Board of Commissioners (Board) members present: Mr. Chad Harrod, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Hung T. Mai, P.E., Commissioner; and The Honorable Harry Cohen, Commissioner. Mr. Ted Conner, Commissioner, arrived at 2:19 pm. Mayor Jane Castor, Commissioner, was absent. TPA Board of Commissioners Seat Number Four (#4) was vacant at the time of this Workshop.

The following senior management were present in person: 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. Patrick Blair, Vice President of Engineering; Mr. Wade Elliott, Vice President of Business Development; Mr. Lane Ramsfield, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Marketing. Mr. Ken Washington, Chief Information Officer, attended virtually.

The TPA, d/b/a Port Tampa Bay (PTB), Fiscal Year 2022 Budget Workshop Presentation is [Attachment 1](#).

Mr. Anderson presented an overview of the Port's strategic initiatives for the Fiscal Year 2022 (FY2022) Budget. Mr. Anderson noted that this workshop would cover initiatives to ensure PTB's continued solid financial performance. Mr. Anderson stated that the revenue stream will be diversified to maintain and improve PTB's financial ratings, allow reinvestment to modernize and expand the Port, and ensure PTB's continued success during economic downturns. Additional strategic initiatives include: protect and expand maritime land; invest to expand and maintain critical infrastructure; leverage PTB's investments in modern, flexible deep draft berths / terminals to support cargo throughput; optimize PTB's long-term ability to accommodate larger vessels; enhance partnerships with stakeholders; expand marketing 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; and continue to grow and diversify PTB's cargo and related business by developing supply chain solutions to meet customers' needs. PTB will collaboratively redevelop the Channelside District to meet the evolving needs of Tampa's businesses and citizens and 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. Mr. Anderson noted that all these initiatives were consistent with PTB's strategic and master plans.

Mr. Anderson asked David Delac to present the FY2022 Budget.

### **Budget Comparative Statement of Revenues & Expenses (FY2021)**

Mr. Delac outlined the Budget Comparative Statement of Revenues & Expenses FY2021 as listed in the PTB FY2022 Budget Workshop presentation. Mr. Delac stated that staff expected FY2021 Operating Revenues to be approximately \$3 million or about 6% above budget. This is despite having no cruises in FY21.

Mr. Delac noted that PTB had seen an increase in container revenue expecting that PTB will have handled 190,000 twenty-foot equivalent units (TEUs) by fiscal year end, which is an increase of 26% over FY21's budget. Other commodities outperforming the budget include petroleum, limestone, and prilled sulphur.

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 \$1 million, which is a very respectable 40% Operating Margin.

Mr. Delac noted that Net Non-Operating revenues were expected to exceed the budgeted amount by \$800,000. This brings the Net Income before Grant Revenue to nearly \$27.5 million, \$3.2 million more than budgeted.

### **FY2022 Budget Trends & Assumptions**

Mr. Delac presented some assumptions that were used in developing the FY2020 budget stating that overall tonnage over PTB-owned docks is projected to increase by one percent in FY22 due to flat projections for petroleum, granite and limestone. General cargo tonnage is projected to increase sixteen percent. Mr. Delac stated that cruises are expected to return, but some uncertainties remained. Operating expenses are projected to increase in FY22 for a variety of reasons, which were listed on the presentation (slide number seven (7)). With the PTB Board approved maximum tentative millage rate of \$.09940, Mr. Delac stated that staff recommends a millage rate of \$.0935 per \$1,000 valuation, for FY22 to continue the Port's long tradition of reducing taxes to Hillsborough County residents. Grant revenues were projected at \$16 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 (FY2021-2022)**

Mr. Delac outlined the budgeted income statement for FY2022 in comparison to where staff expects to finish in FY2021. Operating Revenue would finish above FY21's projection as a result of increased cruise and cargo revenue. Lease revenue was

relatively flat with a number of new tenants that are still in pre-development or development periods not yet generating significant lease revenue for PTB. Operating Expenses were up slightly, compared to FY21. As a result, Mr. Delac noted that Operating Income would be \$22.6 million and would result in an operating margin of 38%. Mr. Delac also noted that Ad Valorem tax receipts and interest income are consistent with FY21. Interest expense decreases slightly as a result of the refunding of the 218 refunding note. Mr. Delac stated the PTB staff was not anticipating any new debt in FY22.

### **FY2021 vs FY2022 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 FY22 revenue that staff had not included since negotiations were not complete.

### **FY2022 Operating Revenue Diversification**

Mr. Delac presented PTB's Operating Revenue Diversification noting that diversification continues to be one of PTB's primary objectives allowing the Port to weather downturns in any one line of business. He explained that the chart on slide 10 showed the percentage that each line of business contributes to the overall operating revenue stream for FY2022 with bulk cargo having been and continues to be a primary component of PTB's overall Operating Revenue stream comprising 43% of FY2022's budgeted Operating Revenue. He added that lease revenue followed at 32% and that containers and general cargo made up a larger portion of the revenue, expecting to generate 10% of the Operating Revenue in FY22. Mr. Delac continued that cruise revenue is nine percent of the FY22 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.

### **FY2022 Operating Revenue Assumptions**

Mr. Delac stated that bulk cargo tonnage was expected to remain relatively flat in FY22. TEUs were projected to increase 32% from FY21 levels to 250,000 TEUs in FY22. Steel is projected to increase 12% over FY21 and while staff were projecting only modest gains in FY22 lease revenue, future years will show a much larger increase as new tenants enter the operational phases of their leases.

Mr. Delac continued that cruises remain an uncertainty in the budget, but due to the Business Development department's ongoing communications with the cruise industry, staff believe the projections for cruise revenue are very realistic and achievable. PTB staff is projecting a return of two Carnival Cruise Line vessels, two Royal Caribbean vessels, and one vessel each from Celebrity Cruise Line and Norwegian Cruise Line. Mr. Delac noted that cruise season will begin in October with one vessel and start in earnest in November with 23 sailings expected. Staff projects that all vessels will sail at 50% capacity. This allows the ability to absorb any unanticipated cruise interruptions that may occur during the year.

### **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 increase about one percent at berths owned by the Port and does not include privately owned facilities. Mr. Delac then outlined the five-year trend for each area of business, which are presented on slides 14 through 17 in the presentation.

### **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 and the global economy, PTB's Operating Revenues remained over \$50 million for FY21 and over the previous five years had averaged over \$58 million.

### **Business Development (slide 19)**

Mr. Elliott 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 19 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.

Mr. Elliott's portion of the workshop presentation is on slides 19 – 35.

### **Cruise (slide 26)**

Mr. Elliott stated that the restart of cruises are expected in mid-October. There will be six homeported vessels in FY22 as stated earlier by Mr. Delac. There are 187 vessel calls and 400,000 passengers expected in FY22.

### **Containers (slide 27)**

Mr. Elliott noted the huge, expanding Central Florida market and outlined several projections for this line of business.

### **Container Terminal Expansion (slide 32)**

Mr. Elliott noted that container terminal expansion was underway with increase storage from 67 to 97 acres, berth extension planned from 3200 to 4500 feet, new gate, and additional gantry cranes.

### **FY2022 Personnel Expense Assumptions (slide 36)**

Mr. Delac stated that Operating Expenses were projected to increase by \$4.7 million overall, or about fifteen percent. Personnel expenses are projected to increase thirteen percent. Approximately \$750,000 of the \$2.2 million increase is the result of added security costs related to the return of cruises. There are no plans of any new positions being added. Vacancies will be evaluated and hiring deferred whenever possible. Staff is proposing a six percent market equity increase for FY22, which is consistent with the CPI of 5.8%. Merit increases of up to three percent per employee are also proposed. Health insurance costs are forecast to increase approximately seven percent.

### **FY2022 Promotional Expense Assumptions**

Mr. Delac noted that the promotional expense category included Business Development related travel, publication of marketing brochures and advertising among other items. Promotional expenses are projected to increase 89% compared to FY21. While that seems high, Mr. Delac noted that FY21 was abnormally low as all travel came to an abrupt halt in March 2020 and remained shut down during FY21. The FY22 budget assumes that travel may resume in October 2021.

### **FY2022 Administrative Expense Assumptions**

Mr. Delac stated that broad administrative expenses category are budgeted to increase about 12% as PTB continues to add facilities causing security and repair and maintenance costs to increase. Security costs make up 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 are forecast to increase slightly in FY22. The return of Cruises in FY22 will generate the return of increased security, janitorial and other cruise related costs.

### **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 demonstrated, on slide 39 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.

### **FY2022 Non-Operating Items**

Mr. Delac noted that Net Non-Operating Revenue is projected to remain flat in FY22 and Ad Valorem tax revenue also remains flat. Staff anticipated recognizing \$16.2 million in grant revenue during FY22 and noted that PTB's grants were reimbursement grants that are recognized as those funds are expended.

### **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 levies as well as how its Ad Valorem tax revenues are used, which is solely for infrastructure capital projects of a public nature.

### **2022 Capital Improvement Program (slides 42 through 62)**

Mr. Ram Kancharla outlined the 2022 Capital Improvement Program as presented beginning on slide 42. Mr. Kancharla noted FY2021 Capital Projects Completed/Ongoing: Hooker's Point – Transload Warehouse, Roadway Improvements, and Berth 214 Upland Improvements; East port Development – Stormwater Treatment; Security Improvements – Cyber Resiliency Evaluation and Plan, Cybersecurity Assessment, Port Security Vessel; Tenant Improvement/Land Acquisitions/Other – Land Acquisition (along Lakeview Center Drive) approved at January 2021 Board meeting), Tampa Bay Federal Channel Study (GRR Study-approved at February 2021 Board meeting.)

### **Proposed Capital Improvement Program FY2022**

Mr. Kancharla outlined a summary of the Proposed FY2022 Capital Budget with a list of major new projects beginning on slide 52. Projects discussed were: Gantry Cranes; Berth 214 Upland Design; and the Transload Warehouse.

### **FY2022 Funding Sources for Capital Projects**

Mr. Kancharla noted funding sources on slide 60.

### **Proposed FY2022 Capital Budget**

Mr. Kancharla outlined a chart showing the proposed FY2021 capital budget on slide 61.

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

Mr. Delac outlined a three-year projection of the financial statements on slide 63 and noted that PTB staff assumed minimal change in ad valorem tax receipts.

**Projected Operating Margin (FY2022 – FY2024)**

Mr. Delac stated that the Operating Margin for FY22 was expected to be 38%, increasing to 40% in FY23 and 40% in FY24.

**FY2022 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 7, 2021 at 5:01 pm. Then on Wednesday, September 23, 2021 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 thanked Board members for their continued support particularly during the ongoing pandemic conditions.

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

Chairman Harrod then reiterated that the next budget-related meeting would be the tentative millage and FY2022 budget public hearing on September 7, 2021 at 5:01 p.m. He continued that the next regular monthly business meeting would be on September 21, 2021 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 Harrod then adjourned the workshop at 3:45 p.m.

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Chad Harrod, Chairman


ATTEST:

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Patrick H. Allman, Secretary/Treasurer



## Chief Executive's Overview



**Strategic Initiatives**

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

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## 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

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## 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

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## Budget Comparative Statement of Revenues and Expenses FY2021



<i>(in thousands)</i>	FY21 Budget		FY21 Projected			
<b>Operating Revenue:</b>						
Port Usage Fees	\$	31,336	\$	33,957		
Rentals	\$	18,581	\$	18,888		
Other Operating	\$	588	\$	700		
<b>Total Operating Revenue</b>	<b>\$</b>	<b>50,505</b>	<b>\$</b>	<b>53,545</b>		
<b>Operating Expenses:</b>						
Personnel	\$	16,969	\$	16,860		
Promotional	\$	1,285	\$	920		
Administrative	\$	14,884	\$	14,360		
<b>Total Operating Expense</b>	<b>\$</b>	<b>33,138</b>	<b>\$</b>	<b>32,140</b>		
<b>Operating Income</b>	<b>\$</b>	<b>17,367</b>	<b>34%</b>	<b>\$</b>	<b>21,405</b>	<b>40%</b>
<b>Non-Operating Revenue / (Expense)</b>						
Ad Valorem Tax Receipts	\$	10,678	\$	10,772		
Ad Valorem Tax Payments	\$	(485)	\$	(520)		
Interest Income	\$	240	\$	53		
Interest Expense	\$	(4,455)	\$	(4,346)		
Other, Net	\$	999	\$	158		
<b>Net Non-Operating Revenue</b>	<b>\$</b>	<b>6,977</b>	<b>\$</b>	<b>6,117</b>		
<b>Net Income before Grant Revenue</b>	<b>\$</b>	<b>24,344</b>	<b>\$</b>	<b>27,522</b>		
Grant Revenue	\$	10,150	\$	14,785		
<b>Net Income</b>	<b>\$</b>	<b>34,494</b>	<b>\$</b>	<b>42,307</b>		

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## FY2022 Budget Trends and Assumptions



- Bulk cargo tonnage across PTB-owned docks remains consistent with FY21 tonnage projections
- General cargo tonnage across PTB-owned docks increases 16% primarily due to increased steel and containers.
- Cruises projected to return in October
  - Carnival, Royal Caribbean, Norwegian and Celebrity Cruise Lines returning

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## FY2022 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 \$.0990 per \$1,000 valuation to \$.0935 per \$1,000 valuation
  
- Anticipate recognizing new grant revenues of \$16 million
  - Includes \$10 million ARPA funds
  - Additional grant money allocated to PTB but not assigned to active projects at this time; will be recognized in future years

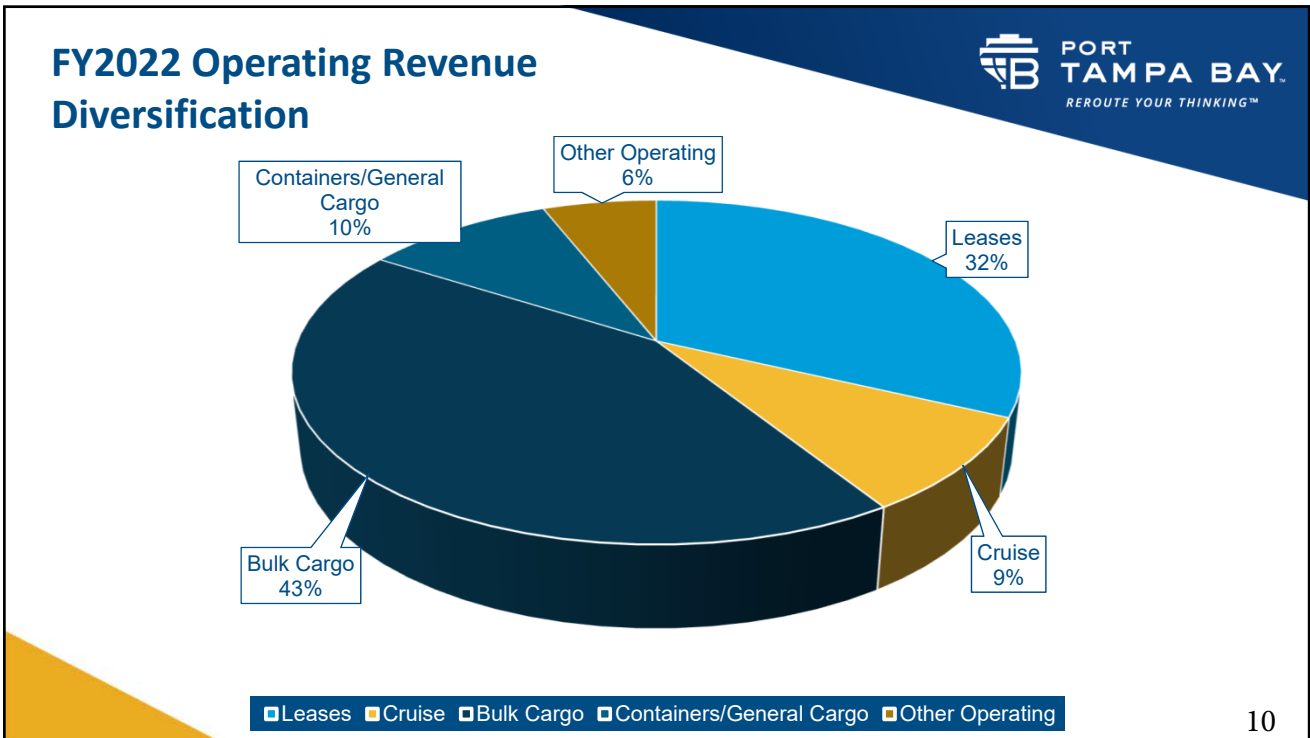
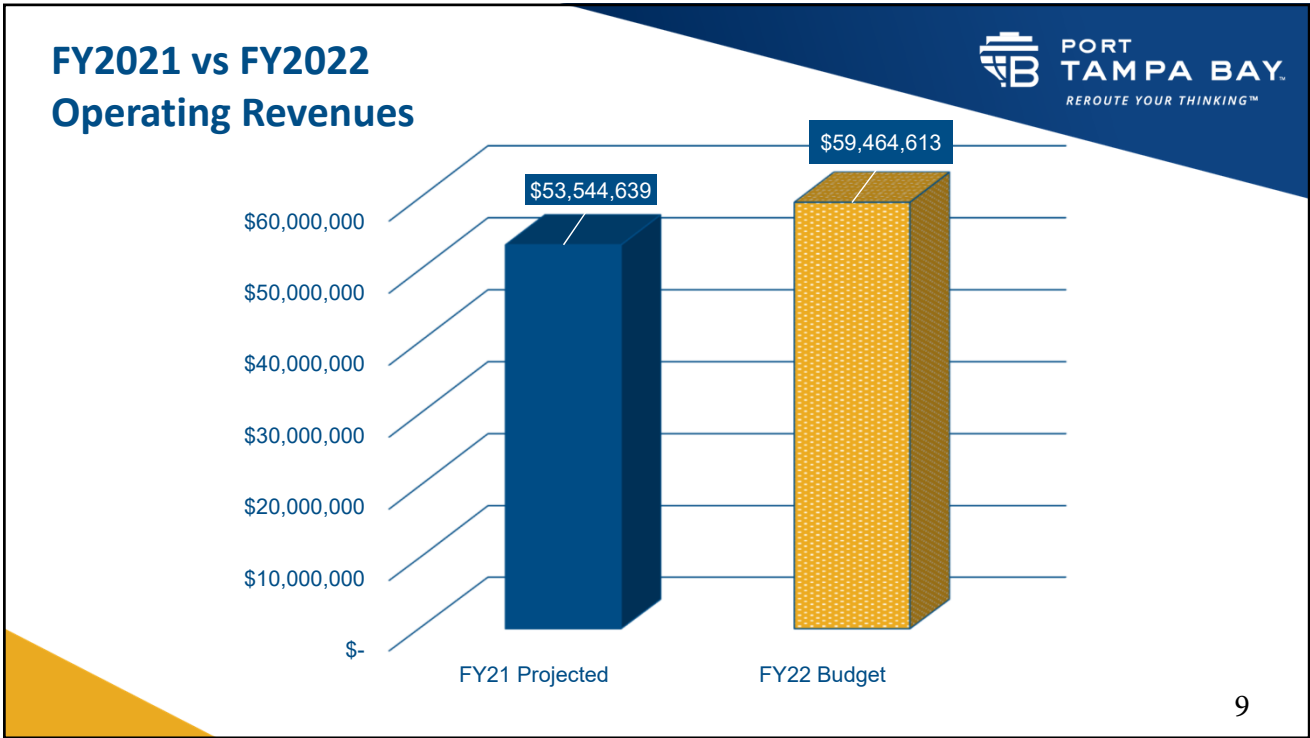
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## Two-Year Comparative Statement of Revenues and Expenses FY2021 – FY2022



<i>(in thousands)</i>	FY21 Projected	FY22 Budget
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 33,957	\$ 39,606
Rentals	\$ 18,888	\$ 19,193
Other Operating	\$ 700	\$ 666
<b>Total Operating Revenue</b>	<b>\$ 53,545</b>	<b>\$ 59,465</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,860	\$ 19,088
Promotional	\$ 920	\$ 1,739
Administrative	\$ 14,360	\$ 16,040
<b>Total Operating Expense</b>	<b>\$ 32,140</b>	<b>\$ 36,867</b>
<b>Operating Income</b>	<b>\$ 21,405 40%</b>	<b>\$ 22,598 38%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,772	\$ 10,917
Ad Valorem Tax Payments	\$ (520)	\$ (525)
Interest Income	\$ 53	\$ 48
Interest Expense	\$ (4,346)	\$ (4,180)
Other, Net	\$ 158	\$ (115)
<b>Net Non-Operating Revenue</b>	<b>\$ 6,117</b>	<b>\$ 6,145</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 27,522</b>	<b>\$ 28,743</b>
Grant Revenue	\$ 14,785	\$ 16,210
<b>Net Income</b>	<b>\$ 42,307</b>	<b>\$ 44,953</b>

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## FY2022 Operating Revenue Assumptions



- **Bulk Cargo**
  - Expecting approximately 15.3 million tons of Bulk Cargo
- **General Cargo**
  - Container TEU's increase 32% over FY21 projections
  - Steel tonnage increases 12% over FY21 projections
- **Lease revenue increases 2%**
  - Several tenants in pre-development & development phases

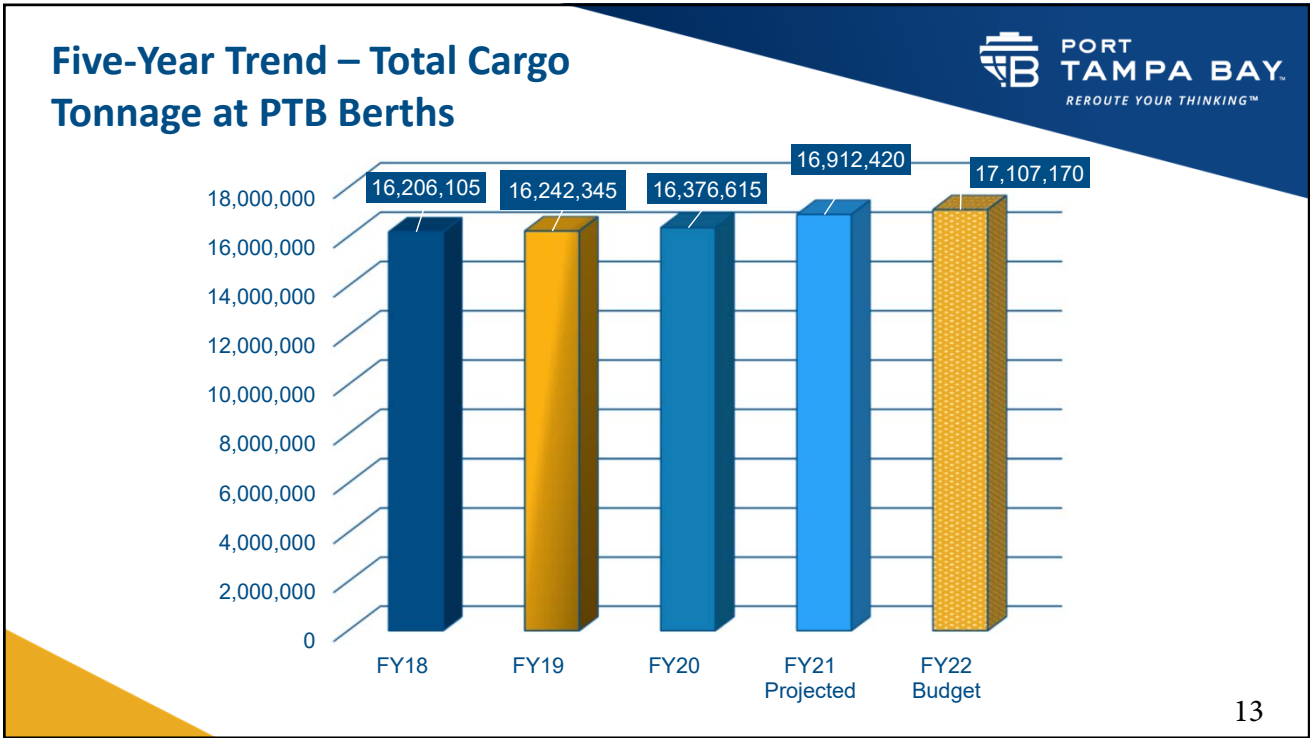
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## FY2022 Operating Revenue Assumptions

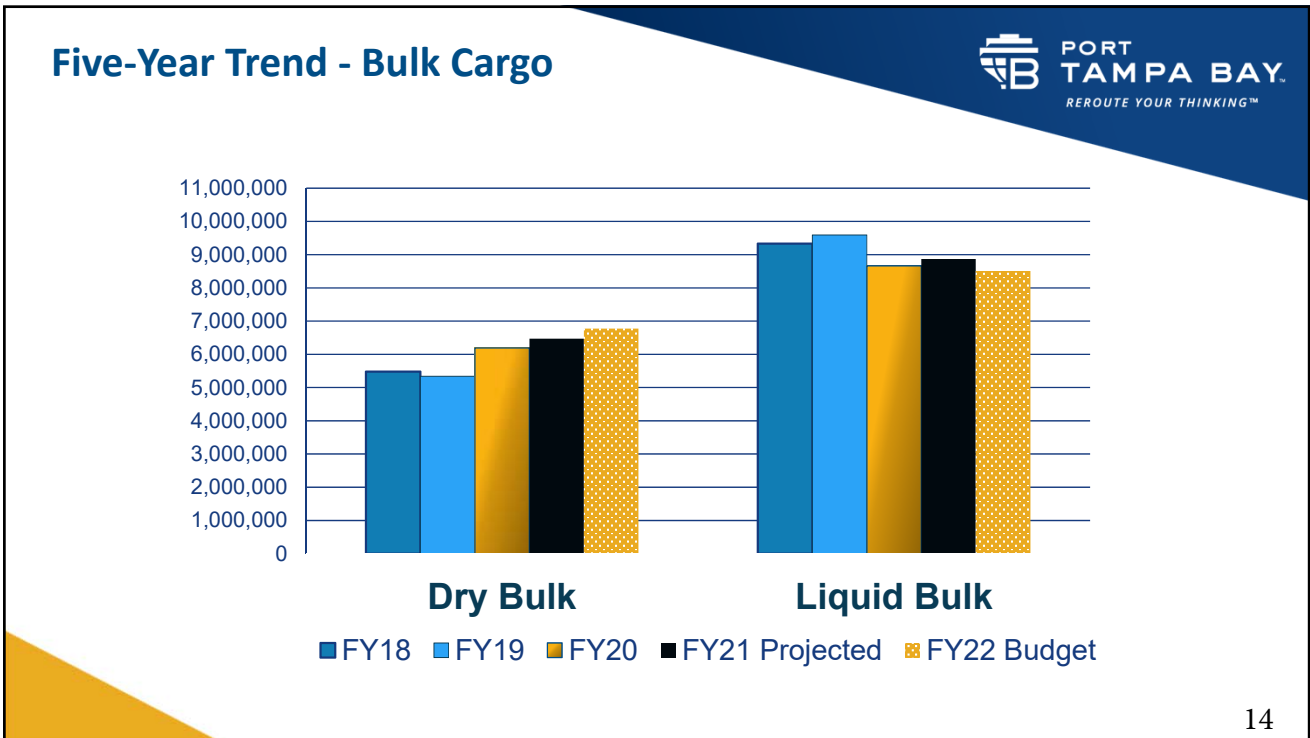


- **Cruise**
  - Anticipating cruises resume October 2021 at 50% capacity
  - 187 cruises scheduled in FY2022
  - Expecting 6 vessels to homeport at Port Tampa Bay for FY22 cruise season

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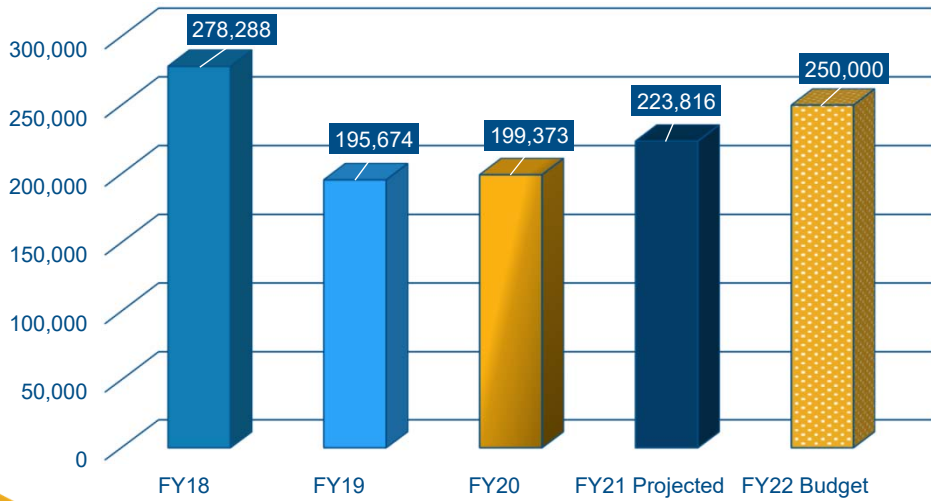


14

### Five-Year Trend – General Cargo Tonnage



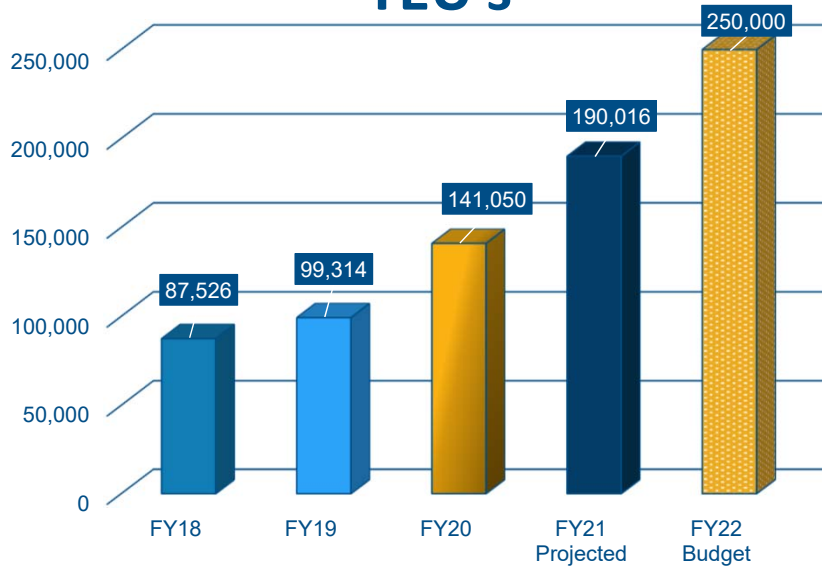
### STEEL

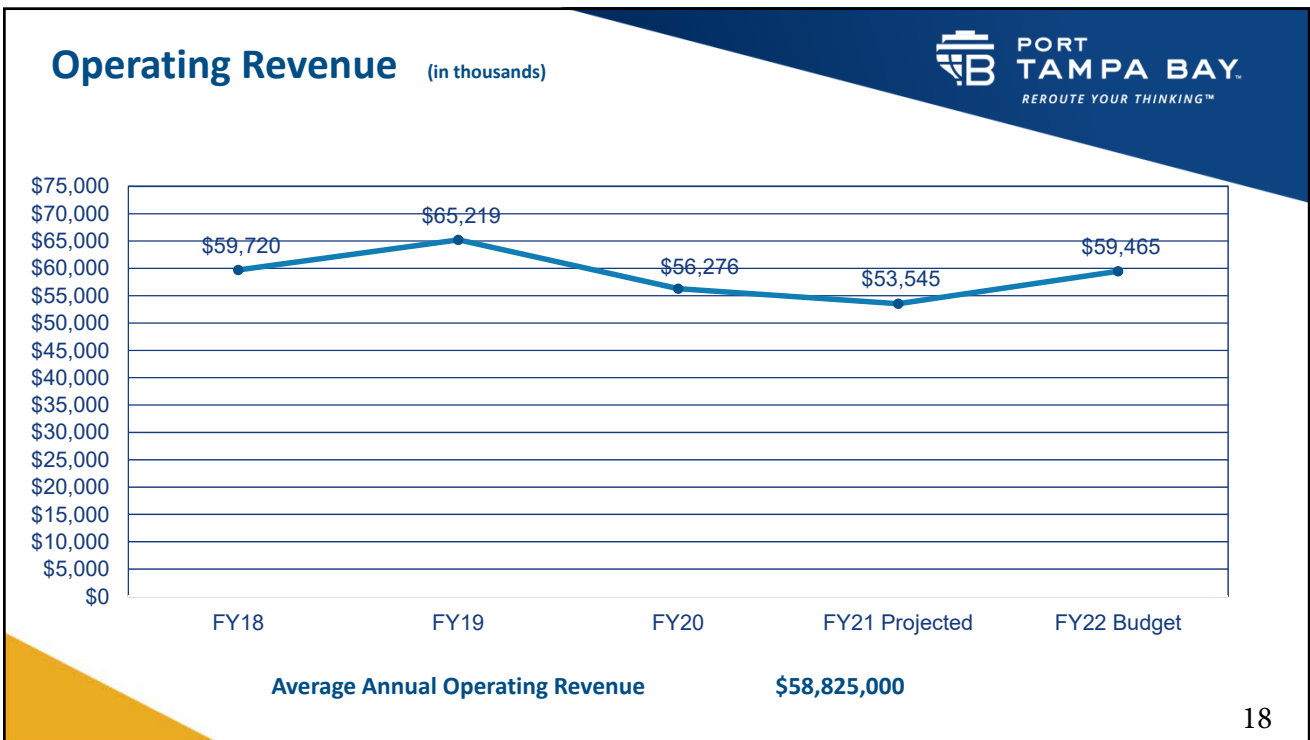
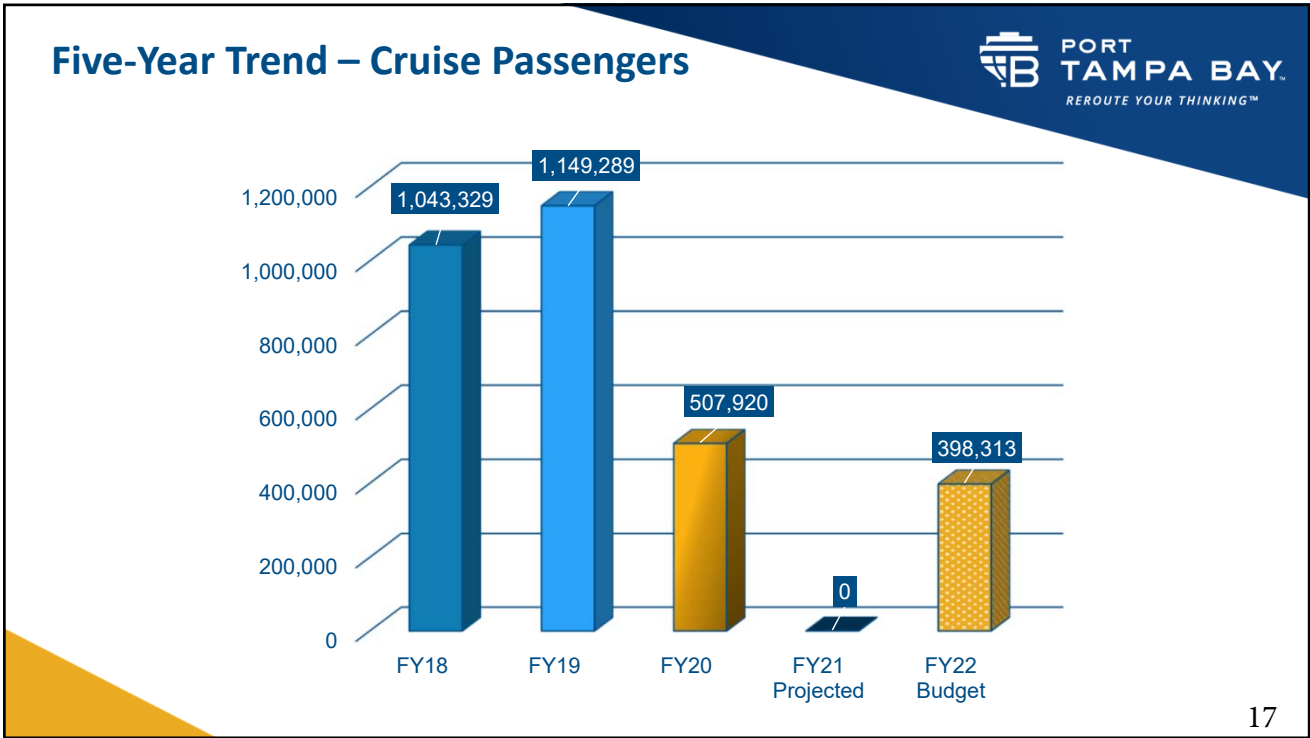


### Five-Year Trend – General Cargo TEU's



### TEU's








**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.

## Port Tampa Bay Core Market




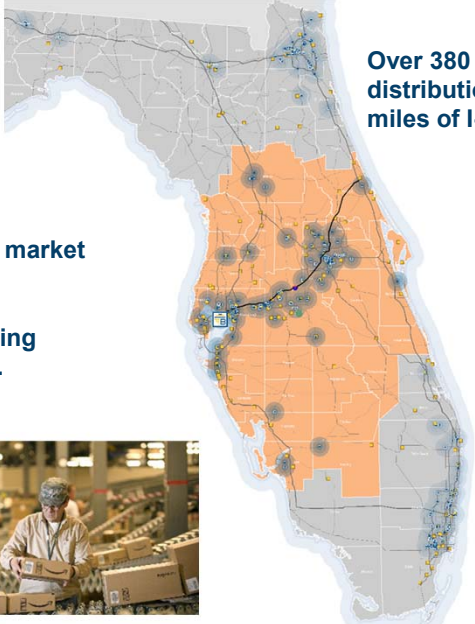
**PORT TAMPA BAY.**  
REROUTE YOUR THINKING™




**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



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

- 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





AN EMERA COMPANY



MOTOR OIL





A BSA Aviation company



ENERGY SERVICES



AIR GENERAL




ENTERPRISES LLC



OIL CORPORATION








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## Fertilizer & Agriculture - Bulk




PORT TAMPA BAY.  
REROUTE YOUR THINKING™

- One of the world's leading fertilizer export ports
- Prilled sulfur used as substitute for liquid sulfur in fertilizer production
- Ardent Mills – New tenant for Redwing
- Potential new dry and liquid bulk opportunities
- Positive outlook for phosphate and related fertilizer products







Knowledge grows





**GULF SULPHUR**

Tampa Juice Service, Inc.






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## Construction & Building Materials – Bulk & Breakbulk



PORT TAMPA BAY.  
REROUTE YOUR THINKING™

- 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 5% and general cargo to increase by 16% for FY22




















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## Shipbuilding & Repair



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

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
















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## Cruise

- Restart of cruises expected in mid-October
- Six homeported vessels in FY22
  - two each from Carnival and Royal Caribbean
  - one each from Norwegian Cruise Line and Celebrity Cruises
- 187 vessel calls and 400,000 passengers expected in FY22 (Conservative estimate assuming 50% occupancy)




















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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 container services
  - Developing exports
  - Attracting new DCs and manufacturers
- Container TEUs up 46% YTD in FY21 and projected to reach 250,000 TEUs in FY22, an increase of 32%



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## Executive Shippers Council – Local Tampa Market

The grid contains the following logos (row by row):

- Row 1: ROOMS TO GO, Publix, Walmart, Sam's Club, Florida's Natural, Tropicana, CUTRÁLE, amazon, HAVERTYS, unti
- Row 2: Disney, Badcock & More, Home Depot, Coca-Cola, Minute Maid, AMALIE, Winn-Dixie, CVS pharmacy, GFS, PEPSICO
- Row 3: Southern Glazer's Fruit Products, Walgreens, Mosaic, BEALLS, SHERWIN WILLIAMS, ALJOMA, KANE'S FURNITURE, CLOSETWAD, VIGO
- Row 4: GREEN FOREST PRODUCTS, Taylor Farms, MAXPAK, HD SUPPLY, AA METALS, ACE, Tampa Bay Furniture, BAMA, Sysco, H&M
- Row 5: ALDI, James Hardie, Admiral Craft, GOVA, SUNSET Restaurant, iGas, Wish Farms, Save a lot, CITRUSWORLD, INC.
- Row 6: BREAKTHRU, NRS Logistics, Sempermed, TRADER JOE'S, STAR, CITY FURNITURE, binderholz
- Row 7: ARAUCO, Tampa Juice Service, Inc., LouisDreyfus, MARIO CAMACHO FOODS, REGAL, TicoFruit
- Row 8: THE Ruthvens, LOWE'S, SaddleCreek LOGISTICS SERVICES, REGAL, TicoFruit

## 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

**Northbound Backhaul Trucking Advantage:** Florida inbound vs outbound truck traffic moves at 5 to 1 ratio. Northbound rates 40-50% less than southbound = opportunity for major delivery cost savings

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## Expanding Global Container Service Connections

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

— ZIM MTS    — SEACAT LINE    — SEALAND  
 — COSCO / CMA CGM / EVERGREEN / OOCL  
 — ZIM / MSC / MAERSK    — DOLE

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# Refrigerated Cargo and New Central America Services

June 22<sup>nd</sup> SeacatLine increased to weekly frequency from Costa Rica

July 15<sup>th</sup> Dole launched new service from Honduras and Guatemala

Focus on refrigerated cargo, including pineapples and bananas, as well as other imports and exports

State of the art on-dock cold storage



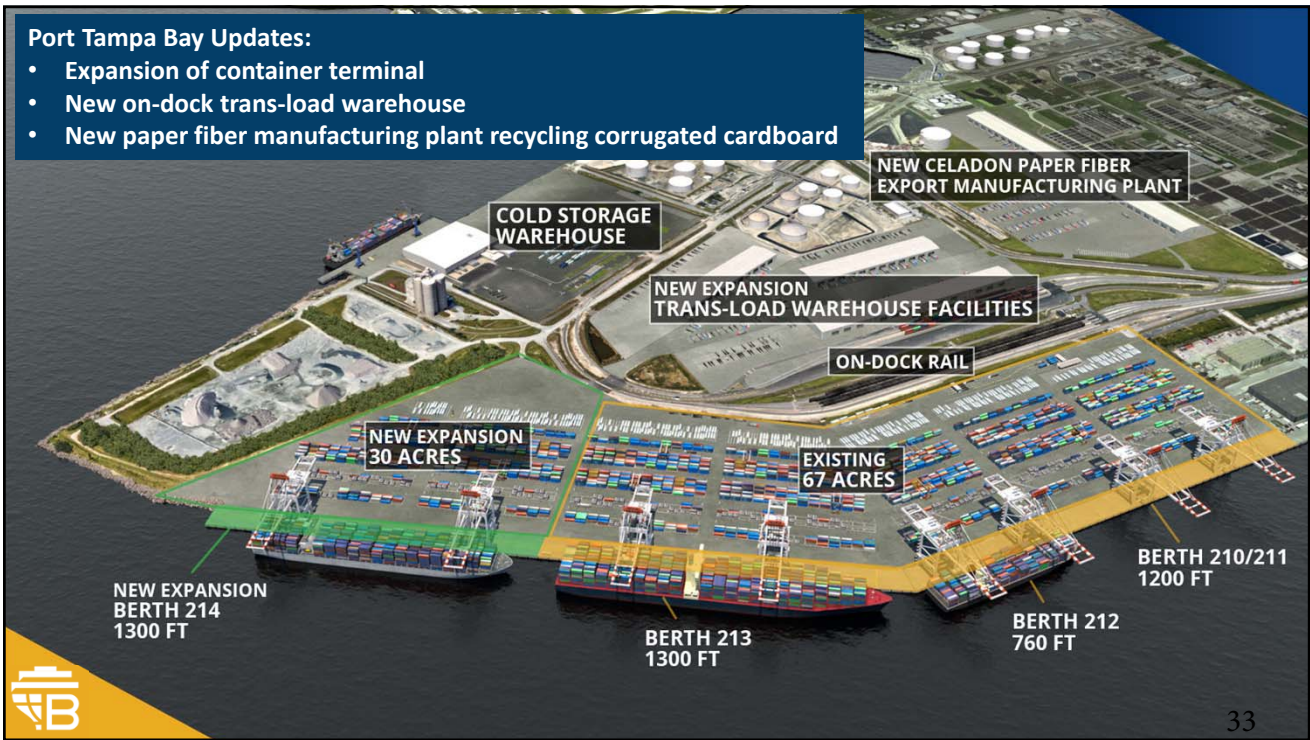
**PLRS**  
Port Logistics Refrigerated Services 31

# Container Terminal Expansion



- 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







## FY2022 Promotional Expense Assumptions



- Promotional Expenses increase over FY21 projections
  - Travel resumes Q1
- 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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## FY2022 Administrative Expense Assumptions



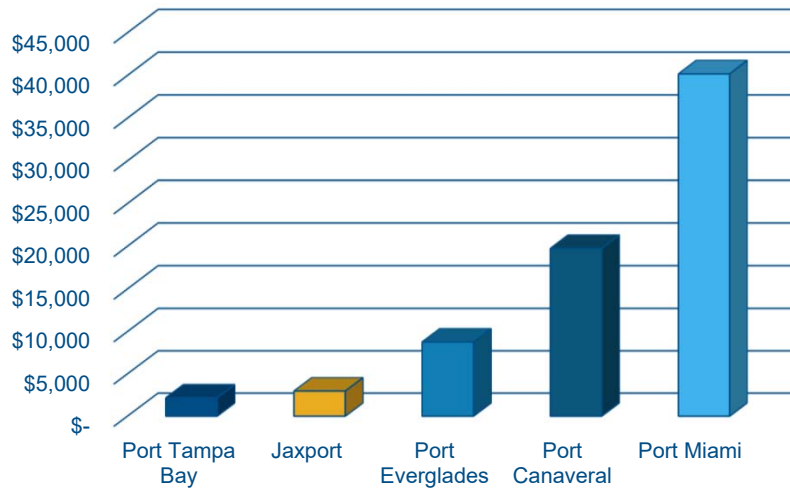
- Administrative expenses increase due to:
  - Increased costs for contractual services
    - HCSO, contract security, consultants
- Security expenses increase
  - Security costs make up approximately 29% of total Operating Expenses in FY2022 budget
- Property and casualty insurance program costs increase

38

## Comparison of Security Costs at Florida Ports



### Security Costs per Acre



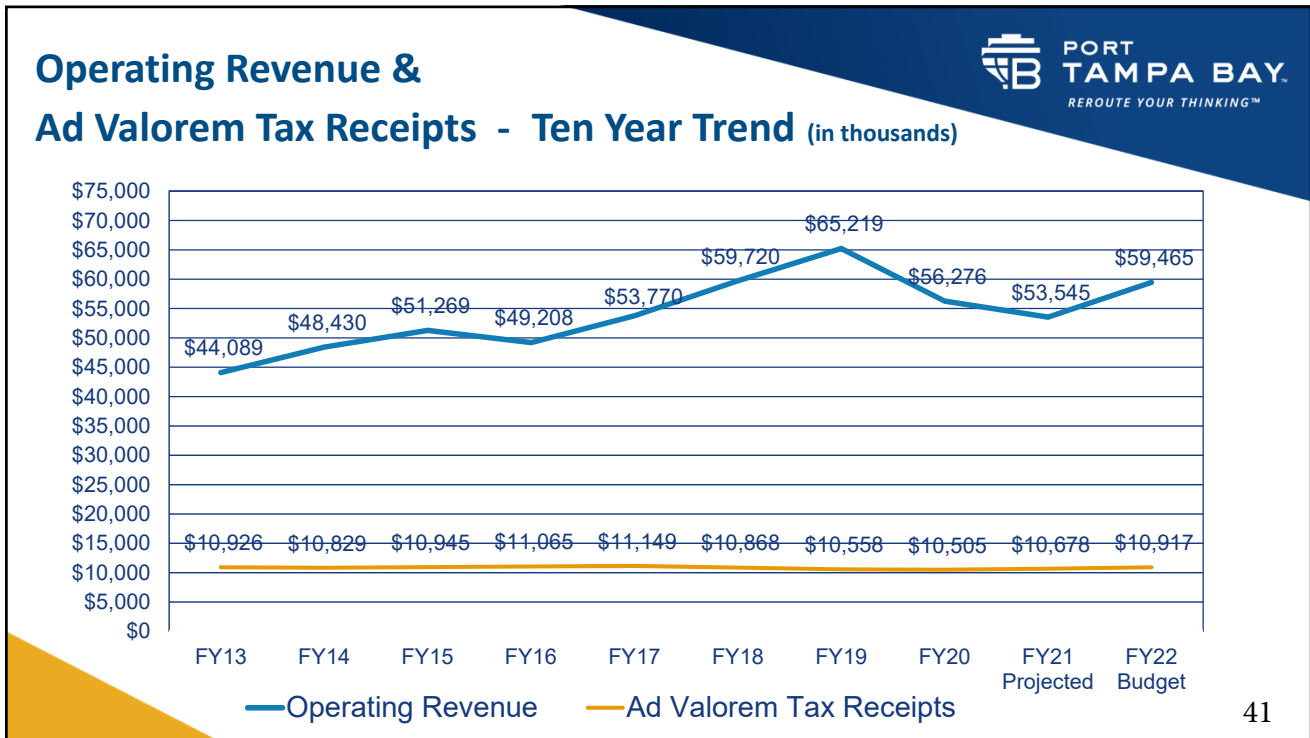
39

## FY2022 Non-Operating Items



- Ad valorem millage rate drops to \$.0935 mills (per \$1,000 valuation)
  - Below rolled-back rate of \$.0939
- Anticipate recognizing \$16.2 million in grant revenue from State and Federal funding sources

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**PORT TAMPA BAY**  
REROUTE YOUR THINKING™

**BUDGET WORKSHOP**  
**CAPITAL IMPROVEMENT PROGRAM FY22**

## 2021 Capital Project Recap



<b>Board Approved FY 2021 Capital Program (in millions)</b>	<b>\$ 68.1</b>	
Hooker's Point Development (Transload Warehouse, CT3 Access Road, B214 Upland design)		18.4
Engineering Contracts/Annual Contracts		7.0
Capital Equipment & Expenses		6.0
Dredging & Spoil Islands		3.0
Security Improvements		2.1
Tenant Improvements/Land Acquisition/Other		1.4
East Port Development		0.3
Cruise Terminal Improvements		0.3
<b>Board Approved Capital Projects</b>	<b>\$ 38.5</b>	
<b>Deferred Capital Projects to FY 2021/22</b>		
Hooker's Point Development (Cranes)		24.0
Cruise Terminal Improvements		1.5
Other - Tenant Improvements, Land, Infrastructure		1.2
Security Improvements		1.0
Port Redwing Development		0.8
Pendola Point		0.6
Engineering Contracts/Annual Contracts		0.5
<b>Total Major Projects Deferred to FY 2021/22</b>	<b>\$ 29.5</b>	

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## 2021 Capital Project completed/ongoing

### Completed Projects in FY 21 (in millions)

Hooker's Point Improvements (Berth 214 Upland Imprv. - Phase 2 and Emergency Access Road)	\$ 6.0
Annual Maintenance Dredging (FY 20/21)	\$ 2.5
Big Bend Navigational Aids	\$ 1.3

**Total Completed Projects** **\$ 9.8**

### On-Going Projects in FY 21 (in millions)

Hooker's Point Improvements (Transload Warehouse, Design: Berth 214 Upland Imprv.)	\$ 14.0
Port Redwing Development (Rail Extension & Road Improv.)	\$ 3.0
Annual Maintenance Dredging (FY 21/22)	\$ 3.0
Road Improvements (Channelside Access and Guy N. Verger)	\$ 4.1

**Total On-Going Capital Projects** **\$ 24.1**

44

## Major Capital Projects Completed in FY21 / Ongoing Projects

45

### Hooker's Point – Berth 214 Site Surcharge



**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

**Completed: Summer 2021**

**Project Cost: \$4.5M**  
**Funded by state grant and port revenues**

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## Transload Warehouse

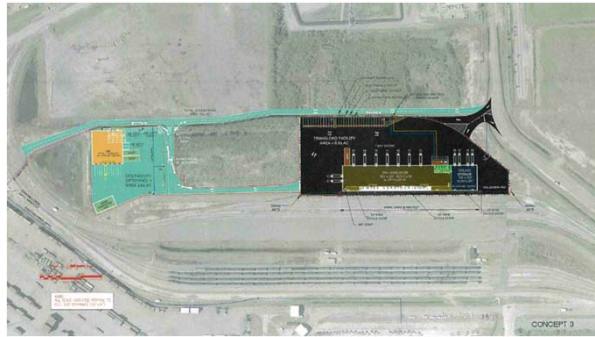
**Project Description:**

- Design
- Construction – 100,000 sq. ft. pre-engineered metal bldg. with 200 truck bays
- 10.8 acres of paved asphalt; storm drainage
- Lease negotiated – (On-line Transport)

**Est. Project Cost: \$13M**

**Est. completion date: Spring 2022**

**Funded by SIB loan, 2018 PTB bonds and port revenues**



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## Maintenance Dredging: Port & Private Berths



**Project Description:**

- General/maintenance dredging portwide
- 2020 -2021 Dredge Season: removed approx. 125,000 CY material
- Dredge material disposal on Spoil Island

**Completed: Annual**

**Project Cost: \$2.5M**

**Funded by state grant, harbor master fees and ad valorem**

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## Port Redwing - Railroad Extension

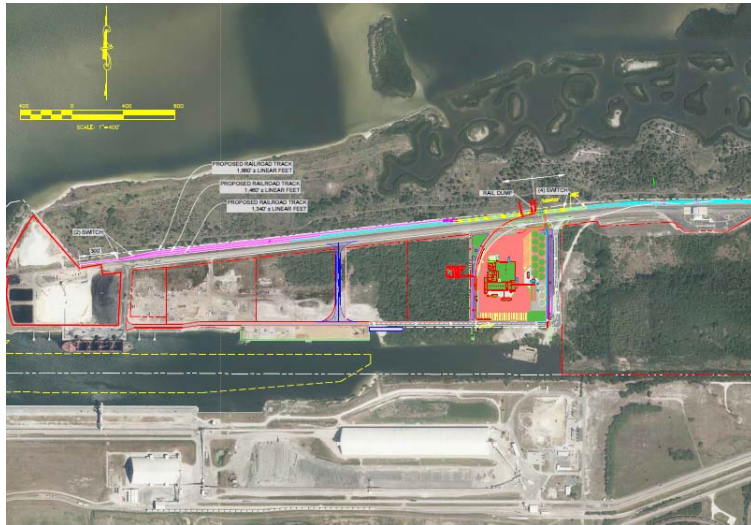
**Project description –**

- 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

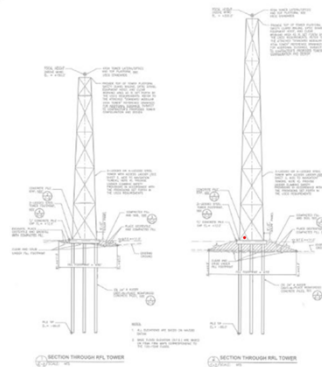
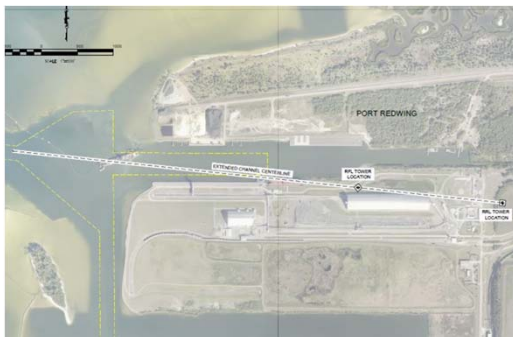
**Estimated project cost – \$6M**

- Funded by state grant and ad valorem

**Estimated project completion date – Fall 2021**



## Big Bend Channel - Navigational Aids



**Project Description:**

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

**Completion date: Summer 2021**

**Project cost: \$1.7M**

- Funded by Project Partnership/Big Bend Channel refund

# Proposed Capital Improvement Program FY 2022

## Proposed FY 2022 Capital Budget

### Major New Projects (in millions)

Berth 214 Container Yard Improvements	11,955,000
Berth 268 Reconstruction	10,000,000
General Government Services	6,212,052
Dredging - Hooker's Point Turning Basin	5,669,030
Container Gate Facilities/other related expenses	4,900,000
East Port Development Mitigation	3,000,000
Tenant Improvements	3,000,000
Portwide Maintenance Dredging FY22/23	3,000,000
Hardened/Heavy Weather Building	2,700,000
On-Call Services Contract	2,000,000
Port Master Plan & Channelside Plan	1,500,000
General Engineering Services	1,500,000
Security Improvement Projects	1,443,800
Unit Price Marine Contract	1,250,000
Hooker's Point Cranes Modifications	1,000,000
TPS Berm Modification	1,000,000
Hooker's Point Range Markers Rebuild	1,000,000
Hooker's Point Road Improvements	1,000,000
Berth 302 Access Road (Phase 2)	1,000,000
Environmental Remediation	650,000
General Planning Services- GPS	600,000
Tampa Harbor Federal Channel Deepening - GRR Study	525,000
Environmental Engineering	250,000
Mechanical, Electric, Plumbing (MEP) Contract	250,000
Geotechnical, Testing & Engineering	150,000
<b>Total Proposed CIP FY22 Budget</b>	<b>65,554,882</b>

## Berth 214 Upland Improvements

**Project Description:**

- Permitting of approx. 24 acres of Container Yard, including storm drainage, electric, heavy pavement section, lighting and fire protection

Est. project cost: \$12M

Funded by – federal grant, state grant and port revenues

Estimated completion date: Fall 2023



## Container Gate

**Project Description:**

- 6 lane Inbound and outbound gate facility
- New administration and operations building
- Concrete foundations for gate automated system, canopies, rollup doors, electrical
- Install Optical Character Recognition (OCR) technology (est. project cost \$1.9M paid by Ports America)

Est. total project cost: \$4.9M

Funded by: Ports America, federal grant and port revenues



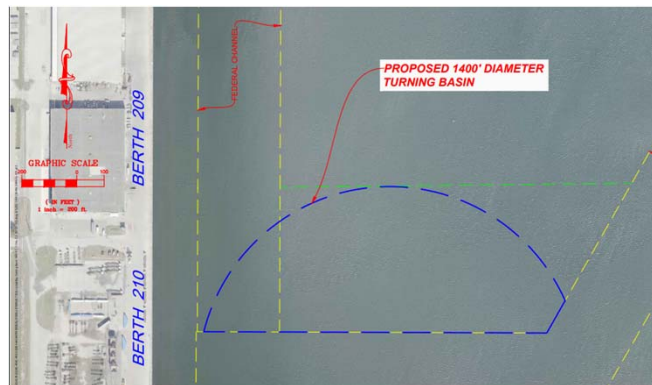
## Dredging – Turning Basin

**Project Description:**

- Dredge of a new 41’ deep 1400’ radius turning basin
- Materials transported by barge to 3D Island
- Environmental work, design work and construction

Est. total project cost: \$5.7M

Funded by: state grant and 2018 bond



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## Berth 268 Rehabilitation

**Project Description:**

- Demolition of 14,000 sq. ft. aged pile-supported wharf
- Reconstruct a 350-linear foot new Berth 268 extension
- Extend the existing cruise berth to 1,075 contiguous feet
- Dredge 14,500 cubic yards – to a depth of -36

Est. total project cost: \$10.2M

Funded by: Ad valorem and 2018 bond (applied for state grant)



56

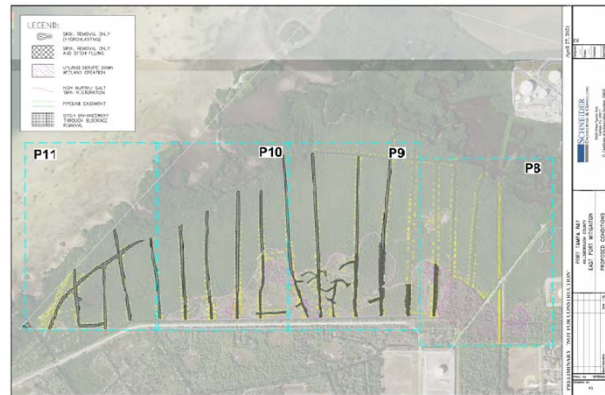
## East Port Mitigation

### Project Description:

- Phase 2 – Eastport Development
- Expand deepwater to the west and southward, into McKay Bay
- Dredge approx. 3 acres and infill up to 33 acres of the total 70 acres
- Includes all design, engineering and permitting, mitigation work, zoning, regulatory clearances, dredging and the infilling.

Est. total project Cost: \$3M

Funded by: Ad Valorem and state grant



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## Port Redwing Development – Berth 302 Access Road

### Project Description:

- New access road – provide direct access to Berth 302
- Serves as an emergency road for Diana Toledo Almeida Road

Est. total project Cost: \$1M

Funded by: Ad Valorem and 2018 Bond



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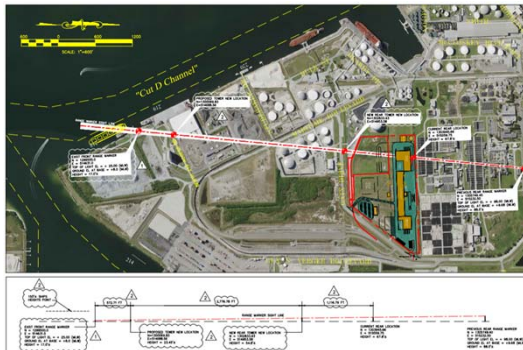
## Hooker's Point Development

### Project Description:

- Road improvements – 2,700 sq. ft. of asphalt replacement and road widening
- Rebuilding smaller range towers with larger range towers

Est. total project Cost:  
 \$1M (Road Improvements)  
 \$1M (Range Makers)

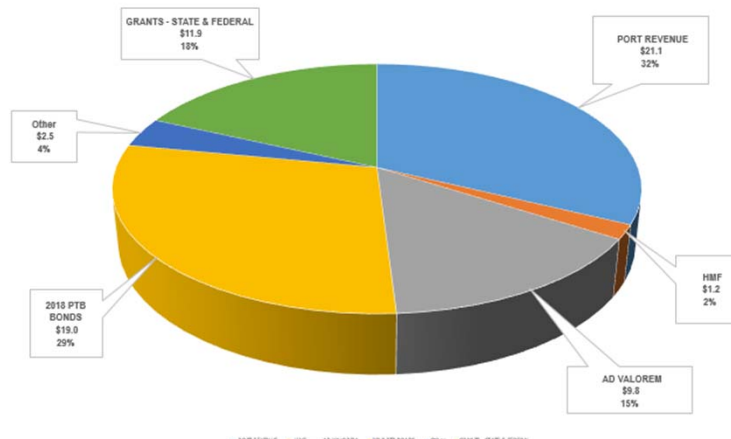
Funded by: Ad Valorem



## FY 2022 Funding Sources for Capital Projects



(in millions)



## Proposed FY 2022 Capital Budget



### Major New Projects (in millions)

Berth 214 Container Yard Improvements	11,955,000
Berth 268 Reconstruction	10,000,000
General Government Services	6,212,052
Dredging - Hooker's Point Turning Basin	5,669,030
Container Gate Facilities/other related expenses	4,900,000
East Port Development Mitigation	3,000,000
Tenant Improvements	3,000,000
Portwide Maintenance Dredging FY22/23	3,000,000
Hardened/Heavy Weather Building	2,700,000
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Berth 302 Access Road (Phase 2)	1,000,000
Environmental Remediation	650,000
General Planning Services- GPS	600,000
Tampa Harbor Federal Channel Deepening - GRR Study	525,000
Environmental Engineering	250,000
Mechanical, Electric, Plumbing (MEP) Contract	250,000
Geotechnical, Testing & Engineering	150,000
<b>Total Proposed CIP FY22 Budget</b>	<b>65,554,882</b>

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## BUDGET WORKSHOP CAPITAL IMPROVEMENT PROGRAM FY22

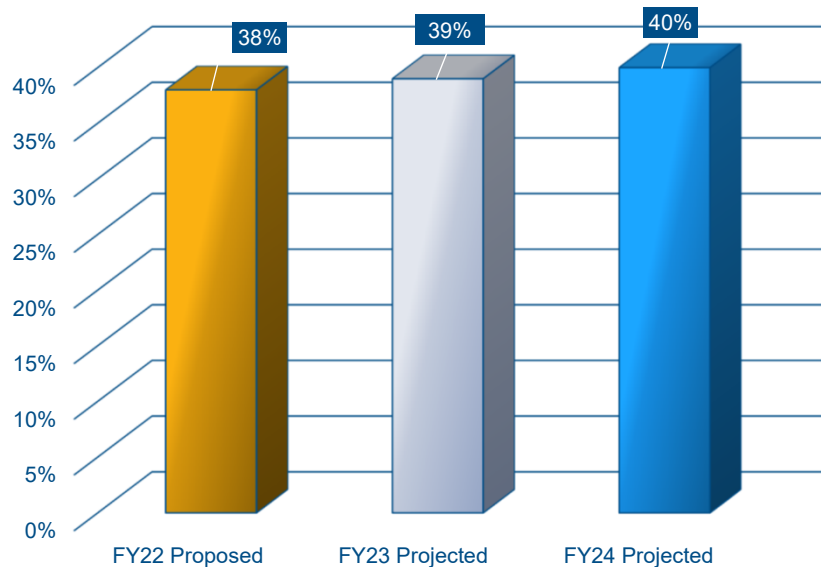
## Three-Year Comparative Statement Of Revenues and Expenses



<i>(in thousands)</i>	FY22 Proposed	FY23 Projected	FY24 Projected
Total Operating Revenue	\$ 59,465	\$ 62,141	\$ 65,248
Total Operating Expense	\$ (36,867)	\$ (37,973)	\$ (39,112)
<b>Operating Income</b>	<b>\$ 22,598</b>	<b>\$ 24,168</b>	<b>\$ 26,137</b>
Non-Operating Revenue / (Expense)	\$ (4,772)	\$ (5,000)	\$ (5,250)
Net Income Excl Grants / Ad Valorem	\$ 17,826	\$ 19,168	\$ 20,887
Ad Valorem Tax Receipts	\$ 10,917	\$ 10,750	\$ 10,500
Net Income Excl Grants	\$ 28,743	\$ 29,918	\$ 31,387

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## Projected Operating Margin FY2022 – FY2023



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## FY2022 Public Hearing Dates



Preliminary Millage Rate and Budget Public Hearing  
is scheduled for  
***Tuesday, September 7, 2021 at 5:01 pm***

Final Millage Rate and Budget Public Hearing  
is scheduled for  
***Thursday, September 23, 2021 at 5:01 pm***

Port Tampa Bay Board Room  
1101 Channelside Drive



**FY2022 BUDGET WORKSHOP**  
August 19, 2021

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
TENTATIVE MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2021-2022  
SEPTEMBER 07, 2021  
via HYBRID VIRTUAL MEETING  
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. Chad Harrod, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Hung T. Mai, P.E., Commissioner; and Mr. Ted Conner, Commissioner. Mayor Jane Castor, Commissioner and The Honorable Harry Cohen, Commissioner were absent. Port Tampa Bay Board of Commissioners Seat #4 was vacant at the time of this Hearing.

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. Mark Dubina, Vice President of Security;

Chairman Harrod stated the purpose of the Public Hearing was to allow for the public to comment on the Tampa Port Authority's, d/b/a Port Tampa Bay (PTB) Tentative Millage Rate and Budget for Fiscal Year 2021–2022. He also informed members of the public that any matters related to their property assessment were under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

Mr. Anderson stated that, in accordance with Florida Statutes, the first issue to bring before the Board was PTB's Tentative Millage Rate for Fiscal Year 2021-2022. Based on the financial projections to be shown, Port staff recommended reducing the millage rate to \$.0935 per \$1,000 valuation for Fiscal Year 2021-2022. Mr. Anderson further stated that millage rate was below the rolled-back rate of \$.0939 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 2021-2022 Tentative Budgeted Financial Information on which the tentative millage rate was based. Mr. Anderson concluded that in Mr. Delac's overview would be discussion of TPA's total FY2021-2022 Budget in the amount of \$171,725,484.

Mr. Delac presented an abbreviated overview of the Fiscal Year 2021-2022 Budget presentation that was given at the Budget Workshop held on August 19, 2021, and stated that none of the information had changed since that meeting. Mr. Delac stated that for FY2019-2020, PTB levied a millage rate of \$.0990 mills. As approved by the Board at the June 16, 2020 Board meeting, PTB staff recommends reducing the millage rate from \$.0990 mills to \$.0935 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0939 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2021-2022 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2021-2022 Budget Summary, which reflected all of PTB's cash inflows and outflows projected in FY2021-2022. The Budget Summary total was \$171,725,484.

The Tampa Port Authority Tentative Millage Rate & FY2022 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 \$.0935 per \$1,000 valuation for Fiscal Year 2021-2022, which was below the rolled-back rate of \$.0939 per \$1,000 valuation.

Chairman Harrod opened the floor first for public comments on the proposed Tentative Millage Rate for Fiscal Year 2021-2022.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Millage Rate for Fiscal Year 2021-2022. Commissioner Conner, seconded by Commissioner Mai, moved to adopt the Tampa Port Authority's Fiscal Year 2021-2022 Tentative Millage Rate of .0935 per \$1,000 valuation. This millage rate is below the rolled back rate of .0939 per \$1,000 valuation. The motion carried four to zero with Mayor Castor and Commissioner Cohen being absent.

Chairman Harrod opened the floor for public comment for the proposed Tentative Budget for Fiscal Year 2021-2022.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Budget for Fiscal Year 2021-2022 of \$171,725,484.

Commissioner Allman, seconded by Commissioner Mai, moved to adopt the Tentative Budget of \$171,725,484 for Fiscal Year 2021-2022. The motion carried four to zero with Mayor Castor and Commissioner Cohen being absent.

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There being no further business, Chairman Harrod adjourned the Public Hearing at 5:12 p.m.

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Chad Harrod, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer



The slide has a white background with a dark blue header area on the right side containing the Port Tampa Bay logo. The main content area is white and contains the following text:

## **FY2022 Millage Rate and FY2022 Budget**

- **Welcome to the Tampa Port Authority's Tentative Public Hearing for the FY2022 Millage rate and the FY2022 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.**

## FY2022 Millage Rate and FY2022 Budget



- FY2019 millage rate \$.1150 mills
- FY2020 millage rate \$.1050 mills
- FY2021 millage rate \$.0990 mills
- FY2022 millage rate \$.0935 mills
- Rolled-back rate per Florida Statutes \$.0939

## Two-Year Comparative Statement of Revenues and Expenses FY2021 – FY2022



<i>(in thousands)</i>	FY21 Projected	FY22 Budget
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 33,957	\$ 39,606
Rentals	\$ 18,888	\$ 19,193
Other Operating	\$ 700	\$ 666
<b>Total Operating Revenue</b>	<b>\$ 53,545</b>	<b>\$ 59,465</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,860	\$ 19,088
Promotional	\$ 920	\$ 1,739
Administrative	\$ 14,360	\$ 16,040
<b>Total Operating Expense</b>	<b>\$ 32,140</b>	<b>\$ 36,867</b>
<b>Operating Income</b>	<b>\$ 21,405 40%</b>	<b>\$ 22,598 38%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,772	\$ 10,917
Ad Valorem Tax Payments	\$ (520)	\$ (525)
Interest Income	\$ 53	\$ 48
Interest Expense	\$ (4,346)	\$ (4,180)
Other, Net	\$ 158	\$ (115)
<b>Net Non-Operating Revenue</b>	<b>\$ 6,117</b>	<b>\$ 6,145</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 27,522</b>	<b>\$ 28,743</b>
Grant Revenue	\$ 14,785	\$ 16,210
<b>Net Income</b>	<b>\$ 42,307</b>	<b>\$ 44,953</b>

## Carryover FY2021 Capital Projects



### FY2021 On-going Projects (in millions)

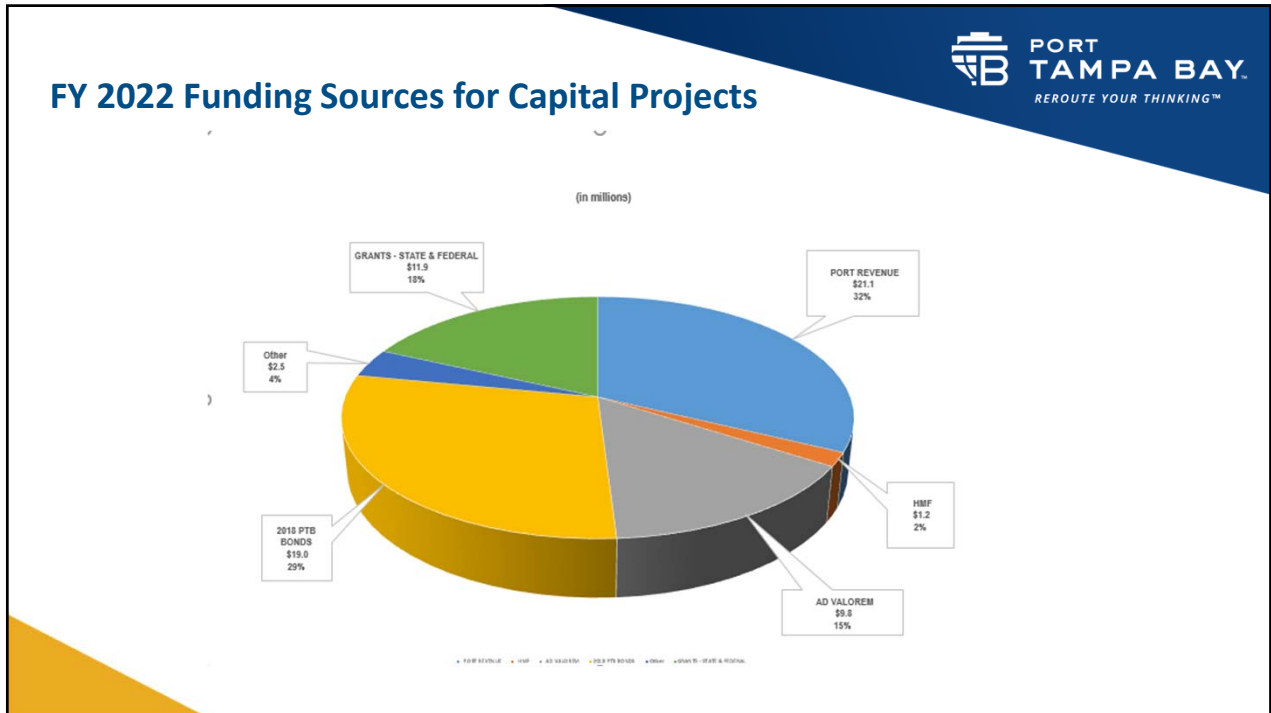
<b>Hookers Point Improvements</b> (Transload Warehouse Design; Berth 214 Upland Improvements)	<b>\$14.0</b>
<b>Port Redwing Development</b> (Rail Extension and Road Improvements)	<b>\$ 3.0</b>
<b>Annual Maintenance Dredging</b> (FY21/22)	<b>\$ 3.0</b>
<b>Road Improvements</b> (Channelside Access & Guy N. Verger)	<b>\$ 4.1</b>
<b>Total Carryover Capital Projects</b>	<b>\$24.1</b>

## Proposed FY 2022 Capital Budget



### Major New Projects (in millions)

Berth 214 Container Yard Improvements	11,955,000
Berth 268 Reconstruction	10,000,000
General Government Services	6,212,052
Dredging - Hooker's Point Turning Basin	5,669,030
Container Gate Facilities/other related expenses	4,900,000
East Port Development Mitigation	3,000,000
Tenant Improvements	3,000,000
Portwide Maintenance Dredging FY22/23	3,000,000
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Environmental Remediation	650,000
General Planning Services- GPS	600,000
Tampa Harbor Federal Channel Deepening - GRR Study	525,000
Environmental Engineering	250,000
Mechanical, Electric, Plumbing (MEP) Contract	250,000
Geotechnical, Testing & Engineering	150,000
<b>Total Proposed CIP FY22 Budget</b>	<b>65,554,882</b>



## FY2022 Budget Summary

PORT TAMPA BAY  
REROUTE YOUR THINKING™

BUDGET SUMMARY  
TAMPA PORT AUTHORITY  
Fiscal Year 2021 – 2022

THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 11.3% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES.

	<u>ENTERPRISE FUND</u>
NET CASH CARRIED FORWARD	\$ 83,776,811
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.0935 mils)	\$ 10,916,560
Charges for Services	\$ 59,464,613
Grants and Donations	\$ 16,210,000
Interest Income	\$ 48,000
Miscellaneous Income including Debt Proceeds	\$ 1,309,500
<b>Total Estimated Revenues</b>	<b>\$ 87,948,673</b>
<b>Total Appropriated Revenues and Funds</b>	<b>\$171,725,484</b>
<b>EXPENDITURES / EXPENSES:</b>	
General Government Services, Operating	\$ 36,866,757
Debt Service P&I	\$ 10,707,309
	<b>\$ 47,574,066</b>
Carried Over Capital Projects from Prior Years	\$ 24,100,000
General Government Services, Equipment & Other	\$ 6,212,052
New Capital Projects – FY2022	\$ 59,342,830
<b>Proposed Expenditures for Capital Projects</b>	<b>\$ 89,654,882</b>
Fund Balances / Reserves	\$ 34,496,536
<b>Total Appropriated Expenditures and Reserves</b>	<b>\$171,725,484</b>

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

## FY2022 Public Hearing Dates



**Final Millage Rate and Budget Public Hearing  
is scheduled for  
*Thursday, September 23, 2021 at 5:01 pm***

**Port Tampa Bay Board Room  
1101 Channelside Drive**



**FY 2022 BUDGET  
TENTATIVE MILLAGE RATE AND  
BUDGET PUBLIC HEARING  
September 7, 2021**

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING  
FINAL MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2021-2022  
SEPTEMBER 23, 2021  
via HYBRID VIRTUAL MEETING  
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. Chad W. Harrod, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Hung T. Mai, P.E., Commissioner; Mr. Ted Conner, Commissioner and The Honorable Harry Cohen; Commissioner. Mayor Jane Castor, Commissioner was absent and PTB Board of Commissioners Seat #4 was vacant at the time of this Hearing.

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

Chairman Harrod 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 2021–2022. He also informed any members of the public that were present that any matters related to their property assessment were under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

Mr. Klug stated that, in accordance with Florida Statutes, the first issue to bring before the Board was the PTB's Final Millage Rate for Fiscal Year 2021-2022. Based on the financial projections to be shown, Port Staff recommended reducing the millage rate to \$.0935 per \$1,000 valuation for Fiscal Year 2021-2022. Mr. Klug further stated that millage rate was below the rolled-back rate of \$.0939 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 then asked Mr. David Delac to present an overview of the Fiscal Year 2021-2020 Budget based upon the proposed millage rate. Included in Mr. Delac's overview would be a discussion of PTB's total FY2021-2022 Budget in the amount of \$171,725,484.

Mr. Delac presented an overview of the Fiscal Year 2021-2022 Budget and stated that none of the data that she was about to present had changed from the data presented at the August 19, 2021 Budget Workshop or the September 7, 2021 Public Hearing. Mr. Delac stated that in FY2020-2021, PTB levied a millage rate of \$.0990 mills. As approved by the Board at the June 15, 2021 Board meeting, PTB staff recommends reducing the millage rat from \$.0990 mills to \$.0935 mills. Mr. Delac noted that this was below the rolled-back rate of \$0939 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2021-2022 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2021–2022 Budget Summary, which

reflected, the two-year comparative statement of revenue and expenses for FY2021 to FY2022, capital budget, and the Budget Summary, which had a total of \$171,725,484.

The Tampa Port Authority, d/b/a Port Tampa Bay Final Public Hearing FY2022 Millage Rate & FY2022 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac recommended that staff recommended reducing PTB's Millage Rate to \$.0935 per \$1,000 valuation for Fiscal Year 2021–2022, which was below the rolled-back rate of \$.0939 per \$1,000 valuation.

Chairman Harrod opened the floor first for public comments on the proposed Millage Rate for Fiscal Year 2021-2022.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Final Millage Rate for Fiscal Year 2021-2022. Commissioner Cohen, seconded by Commissioner Conner, moved to adopt the Tampa Port Authority's Fiscal Year 2021-2022 Final Millage Rate of \$.0935 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.0939 per \$1,000 valuation. The motion carried five to zero with Mayor Castor being absent.

Chairman Harrod opened the floor for public comment for the proposed Budget for Fiscal Year 2021-2022.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Budget for Fiscal Year 2021-2022 of \$171,725,484.

Commissioner Allman, seconded by Commissioner Cohen, moved to adopt the Budget of \$171,725,484 for Fiscal Year 2021-2022. The motion carried five to zero with Mayor Castor being absent.

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

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Chad W. Harrod, Chairman

ATTEST:

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Patrick H. Allman, Secretary/Treasurer



**FY 2022 BUDGET  
FINAL MILLAGE RATE AND  
BUDGET PUBLIC HEARING  
September 23, 2021**

A slide with a white background and a dark blue header on the right side. The header contains the Port Tampa Bay logo. The main content is a list of two bullet points.

## **FY2022 Millage Rate and FY2022 Budget**



- **Welcome to the Tampa Port Authority's Final Public Hearing for the FY2022 Millage rate and the FY2022 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.**

## FY2022 Millage Rate and FY2022 Budget

- FY2019 millage rate \$.1150 mills
- FY2020 millage rate \$.1050 mills
- FY2021 millage rate \$.0990 mills
- FY2022 millage rate \$.0935 mills
- Rolled-back rate per Florida Statutes \$.0939

## Two-Year Comparative Statement of Revenues and Expenses FY2021 – FY2022

<i>(in thousands)</i>	FY21 Projected	FY22 Budget
<b>Operating Revenue:</b>		
Port Usage Fees	\$ 33,957	\$ 39,606
Rentals	\$ 18,888	\$ 19,193
Other Operating	\$ 700	\$ 666
<b>Total Operating Revenue</b>	<b>\$ 53,545</b>	<b>\$ 59,465</b>
<b>Operating Expenses:</b>		
Personnel	\$ 16,860	\$ 19,088
Promotional	\$ 920	\$ 1,739
Administrative	\$ 14,360	\$ 16,040
<b>Total Operating Expense</b>	<b>\$ 32,140</b>	<b>\$ 36,867</b>
<b>Operating Income</b>	<b>\$ 21,405 40%</b>	<b>\$ 22,598 38%</b>
<b>Non-Operating Revenue / (Expense)</b>		
Ad Valorem Tax Receipts	\$ 10,772	\$ 10,917
Ad Valorem Tax Payments	\$ (520)	\$ (525)
Interest Income	\$ 53	\$ 48
Interest Expense	\$ (4,346)	\$ (4,180)
Other, Net	\$ 158	\$ (115)
<b>Net Non-Operating Revenue</b>	<b>\$ 6,117</b>	<b>\$ 6,145</b>
<b>Net Income before Grant Revenue</b>	<b>\$ 27,522</b>	<b>\$ 28,743</b>
Grant Revenue	\$ 14,785	\$ 16,210
<b>Net Income</b>	<b>\$ 42,307</b>	<b>\$ 44,953</b>

## Carryover FY2021 Capital Projects

### FY2021 On-going Projects (in millions)

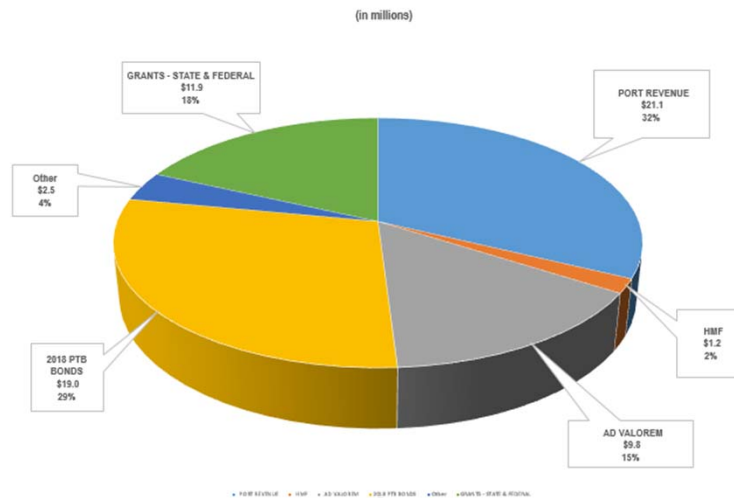
<b>Hookers Point Improvements</b> (Transload Warehouse Design; Berth 214 Upland Improvements)	<b>\$14.0</b>
<b>Port Redwing Development</b> (Rail Extension and Road Improvements)	<b>\$ 3.0</b>
<b>Annual Maintenance Dredging</b> (FY21/22)	<b>\$ 3.0</b>
<b>Road Improvements</b> (Channelside Access & Guy N. Verger)	<b>\$ 4.1</b>
<b>Total Carryover Capital Projects</b>	<b>\$24.1</b>

## Proposed FY 2022 Capital Budget

### Major New Projects (in millions)

Berth 214 Container Yard Improvements	11,955,000
Berth 268 Reconstruction	10,000,000
General Government Services	6,212,052
Dredging - Hooker's Point Turning Basin	5,669,030
Container Gate Facilities/other related expenses	4,900,000
East Port Development Mitigation	3,000,000
Tenant Improvements	3,000,000
Portwide Maintenance Dredging FY22/23	3,000,000
Hardened/Heavy Weather Building	2,700,000
On-Call Services Contract	2,000,000
Port Master Plan & Channelside Plan	1,500,000
General Engineering Services	1,500,000
Security Improvement Projects	1,443,800
Unit Price Marine Contract	1,250,000
Hooker's Point Cranes Modifications	1,000,000
TPS Berm Modification	1,000,000
Hooker's Point Range Markers Rebuild	1,000,000
Hooker's Point Road Improvements	1,000,000
Berth 302 Access Road (Phase 2)	1,000,000
Environmental Remediation	650,000
General Planning Services- GPS	600,000
Tampa Harbor Federal Channel Deepening - GRR Study	525,000
Environmental Engineering	250,000
Mechanical, Electric, Plumbing (MEP) Contract	250,000
Geotechnical, Testing & Engineering	150,000
<b>Total Proposed CIP FY22 Budget</b>	<b>65,554,882</b>

## FY 2022 Funding Sources for Capital Projects



## FY2022 Budget Summary

**BUDGET SUMMARY**  
**TAMPA PORT AUTHORITY**  
 Fiscal Year 2021 – 2022

THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE 11.3% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES.

	<u>ENTERPRISE FUND</u>
NET CASH CARRIED FORWARD	\$ 83,776,811
<b>ESTIMATED REVENUES:</b>	
Ad Valorem taxes (.0935 mils)	\$ 10,916,560
Charges for Services	\$ 59,464,613
Grants and Donations	\$ 16,210,000
Interest Income	\$ 48,000
Miscellaneous Income including Debt Proceeds	<u>\$ 1,309,500</u>
Total Estimated Revenues	<u>\$ 87,948,673</u>
Total Appropriated Revenues and Funds	<u>\$ 171,725,484</u>
<b>EXPENDITURES / EXPENSES:</b>	
General Government Services, Operating	\$ 36,866,757
Debt Service P&I	<u>\$ 10,707,309</u>
	<u>\$ 47,574,066</u>
Carried Over Capital Projects from Prior Years	\$ 24,100,000
General Government Services, Equipment & Other	\$ 6,212,052
New Capital Projects – FY2022	<u>\$ 59,342,830</u>
Proposed Expenditures for Capital Projects	<u>\$ 89,654,882</u>
Fund Balances / Reserves	<u>\$ 34,496,536</u>
Total Appropriated Expenditures and Reserves	<u>\$ 171,725,484</u>

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



**FY 2022 BUDGET  
FINAL MILLAGE RATE AND  
BUDGET PUBLIC HEARING  
September 23, 2021**

**Port Tampa Bay**  
**Budgetary Comparative Statement of Revenues and Expenses**  
**For the fiscal year ending September 2021**

	Budget	Actual	Favorable (Unfavorable)	%
<b>Description</b>				
Port Usage Fees	31,335,857	35,015,740	3,679,883	11.7%
Rentals	18,581,366	19,079,763	498,397	2.7%
Other Operating	587,650	688,563	100,913	17.2%
<b>Operating Revenue</b>	<b>50,504,873</b>	<b>54,784,066</b>	<b>4,279,193</b>	<b>8.5%</b>
Personnel	16,968,897	16,363,466	605,431	3.6%
Promotional	1,214,457	987,461	226,996	18.7%
Administrative	14,955,287	14,434,936	520,351	3.5%
<b>Operating Expense</b>	<b>33,138,641</b>	<b>31,785,863</b>	<b>1,352,778</b>	<b>4.1%</b>
<b>Operating Income</b>	<b>17,366,232</b>	<b>22,998,203</b>	<b>5,631,971</b>	<b>32.4%</b>
	34%	42%		
Interest Income	240,000	53,093	(186,907)	-77.9%
Interest Expense	(4,454,870)	(4,345,073)	109,797	-2.5%
Ad Valorem Tax Receipts	10,678,241	10,782,018	103,777	1.0%
Other, net	513,621	(362,384)	(876,005)	-170.6%
<b>Non-Operating</b>	<b>6,976,992</b>	<b>6,127,654</b>	<b>(849,338)</b>	<b>-12.2%</b>
<b>Net Income</b>	<b>24,343,224</b>	<b>29,125,857</b>	<b>4,782,633</b>	<b>19.6%</b>

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**SUBJECT: EXTENSION OF VIDEO PRODUCTION SERVICES AGREEMENT WITH SHOOTING STARS POST, INC.**

**BACKGROUND:**

Port Tampa Bay (PTB) entered into an agreement (Agreement) with Shooting Stars Post, Inc. (Shooting Stars) for video production services for an initial term of one year commencing on September 1, 2020 with two extension option periods of one-year each, with a not to exceed amount of \$90,000. The first term expired September 1, 2021.

Port Tampa Bay (PTB) retains a video production company to represent PTB with a high-quality visual identity through video production services that are strategically placed in multi-media channels for distribution. This past year Shooting Stars completed digital video presentation and supplemented PTB's video library with updated vignettes as new cargos, ships, services, land developments, and tenants were added to PTB's diverse business lines and operations. They documented new ship arrivals and supported a new execution for our tradeshow video presentation.

**FACTS/COMMENTS:**

Shooting Stars has been providing video production services to PTB to maintain a consistent, synergistic look and feel to the video productions and to avoid a disjointed presentation of the brand at PTB's signature marketing and promotional events.

The PTB video production and library of assets is a critical component to both the trade and the consumer-facing side of our business. Sight, sound and motion is critical in today's world. To be able to capture the attention of our audience in various multimedia channels is imperative to the strategic goals of both Marketing and Business Development.

The contract extension is for an amount not to exceed \$90,000.00 and funding was included in the approved FY22 Operating Budget.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a one (1) year extension of the Agreement for Video Production Services for the period commencing September 1, 2021 through August 31, 2022 with Shooting Stars Post, Inc., for an amount not to exceed \$90,000.00, subject to review by Port counsel.

Board Meeting  
October 19, 2021  
Marketing 375219

**SUBJECT: CONSENT TO ASSIGNMENT OF LEASE FROM PENINSULA PROPERTY HOLDINGS VIII, LLC TO LITTLE HARBOR SMI, LLC**

**BACKGROUND:**

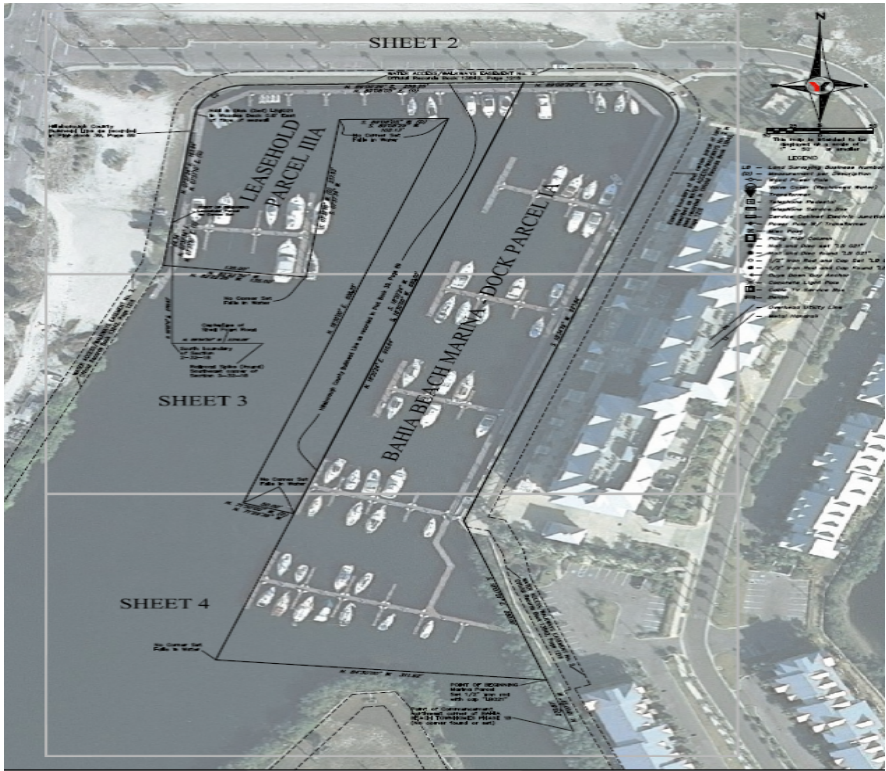
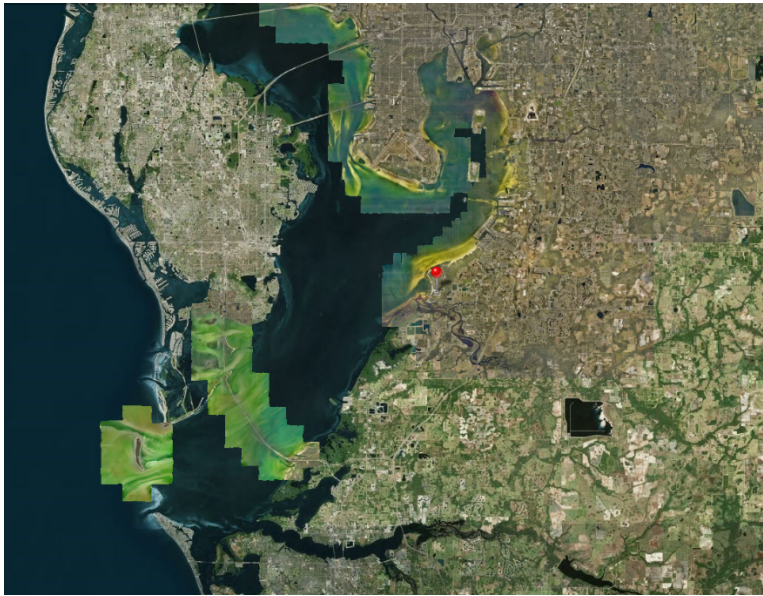
Port Tampa Bay (PTB) currently leases approximately 76,335 square feet of submerged lands in Tampa Bay in Ruskin to Peninsula Property Holdings VIII, LLC (Peninsula Property) for use as a multi-family docking facility pursuant to a sovereign submerged lease agreement dated June 3, 2011 (Submerged Lands Lease).

**FACTS/COMMENTS:**

Peninsula Property has requested PTB's consent to the assignment of the Submerged Lands Lease to the purchaser of the upland property, Little Harbor SMI, LLC (Little Harbor). Section 6 of the Chapter 95-488, Laws of Florida, provides that no submerged lands owned by PTB may be leased or otherwise disposed of by PTB to any party other than the upland owner adjacent to the submerged lands. Little Harbor would assume all liabilities and obligations of Peninsula Property as assignee of the Lease. No other Lease terms would be changed. No public hearing is required.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Consent to Assignment of Sovereign Submerged Lands Lease consenting to the assignment of the sovereign submerged lands lease agreement from Peninsula Property Holdings, VIII, LLC to Little Harbor SMI, LLC, subject to the terms listed in this agenda item and review by Port counsel.



**SUBJECT: SITE IMPROVEMENTS PERMIT AND UTILITY EASEMENTS FOR A READY MIX PLANT BY TITAN AMERICA LLC AT HOOKERS POINT**

**BACKGROUND:**

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

**FACTS/COMMENTS:**

Titan America LLC has submitted a Site Improvements Permit application to PTB staff for the installation of a ready mix plant on their lease on Hookers Point at the location shown on the attached exhibit.

PTB staff has reviewed the application, determined that the proposed location of the ready mix plant does not have any conflicts, and recommends approval of the Site Improvements Permit and the related utility easements for water, sewer, gas, and power.

**RECOMMENDATION:**

Approve the Site Improvements Permit and authorize the Port President/CEO, or his designee, to execute the applicable utility easements for construction of a ready mix plant as described in this agenda item, subject to review by Port counsel.

Board Meeting  
October 19, 2021  
Engineering 375183



## **D. REGULAR AGENDA**

**SUBJECT: AWARD OF CONTRACT FOR OFF-SITE STORAGE FACILITY PHASE I, CONTRACT NO. 21-02021, ITB NO. B-009-21**

**BACKGROUND:**

The FY2022 Capital Program includes a project to build a 12,000 square foot storm hardened vehicle storage building (Building). The project will not only provide safe storage of Security Department vehicles but also key Facilities Department equipment used to clear the port after a storm event.

**FACTS/COMMENTS:**

In accordance with Port Tampa Bay (PTB) policy, staff advertised an Invitation To Bid on August 20, 2021 in the Tampa Bay Times, Florida Sentinel Bulletin, and LaGaceta as well as on Onvia-Demand Star (e-procurement database system). Staff held a non-mandatory pre-bid conference on Thursday, August 26, 2021 and, on September 30, 2021 received the following 3 complete bids:

<u>Bidder (Office Location)</u>	<u>Bid Amount</u>	<u>SBE %</u>
1) Blackwater Construction Services, Tampa, FL	\$2,771,137.25	14.9%
2) DeMaria Construction, Tampa, FL	\$3,151,793.3	3.2%
7) Foresight Construction, Tampa, FL	\$3,628,145.18	0%

Blackwater Construction Services (BCS) LLC is the apparent low responsive and responsible bidder for the project. BCS is a state licensed general contractor that is experienced, licensed and qualified to perform Building and site development construction. BCS has previously worked on projects of similar size and complexity. BCS has committed to partner with three (3) Small Business Enterprise (SBE) firms to perform hauling, testing, and signage/stripping to achieve a 14.9% SBE participation on this project.

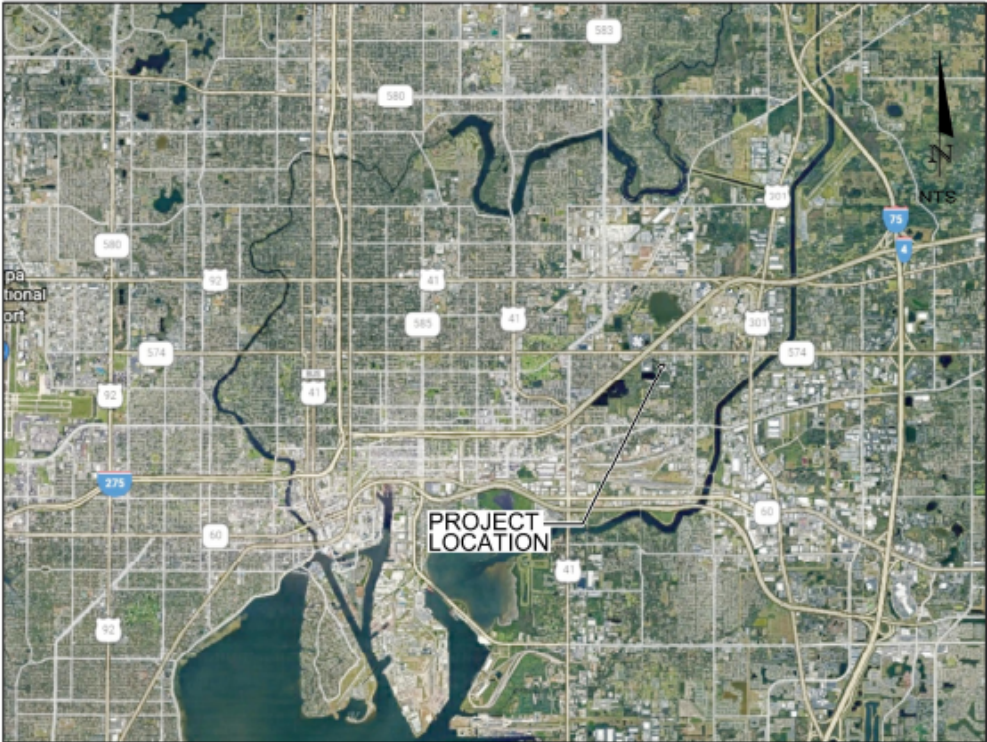
The total requested authorization would be for an amount not to exceed \$3,000,000, which includes a contingency of \$228,862.75 for any unforeseen conditions that may arise during construction.

This project was included in the FY 2022 Capital Program in an amount of \$3,000,000 and is also partially funded by a FEMA grant in the amount of \$999,000 with 25% matching required by the PTB.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute Contract No.21-02021 with Blackwater Construction Services LLC for the Offsite Storage Facility Phase I, for an amount not to exceed \$2,771,137.25, and authorize contingency funds in an amount not to exceed \$228,862.75 for any unforeseen conditions that may arise during construction, all subject to final review by Port counsel.

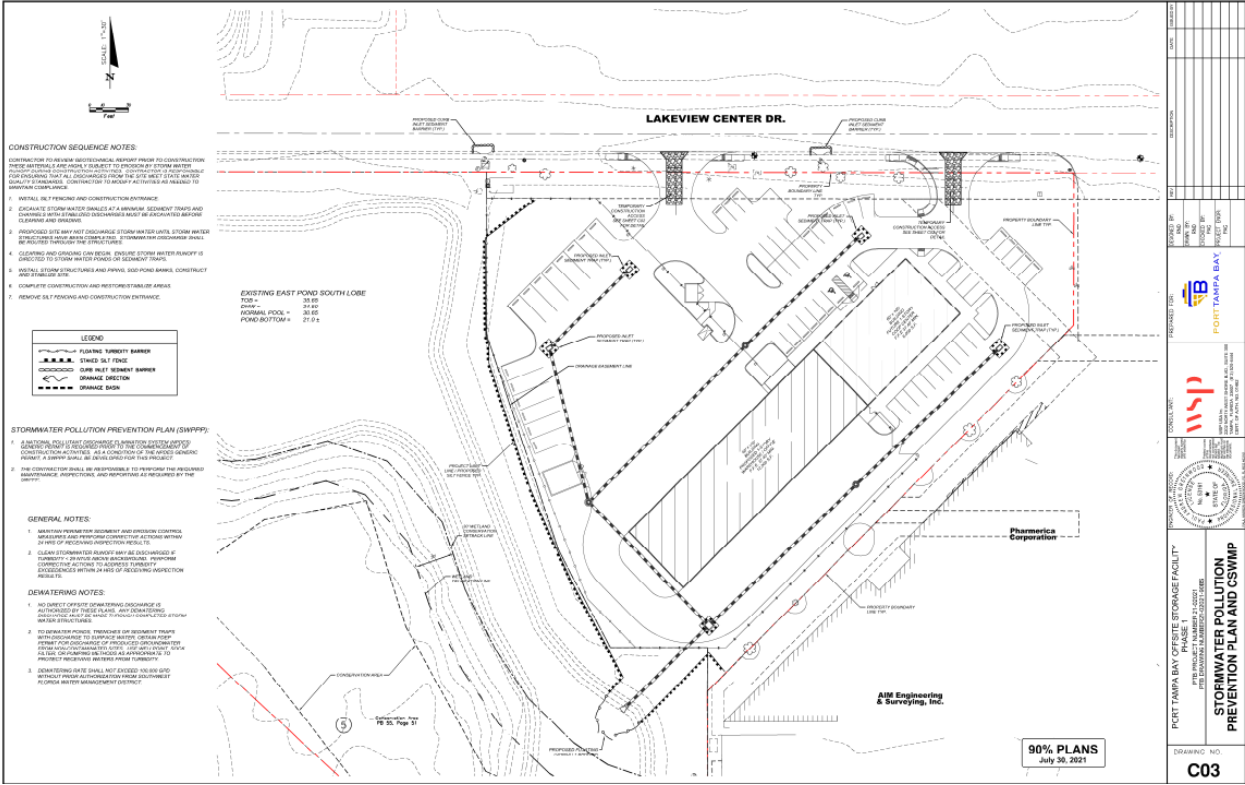
Board Meeting  
October 19, 2021  
Engineering 375188



LOCATION MAP



VICINITY MAP



**SUBJECT:    **MODIFICATION OF LEASE AGREEMENT TERMS WITH CELADON  
DEVELOPMENT CORPORATION, LLC****

**BACKGROUND:**

At the March 23, 2021 Port Tampa Bay (PTB) Board meeting, the PTB Board approved a lease agreement with Celadon Development Corporation, LLC, a Delaware limited liability company (Celadon), to construct and operate a paper fiber manufacturing plant on an approximately 37-acre vacant parcel owned by PTB on Hooker's Point (Premises), with an initial term of twenty (20) years with two (2) extension options of ten (10) years each. The plant would receive and process mixed paper, corrugated cardboard and plastic products to produce marketable fiber sheets suitable for export (Recycling Facility). The finished paper fiber product produced by the plant would be shipped to Asia on container services sailing directly from PTB.

Celadon is a partnership of Kamine Development Corporation Sustainable Infrastructure and Nicollet Industries, LLC who formed a joint venture to deploy large-scale recycled brown pulp infrastructure across North America to create a closed-loop, waste-free industry segment. Since the initial Board approval, Celadon has partnered with Kayne Anderson Capital Advisors, L.P. to commit capital to support the development, construction, and operation of the initial phase of Celadon's plan and created Celadon Tampa Fiber, LLC, a Delaware limited liability company, the sole member of which is Celadon Development Corporation, LLC.

The City Council of the City of Tampa recently held a public hearing on and approved the issuance of tax-exempt bonds and/or taxable bonds, in an original aggregate principal amount not to exceed \$350,000,000, to be issued on behalf of Celadon Tampa Fiber, LLC (Bonds). The Bonds are to be issued to provide funds to be loaned to the Celadon Tampa Fiber, LLC to finance the construction of the Recycling Facility

**FACTS/COMMENTS:**

In addition, to the creation of a new entity for the financing of the Recycling Facility, Celadon has been negotiating with PTB staff regarding the existing conditions of the Premises and the Term for the completion of the Lease. Celadon and PTB staff have negotiated the following modifications to the lease terms previously approved by the PTB Board:

**New Tenant Entity:**

Celadon Tampa Fiber, LLC, a Delaware limited liability company, the sole member of which is Celadon Development Corporation, LLC, a Delaware limited liability company.

**Initial Term:**

The Initial Term of the Lease would be Twenty-Three (23) years consisting of a Pre-Development Period, Development Period and Operational Period. Consistent with the prior Board approval, the Pre-Development Period would be for a period of twelve (12) months or the commencement of construction for the Development Period, whichever occurs first. Annual Rent would be \$0.00, and the Development Period would be for a period of eighteen (18) months or the commencement of the Operation Period, whichever occurs first, with annual rent of \$507,500. During the first year of the Operational Period, annual rent would be \$1,319,500. Each year thereafter, rent would be adjusted by the Consumer Price Index but shall not be less than 0%.

**Extension of the Pre-Development Period and Development Period:**

The Pre-Development Period and the Development Period would be extended, and the commencement of the Development Period (if there is an extension of the Pre-Development Period) and the Operational Period (if there is an extension of the Development Period) would be correspondingly postponed by one (1) calendar day for each day of delay caused by an "Authority Delay" (as hereinafter defined) and such extension would be Tenant's sole remedy for the Authority Delay. For purposes hereof, "Authority Delay" each day of delay in the performance of "Authority Pre-existing Environmental Condition Costs" (as hereinafter defined) to be performed solely by the Authority in accordance with the Authority's work plan and critical path schedule set forth in the "35% Design Plans" (as hereinafter defined), and which causes deviation or delay from Tenant's work plan and critical path schedule as agreed upon by Tenant and Authority, both acting in good faith, in connection with the review and approval of the 35% Design Plans.

**Other Terms:**

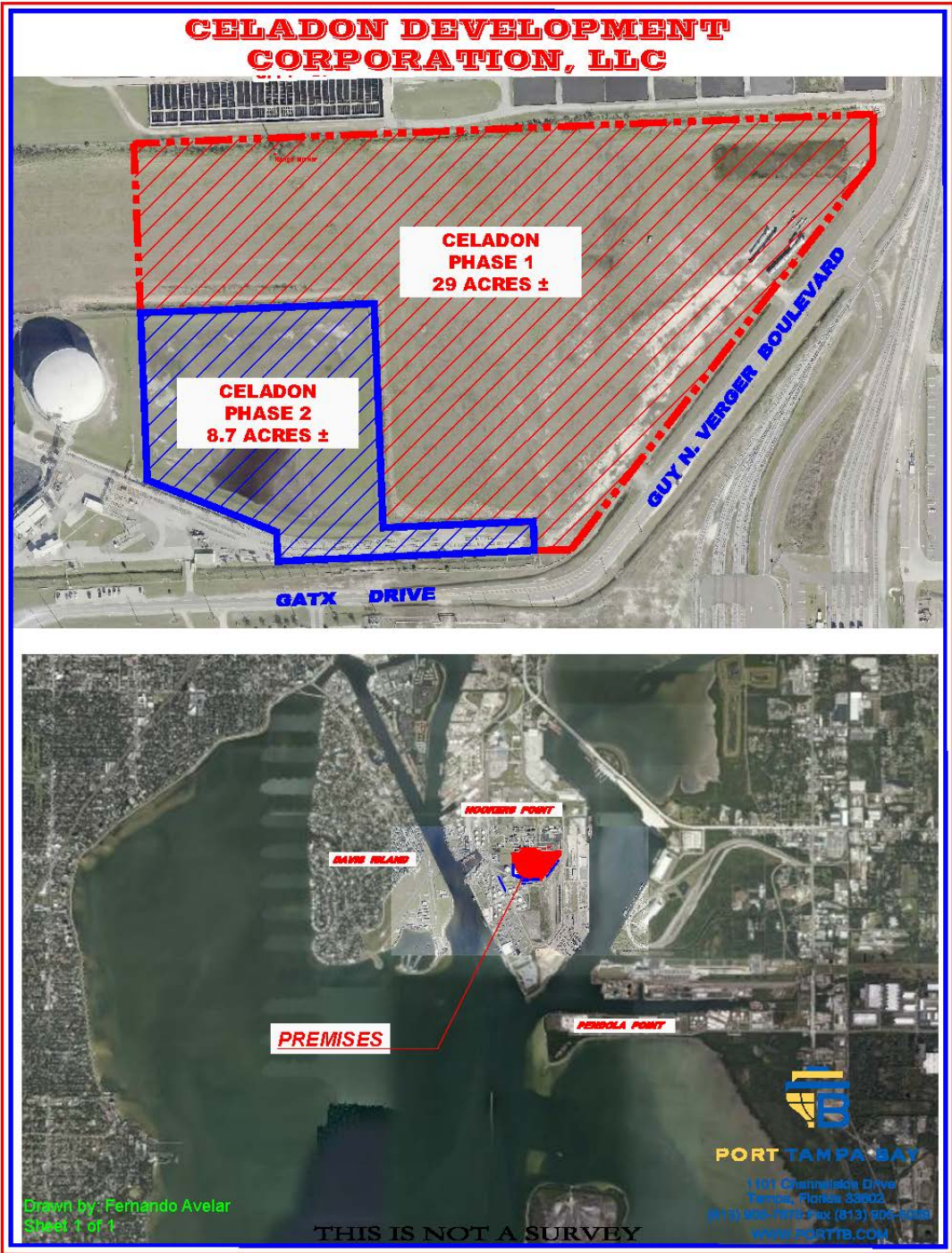
The remaining terms and conditions approved by the PTB Board at the March 23, 2021 Board meeting would remain unchanged.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to execute a Lease Agreement with Celadon Tampa Fiber, LLC, a Delaware limited liability company, in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

Board Meeting  
October 19, 2021  
Real Estate 375505

EXHIBIT "A"  
SKETCH OF THE PROPERTY



MYTB-MARKING-SURVEY-01421-Project-GuyProject-Guy-R2-Board-Building-3/8/2021 10:54:39 AM DWS TO PDF.PC3

**SUBJECT:**    **CONTRACT EXTENSION WITH XTREMELY CLEAN JANITORIAL SERVICE, LLC**

**BACKGROUND:**

On October 15, 2019, Port Tampa Bay (PTB) approved a contract with Xtremely Clean Janitorial Service LLC. (Xtremely Clean) for janitorial services. The janitorial services contract includes the labor, materials, supplies, equipment and all necessary services to perform the cleaning and janitorial services to PTB facilities including but not limited to the PTB Administration Building, Cruise Terminals 2, 3 & 6, Security Operations Center (SOC), Facilities Management Bldg., CES Bldg., Pendola Point, Port Sutton, Port Redwing, and Petroleum Terminal security buildings, and other facilities.

The janitorial services contract is for an initial term of one (1) year with two (2) one- year extension options at PTB's discretion. The PTB Board approved the first one-year (1) extension option with Xtremely Clean on September 15, 2020 for a not to exceed amount of \$40,423, extending the contract through October 31, 2021.

**FACTS/COMMENTS:**

Xtremely Clean is a 100% PTB certified Small Business Enterprise firm and has fulfilled all requirements and needs as PTB's janitorial services firm. This extension will be the second and final one-year contract option that will be effective from November 1, 2021 through October 31, 2022 for a not-to-exceed amount of \$428,689.

Funding for this extension was included in the approved FY2022 Operating Expense Budget.

**RECOMMENDATION:**

Authorize the Port President/CEO, or his designee, to approve the third and final extension option with Xtremely Clean LLC, for the amount of \$404,423.00, and authorize a total budget of \$428,689.00 for the project, which includes a six percent (6%) contingency for unforeseen circumstances that may occur during the contract term, subject to review by Port counsel.

Board Meeting  
October 19, 2021  
Facilities Management 375145

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

Preferred Governmental Insurance Trust (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, Port Tampa Bay's (PTB) workers' compensation policy was not included in the May 1 – April 30 insurance program renewal approved by the Board at the April 20, 2021 Board meeting.

**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, 2021 through September 30, 2022 resulting in a premium of \$99,773, an increase of approximately 14.2% following a premium decrease of 18.7% last year. This is the result of increased projected payroll of \$952,303 or 6.9% and increased rates for all but one of the employee classifications PTB uses. The projected payroll for the FY2021/22 policy term is \$14,766,926.

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 FY2020/21 policy year was 0.80. The Experience Modification Factor being used for the FY2021/22 policy term is 0.78. Any Modification Factor of less than 1.0 is viewed as favorable. For the policy years ending September 30, 2020 and September 30, 2021 PTB's premium was \$107,424 and \$87,330 respectively. 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 FY2022 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, 2021 to September 30, 2022, at an annual premium of \$99,773, subject to review by Port counsel.

Board Meeting  
October 19, 2021  
Finance 374973

## **E. RECEIPT OF REPORTS**

**1. REPORT OF AGED ACCOUNTS RECEIVABLES**

**2. REPORT OF CONTRACT STATUS**

**3. REPORT OF PERMITS**

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

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<b>Port Fees</b>						
S058	ABLE BROKERAGE COMPANY, INC.	10.00	-	-	-	10.00
S036	ALTAMAR SHIPPING	240.00	-	-	-	240.00
T012	AMALIE OIL COMPANY	2,987.07	-	-	-	2,987.07
D054	ANCHOR SANDBLASTING AND COATINGS, INC	440.00	-	-	-	440.00
S073	AUTOMOTIVE CORE SUPPLY, INC.	60.00	-	-	-	60.00
A512	BEYEL BROTHERS INC	60.00	-	-	-	60.00
S063	BMP USA, INC	10.00	-	-	-	10.00
S041	BRONCO TRANSPORT	590.00	-	-	-	590.00
T201	BUCKEYE TERMINALS, LLC	203,155.84	4,296.41	-	-	207,452.25
D049	CARGILL SALT	52.30	-	-	-	52.30
S025	CARGILL SALT DIVISION	510.00	-	-	-	510.00
T198	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	43,963.00	-	-	659.14	44,622.14
T399	CEMEX CONSTRUCTION MATERIALS FL-PENDOLA PT	181,787.02	-	-	-	181,787.02
T014	CENTRAL FLORIDA PIPELINE LLC	356,696.75	-	-	-	356,696.75
T145	CENTRAL FLORIDA PIPELINE LLC	9,840.02	-	-	-	9,840.02
Q414	CENTURY METALS & SUPPLIES INC	2,647.66	-	-	-	2,647.66
Q451	CEVA LOGISTICS	20,337.41	-	-	-	20,337.41
Q398	CHIQUITA FRESH NORTH AMERICA LLC	-	-	-	221.63	221.63
T109	CITRUS PRODUCTS	25,971.74	-	-	-	25,971.74
D047	CITY OF TAMPA	3,300.00	-	-	-	3,300.00
Q427	COLOSSAL TRANSPORT SOLUTIONS, LLC	-	-	-	1,835.42	1,835.42
D063	DAVIS INDUSTRIAL	(60.00)	-	-	-	(60.00)
D059	DILLON LOGISTICS INC	80.00	-	-	-	80.00
Q450	DOLE FRESH FRUIT COMPANY	18,292.00	3,270.00	-	-	21,562.00
Q081	DONGKUK INTERNATIONAL INC	2,887.00	-	-	-	2,887.00
Q032	DUFERCO STEEL, INC	908.43	-	-	-	908.43
S064	DV CONTAINER SERVICES	310.00	350.00	-	-	660.00
S074	EDGE METALS RECYCLING, INC	350.00	-	-	-	350.00
A418	EXPRESS MARINE	1,190.00	-	-	-	1,190.00
D062	FEDERAL MARINE TERMINALS	20.00	-	-	-	20.00
A031	FILLETTE GREEN & CO, INC	524.00	-	-	-	524.00
T132	FLORIDA AQUARIUM	469.00	-	-	-	469.00
M104	FOREIGN TRADE ZONE NO 79	2,019.12	-	-	-	2,019.12
Q097	FRONTIER LOGISTICS SERVICES	1,783.32	-	-	-	1,783.32
A429	GAC SHIPPING (USA) INC	78,341.20	-	-	-	78,341.20

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
S043	GLOBAL DISTRIBUTION INC	(10.00)	-	-	-	(10.00)
A527	GULF HARBOR SHIPPING, LLC	22,687.89	11,211.80	-	-	33,899.69
T063	GULF SULPHUR SERVICES	4,806.75	-	-	-	4,806.75
M004	GULF SULPHUR SERVICES LTD LLLP	2,500.00	-	-	-	2,500.00
Q401	HANWA AMERICAN CORP-CA	2,488.18	-	-	-	2,488.18
Q336	HANWA AMERICAN CORPORATION-TX	255.74	-	-	-	255.74
Q010	HUSTEEL USA INC	5,717.47	-	-	-	5,717.47
A306	INCHCAPE SHIPPING SERVICES	76,068.52	-	-	-	76,068.52
S068	INTERNATIONAL CORE SUPPLY OF TAMPA	350.00	-	-	-	350.00
A078	INTERNATIONAL SHIP REPAIR	152.00	-	102.00	-	254.00
Q403	JFE SHOJI TRADE AMERICA CORP	636.42	-	-	-	636.42
A350	KIMMINS CONTRACTING	60.00	-	-	-	60.00
D036	KINDER MORGAN BULK	80.00	-	-	-	80.00
A010	KIRBY INLAND MARINE, LP	613.00	-	-	-	613.00
A003	KIRBY OFFSHORE MARINE	1,560.81	3,124.80	-	-	4,685.61
A248	LA CARRIERS, LLC	935.20	-	-	-	935.20
D065	LAKELAND PAVING COMPANY	360.00	-	-	-	360.00
Q410	LEE COMPANY CUSTOMS BROKER	1,004.49	-	-	-	1,004.49
T319	LINEA PENINSULAR, INC	1,547.94	-	-	-	1,547.94
T308	LOGISTEC GULF COAST LLC	36,944.86	-	-	-	36,944.86
T328	MAJESTIC STEEL USA	7,711.51	-	-	-	7,711.51
S049	MARDOT LOGISTICS INC	520.00	-	-	-	520.00
A360	MARTIN GAS MARINE	8,284.96	6,640.96	-	-	14,925.92
T135	MARTIN MARIETTA AGGREGATES	74,180.57	-	-	-	74,180.57
T134	MARTIN OPERATING PARTNERSHIP	817.57	-	-	-	817.57
Q364	MARUBENI ITOCHU STEEL AMERICA INC (TX)	2,207.65	-	-	-	2,207.65
A465	MASTER, OWNER & OPERATORS	74,551.91	189.30	-	-	74,741.21
D074	MCKENZIE CONTRACTING, LLC	60.00	-	-	-	60.00
T199	MEDITERRANEAN SHIPPING CO./CHARLESTON	57,685.50	33,491.50	-	-	91,177.00
S057	MERCURY DISTRIBUTION & LOGISTICS	140.00	30.00	-	-	170.00
Q158	METALLIA, A DIVISION OF HARTREE PARTNERS LP	8,495.77	-	-	-	8,495.77
Q378	MINMETALS, INC	2,006.66	-	-	-	2,006.66
S067	MKD LOGISTICS LLC	80.00	-	-	-	80.00
R016	MOMENTUM LOGISTICS	3,308.51	-	-	-	3,308.51
A430	MORAN SHIPPING AGENCIES	(246.00)	-	-	-	(246.00)
A053	MORAN TOWING CORPORATION	13,802.36	-	-	-	13,802.36
T002	MOSAIC CROP NUTRITION, LLC	(6,384.79)	-	-	-	(6,384.79)

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
T011	MURPHY OIL USA INC	21,201.19	-	-	-	21,201.19
A486	NORTH AMERICAN GENERAL AGENTS	11,070.21	3,497.28	-	-	14,567.49
A071	NORTON LILLY INTERNATIONAL	77,065.03	-	966.17	-	78,031.20
A439	NOVA INTERNATIONAL SHIPPING	55.08	-	-	-	55.08
Q345	OLBERT METAL SALES	3,737.59	-	-	-	3,737.59
Q351	OPTIMA STEEL INTERNATIONAL, LLC	1,865.34	-	-	-	1,865.34
Q397	PACIFIC METALS TRADING INC	807.05	-	-	-	807.05
T205	PLAINS LPG SERVICES, L.P.	8,801.18	-	-	-	8,801.18
T318	PORT LOGISTICS TERMINAL OPERATIONS LLC	1,265.39	360.78	-	-	1,626.17
S039	PORTS AMERICA	20.00	-	-	-	20.00
T006	PORTS AMERICA	5,608.42	195.44	-	-	5,803.86
T182	PORTS AMERICA	89,263.65	-	-	-	89,263.65
A283	PRO TRANSPORT INC, TAMPA	300.00	310.00	-	-	610.00
T292	PURAGLOBE FLORIDA LLC	5,096.69	-	-	-	5,096.69
D075	RELIABLE TAMPA PARTNERS	60.00	-	-	-	60.00
A064	SAVAGE & SON, AR	675,027.80	-	-	-	675,027.80
A531	SAVAGE MARINE MANAGEMENT COMPANY, LLC	10,658.02	-	-	-	10,658.02
A065	SEA & LAND SHIPPING	2,486.45	44,245.33	-	-	46,731.78
A400	SEABULK TANKERS INC	256.32	-	-	-	256.32
Q202	SEAH STEEL AMERICA	1,237.27	-	-	-	1,237.27
S061	SOUTH BAY DISTRIBUTION CO. INC.	520.00	470.00	-	-	990.00
S069	SOUTHERN CARTAGE, INC	70.00	-	-	-	70.00
S042	SOUTHERN WASTE SERVICES INC	(100.00)	-	-	-	(100.00)
A541	SPACE EXPLORATION TECHNOLOGIES CORP	(2,802.06)	-	-	-	(2,802.06)
Q424	STEMCOR USA (FL)	67.16	-	-	-	67.16
Q396	SUMMIT GLOBAL TRADING	687.69	-	-	-	687.69
S055	TAMPA CONTAINER TRANSPORT	140.00	-	-	-	140.00
T021	TAMPA PORT SERVICES, LLC	11,786.44	-	-	-	11,786.44
A384	TAMPA SHIP LLC	280.00	-	-	-	280.00
S050	TAYLOR PERRY WAREHOUSE & DISTRIBUTION LLC	890.00	680.00	-	-	1,570.00
Q215	THYSSENKRUPP MATERIALS TRADING NORTH AMERICA-MI	9,532.30	-	-	-	9,532.30
T173	TITAN FLORIDA LLC	14,367.09	-	-	-	14,367.09
Q007	TOYOTA TSUSHO AMERICA	50.36	3,357.30	-	-	3,407.66
T150	TRADEMARK METALS RECYCLING FKA ONESTEEL	41,258.67	-	-	-	41,258.67
A251	TRADEMARK METALS RECYCLING LLC	220.00	20.00	-	-	240.00
A497	TRANS-ATLANTIC AGENCIES INC	39,288.30	-	-	-	39,288.30
T197	TRANSFLO TERMINAL SERVICES, INC.	102,560.13	101,502.85	-	-	204,062.98

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
T020	TRANSMONTAIGNE INC	84,085.01	-	-	-	84,085.01
S021	TRX SOUTHEAST (TAMPA #770)	140.00	-	-	-	140.00
Q163	USP HOLDINGS, INC	2,351.03	-	-	-	2,351.03
T119	VULCAN MATERIALS COMPANY	9,919.71	-	-	1,740.17	11,659.88
A333	WEEKS MARINE INC	-	-	328.00	-	328.00
D070	WHITNEY TRANSPORT, LLC	20.00	-	-	-	20.00
A532	WORLD FUEL SERVICES, INC.	22,362.20	-	-	-	22,362.20
T056	YARA NORTH AMERICA INC	13,747.23	-	-	-	13,747.23
T171	ZIM ISRAELI NAVIGATION COMPANY	53,733.78	20,704.00	-	-	74,437.78
<b>Subtotal Port Fees</b>		<b>2,686,812.05</b>	<b>237,947.75</b>	<b>1,396.17</b>	<b>4,456.36</b>	<b>2,930,612.33</b>
<b>Lease Charges</b>						
L045	AMALIE OIL	417.87	-	-	-	417.87
L400	ARDENT MILLS, LLC	(1,075.34)	-	-	-	(1,075.34)
L296	BATSON-COOK CO.	20.00	-	-	-	20.00
L306	BUCKEYE TERMINALS, LLC	-	-	-	612.18	612.18
L207	CARGILL INC SALT FACILITY	(207.16)	-	-	1,779.02	1,571.86
L399	CEMEX CONSTRUCTION MATERIALS FLORIDA LLC	22,411.40	-	-	-	22,411.40
L299	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	97.65	705.55	-	-	803.20
L333	CROWN CASTLE NG EAST LLC	62.49	-	-	-	62.49
L044	DIVERSIFIED MARINE TECH	17,380.45	-	-	-	17,380.45
L317	Extenet Systems, Inc	343.88	-	-	-	343.88
L124	GULF MARINE REPAIR INC	940.00	-	-	-	940.00
L103	INTERNATIONAL SHIP REPAIR & MARINE SERVICES, INC	240.00	-	-	-	240.00
L308	LOGISTEC GULF COAST LLC	362.21	-	-	-	362.21
L328	MAJESTIC STEEL USA	530.00	-	-	-	530.00
L010	MOSAIC CROP NUTRITION, LLC	(2,227.72)	-	-	-	(2,227.72)
L039	MURPHY OIL USA INC	401.11	-	-	-	401.11
L409	ONLINE TRANSPORT INTERNATIONAL LLC	1,926.00	-	-	-	1,926.00
L405	PORT HENDRY D, LLC	713.34	-	-	-	713.34
L318	PORT LOGISTICS TERMINAL OPERATIONS LLC	5,973.56	5,905.00	265.12	-	12,143.68
L311	Precision Build Solutions, LLC	160.00	-	-	-	160.00
L289	PROPELLER CLUB OF UNITED STATES	(642.00)	-	-	-	(642.00)
L292	PURAGLOBE FLORIDA LLC	60.00	-	-	-	60.00
L322	SCREAMIN' WILLY'S INC	-	1,455.26	-	-	1,455.26
L196	SEABULK TOWING INC	(52.62)	-	-	-	(52.62)
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**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
L329	SESCO CEMENT FLORIDA LLC	(1,642.41)	-	-	-	(1,642.41)
L138	SHRIMP SVC DOCK ASSOCIATION	33.48	-	-	-	33.48
L235	STARSHIP CRUISE LINE	286.72	-	-	-	286.72
L064	SUPERIOR SEAFOODS INC	175.61	-	-	-	175.61
L067	TAMPA BAY PIPELINE COMPANY	159.72	-	-	5,324.00	5,483.72
L049	TAMPA PORT SERVICES, LLC	(213.38)	-	-	-	(213.38)
L190	TAMPA SHIP LLC	8,860.00	-	-	-	8,860.00
L291	TAYLOR PERRY WAREHOUSE & DISTRIBUTION LLC	55,415.89	5,706.66	33,994.32	-	95,116.87
L209	TRADEMARK METALS RECYCLING FKA ONESTEEL	(115.37)	-	-	-	(115.37)
L297	TRANSFLO TERMINAL SERVICES, INC.	(377.62)	-	-	-	(377.62)
L078	TRANSMONTAIGNE TERMINALING INC	1,321.54	-	-	-	1,321.54
L282	UNIVERSITY OF SOUTH FLORIDA	10,677.82	-	-	-	10,677.82
L079	VERSAGGI SHRIMP COMPANY	242.40	-	-	-	242.40
L146	VULCAN MATERIALS	(3,930.74)	-	-	-	(3,930.74)
L100	YARA NORTH AMERICA	26.00	-	-	-	26.00
<b>Subtotal Lease Charges</b>		<b>118,754.78</b>	<b>13,772.47</b>	<b>34,259.44</b>	<b>7,715.20</b>	<b>174,501.89</b>

**License Renewals**

B219	ACADEMY BUS LLC	-	350.00	-	-	350.00
B086	ALPHA LIMOUSINE & CHAUFFEUR SERVICE INC	-	350.00	-	-	350.00
M050	AMERISAFETY, INC	-	250.00	-	-	250.00
A443	AZTEC MARITIME SERVICES INC	-	250.00	-	-	250.00
A432	BEST OF THE BAY, INC	-	500.00	-	-	500.00
T183	CERES MARINE TERMINALS INC	-	500.00	-	-	500.00
A387	CLIFF BERRY INC	-	250.00	-	-	250.00
V001	ENTERPRISE LEASING COMPANY OF FLORIDA, LLC.	-	350.00	-	-	350.00
A031	FILLETTE GREEN & CO, INC	-	250.00	-	-	250.00
C052	HAPPY'S PRODUCE	-	250.00	-	-	250.00
V109	INTERNATIONAL MARINE SERVICES OF FLORIDA INC.	-	250.00	-	-	250.00
A016	MARTIN PRODUCT SALES LLC	-	250.00	-	-	250.00
C005	MELBA'S SHIP SUPPLY	-	250.00	-	-	250.00
A439	NOVA INTERNATIONAL SHIPPING	-	250.00	-	-	250.00
V077	NRC GULF ENVIRONMENTAL SERVICES INC	-	250.00	-	-	250.00
A511	PALMDALE OIL COMPANY, INC.	-	2,500.00	-	-	2,500.00

**TAMPA PORT AUTHORITY**  
**Monthly Aged Receivables**  
**September 30, 2021**

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
T195	PORT HENDRY TERMINALS, LLC	-	750.00	-	-	750.00
C040	SEA SAFE SERVICES, INC	-	250.00	-	-	250.00
C033	SYSCO CORP	-	250.00	-	-	250.00
A314	TROPIC OIL COMPANY	-	250.00	-	-	250.00
M053	UNIVERSAL PROTECTION SERVICE LLC	-	250.00	-	-	250.00
<b>Subtotal License Renewals</b>		<b>-</b>	<b>8,800.00</b>	<b>-</b>	<b>-</b>	<b>8,800.00</b>
<b><u>Accounts in Litigation/Renegotiation/Bankruptcy</u></b>						
R014	GEICO GENERAL INSURANCE COMPANY	-	-	803.56	-	803.56
L404	INTEGRAL ENERGY, LLC	-	-	-	274,733.00	274,733.00
A538	WORK CAT TRANS GULF LLC	-	-	-	224,197.87	224,197.87
<b>Subtotal Accounts in Litigation/Renegotiation/Bankruptcy</b>		<b>-</b>	<b>-</b>	<b>803.56</b>	<b>498,930.87</b>	<b>499,734.43</b>
<b>Total Aged Receivables as of September 30, 2021</b>		<b>\$ 2,805,566.83</b>	<b>\$ 260,520.22</b>	<b>\$ 36,459.17</b>	<b>\$ 511,102.43</b>	<b>\$ 3,613,648.65</b>

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
**09/30/21**

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>						
Secured Data Center Facility Lease	Protected Trust/IF&D Data Suites (year 7)	14-28	09/20/16	\$ 70,320	<b>65,271</b>	92.8%
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	21-03	12/15/15	\$ 377,000	<b>159,633</b>	42.3%
SBE Uniformed Security Guard Service	Martinez & Company (year 2)	19-21	06/18/19	\$ 270,000	<b>235,814</b>	87.3%
Real Estate Consulting Services	CBRE, Inc.	21-17	08/16/16	\$ 75,000	<b>60,183</b>	80.2%
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>60,000</b>	100.0%
Elevator/Escalator Maintenance & Repair Services	ThyssenKrupp Elevator	21-27	08/16/16	\$ 362,875	<b>92,444</b>	25.5%
Website Development & Website Hosting Services	GSL Solutions	20-35	09/17/19	\$ 45,000	<b>64,225</b>	142.7%
Video Production Services	Shooting Stars Post Inc	17-30	17/18/17	\$ 90,000	<b>3,925</b>	4.4%
Software Licensing - Concur	Carahsoft Technology Corp	20-05	05/15/18	\$ 190,465	<b>63,488</b>	33.3%
Law Enforcement Services	Hillsborough County Sheriff's Office	20-31	11/19/19	\$ 2,400,146	<b>2,200,132</b>	91.7%
Workers Compensation Insurance	PGIT (Preferred Governmental Insurance Trust)(year 4)	21-05	08/21/18	\$ 87,330	<b>87,330</b>	100.0%
Grounds Maintenance	TCC Enterprise Inc (Year 3)	21-06	08/21/18	\$ 76,508	<b>60,618</b>	79.2%
HVAC Monitoring, Routine Service & Repair	Tampa Bay Trane	21-12	09/02/14	\$ 84,200	<b>51,812</b>	61.5%
Consulting Services	HCP Associates	21-14	10/15/2019	\$ 88,000	<b>53,052</b>	60.3%
Uniformed Security Guard Services	G4S Security Solutions (Year 3)	21-15	11/13/2018	\$ 3,240,000	<b>2,255,076</b>	69.6%
Grounds Maintenance	Williams Landscape Management (year 3)	20-18	09/17/19	\$ 247,500	<b>225,000</b>	90.9%
Government Relations Consultant Services	Alcalde & Fay	21-25	09/17/19	\$ 90,000	<b>82,500</b>	91.7%
Copier Leases (8 copiers)	Sharp Business Systems	21-11	10/16/18	\$ 60,000	<b>34,398</b>	57.3%
State Legislative Services	Capital City Consulting, LLC	21-30	08/20/19	\$ 60,000	<b>60,000</b>	100.0%
I.T. Consultant	Tribridge	21-23	09/18/18	\$ 85,000	<b>6,450</b>	7.6%
Janitorial Services	Xtremely Clean	21-08	10/15/19	\$ 402,951	<b>274,763</b>	68.2%
Insurance Consultants	McGriff, Seibels & William, Inc	20-24	06/18/19	\$ 45,000	<b>1,971</b>	4.4%
Medical Insurance	Florida Blue	21-37	10/15/19	\$ 3,277,000	<b>2,501,191</b>	76.3%
Employee Term Life & Accidental Death	Hartford Life Insurance	21-36	10/15/19	\$ 40,000	<b>33,040</b>	82.6%
Insurance Broker Services	Hugh Wood, Inc	22-28	08/17/21	\$ 50,000	-	0.0%
Financial Audit Services	Rivero, Gordimer & Company, PA	21-19	08/17/21	\$ 85,000	-	0.0%
<b>OPERATING AND NON-CAPITAL CONTRACTS:</b>				<b>\$ 12,204,295</b>	<b>\$ 8,900,889</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	\$ 7,206,213	\$ 4,573,850	63.5%
Professional Service Contracts	Various	20-01-02	09/17/19	\$ 7,895,000	\$ 5,995,200	75.9%
Professional Service Contracts	Various	21-01-02	09/15/20	\$ 6,100,000	\$ 2,411,172	39.5%
<b>CONTINUING ANNUAL CONTRACTS:</b>				<b>\$ 21,231,213</b>	<b>\$ 12,980,221</b>	

**TAMPA PORT AUTHORITY**  
**MONTHLY CONTRACT STATUS REPORT**  
**09/30/21**

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>						
Eastport Fill And Phase 2 Expansion Engineering Services	Moffatt & Nichol	17-18	09/19/17	\$ 1,909,205	1,022,588	53.6%
Navigational Improvements	Orion Marine Construction	21-04	08/20/19	\$ 3,000,000	2,991,140	99.7%
Unit Price Dredging	Orion Marine Construction	21-31	09/17/19	\$ 1,000,000	400,610	40.1%
Unit Price Marine Repair & Improvements	Tampa Bay Marine, Inc	21-22	01/19/21	\$ 1,000,000	219,354	21.9%
Big Bend Channel Aids to Navigation	Tampa Bay Marine, Inc	20-50	06/16/20	\$ 1,239,274	1,236,355	99.8%
Phase 1 Terminal 2 & 6 - Baggage claim areas & CBP	Gilbane Building Company	19-10	12/18/18	\$ 5,554,508	5,440,170	97.9%
Berth 211 Upands Improvements	PCS Civil fka Pepper Construction Services, Inc	19-16	03/19/19	\$ 19,646,396	18,107,801	92.2%
Portwide Roadway Improvements - Emergency Access Road	Ajax Paving Industries of FL	19-29	08/20/19	\$ 1,757,395	1,687,790	96.0%
Port Redwing Railroad Extension	STX Corporation	20-16	02/18/20	\$ 4,257,909	3,301,863	77.5%
Berth 214 - Phase 2	Phillips and Jordan	20-20	02/18/20	\$ 4,506,725	4,275,883	94.9%
Port Redwing Berth 302 Access Road	QGS Development, Inc	20-51	06/16/20	\$ 619,870	511,280	82.5%
TECO Utility Relocation for Berth 211	TECO	20-22	06/18/19	\$ 150,000	143,450	95.6%
Offsite Stormwater Treatment System	National Stormwater Trust Inc	21-19	05/14/21	\$ 615,125	615,125	100.0%
Guy N. Verger Roadway Improvements	Kimmins Contracting Corporation	21-38	11/17/20	\$ 2,700,000	-	0.0%
Transload Facility - Design and Construction	Williams Company	21-26	06/15/21	\$ 13,000,000	230,000	1.8%
Terminal 3 Access Road	Kimmins Contracting Corporation	21-39	05/18/21	\$ 1,446,469	-	0.0%
Crossings Arms Replacment - Guy N. Verger Blvd	CSX Transportation	21-40	08/17/21	\$ 198,329	-	0.0%
<b>CONSTRUCTION AND CAPITAL CONTRACTS:</b>				<b>\$ 64,851,206</b>	<b>\$ 41,585,092</b>	
<b>GRAND TOTAL:</b>				<b>\$ 98,286,714</b>	<b>\$ 63,466,202</b>	

**PERMIT REPORT**  
9/1/2021 – 9/30/2021

**PERMITS ISSUED**

20-026	City of Tampa Mobility Department	Structural repairs to Brorein Street Bridge/Remove/replace subaqueous utility line/Hillsborough River/Tampa
21-034	Nathan Mitchell	Replace dock/Little Manatee River/Ruskin
21-046	John & Dee Crawford	Dock/non-covered boatlift/Apollo Beach Canal/Apollo Beach
21-051	Patrick Burris	Dock/non-covered boatlift/kayak lift/Apollo Beach Canal/Apollo Beach
21-053	Bal Harbour Chauteax Condo Association	Floating platform/Apollo Beach Canal/Apollo Beach
21-062	City of Tampa Wastewater Department	Replace 5-pile cluster warning signs/Cut D Channel/Tampa

**REVISIONS**

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**VIOLATIONS**

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

**PENDING APPLICATIONS SUMMARY**

Appl.#	M/S	Applicant	Proposed Work
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 @ 205 S. Hoover Blvd., Tampa (No PTB Lease required since privately owned submerged lands)
20-010	S	Port Tampa Bay	Bulkhead wall, fill, dredge Berth 214
20-028	S	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 Lease Modification</b>
21-023	S	Specialty Restaurant Group (Whiskey Joe's)	Construct a 145-ft sheet pile groin along West side of restaurant @ 7720 W. Courtney Campbell Causeway, Tampa (No PTB Lease required since privately owned submerged lands)
18-020 Rev #1	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 <b>w/ Existing SSLs Esmt.</b> 9/2021-under PTB Legal review drafted Corrective Esmt.
19-014 Rev #1	M	KBC Enterprise, Inc.	Replace dock for Restaurant @1112 Apollo Beach Blvd., Apollo Beach <b>w/ potential Modified SSLs Lease needed</b>
20-001	M	Innovative Design Leaders Corp.  8/21 & 6/21-Agreement being signed by applicant/insurance review.	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/ PTB required SSLs Lease</b>
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 would Required</b>

Appl.#	M/ S	Applicant	Proposed Work
20-019	M	Bridgeview Estates/Richard Rasmussen	Catwalk/Finger Pier & Non-Covered Boat Lift Addition to Existing Multi-Family Res. Community Dock
20-025	M	City of Tampa Mobility Dept	Repairs to Cass St. bridge and subaqueous/HDD cable utility line @ Hillsborough River (No PTB Lease required since COT owned submerged lands)
20-031	M	Hillsborough County Capital Programs Dept	Replace Phillips Lane Bridge (Bridge #104320) over Kitchen Branch <b>w/ Proposed SSLs Esmt./Esmt. Required</b>
20-041	M	Southern Light, LLC	Sub-aqueous HDD fiber optic cable utility line – US HWY 301 @ Hillsborough River (Unincorp. HC) <b>w/ PTB 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 10/21-DRAFT Esmt. sent to TECO for review	Replace gas main 2 <sup>nd</sup> Street east ROW Crossing Marsh Branch/Ruskin Inlet <b>w/ proposed PTB SSLs Esmt. Required</b>
20-044	M	City of Tampa Wastewater Dept. SSLs Esmt. application under review by Cherie - Upland Esmt. Required By ENG	Subaqueous Crossing-Harbour Island Force Main Replacement Project under Ybor Channel <b>w/ proposed PTB Submerged Lands Easement (required)</b>
20-049	M	Southern Light LLC	Sub-aqueous HDD fiber optic cable utility line – US HWY 41 S @ Bullfrog Creek (Unincorp. HC) <b>w/ SSLs PTB Esmt Required</b> 10/21-under Agent review. Legal/sketch approved by Kurial
20-052	M	Tampa Bay Water (Robert McConnell)	Install single piling for permanently mounting a continuous water quality monitoring stat. @ 603 Big Bend Road-TECO Big Bend Site-Gibsonton
20-057	M	Southern Light LLC	Fiber optic cable @ S. US Highway 41-Ruskin, FL (N. ROW) – Little Manatee River <b>w/ SSLs PTB Esmt Required – 10/21- Under review/signature with Agent</b>
20-058	M	Southern Light LLC	Fiber optic cable @ US Highway 41-Ruskin, FL – Ruskin Inlet/Marsh Branch Creek - <b>w/ SSLs PTB Esmt Required</b>
20-060	M	Southern Light, LLC	HDD Fiber optic cable @ US Hwy 301, Wimauma, FL – Little Manatee River <b>w/ SSLs PTB Esmt Required</b>
21-027	M	Southern Light LLC	Fiber optic cable-6920 E. Fletcher Avenue-Tampa (No PTB Esmt. required since COT owned submerged lands)
21-028	M	Zayo	Install cable under Tampa Bypass Canal-SR-60/Adamo Dr – <b>SSLs Emst. Required.</b>
21-029	M	Zayo	Install cable under waterway-US Hwy 41 @ LMR-Ruskin (S. ROW)- <b>SSLs Easements-PTB Required</b>
21-032	M	TECO Peoples Gas	Subaqueous crossing @ Big Bend Crossing-Alafia River & Bullfrog Creek-Gibsonton, FL. <b>w/ 2 Proposed SSLs Easements-PTB Required</b>
21-035	M	Sunset Isle LTD and Apollo Beach 107 Partnership	Maintenance dredging @ Apollo Beach DRI Pockets 106 and 107 Apollo Beach, FL-Biscayne Canal
21-036	M	ZAYO Group	Install 3-1.25" DPE Fiber Optic Cable Conduit Bridge Attachment @ Morris Bridge Rd Crossing Hillsborough River - <b>SSLs Emst. Required</b>
21-039	M	James Wahlstrom	Dock & lift @1032 Canal Street – Ruskin FL –LMR/CBAP
21-041	M	Elliott Glazer	Kayak lift @ 507 Islebay Drive-Apollo Beach, FL (Mirabay)
21-042	M	Mark Staffa	Riprap @ 1315 Jumana Loop-Apollo Beach, FL (Andalucia)
21-044	M	Zayo Group	Subaqueous Bore @Fletcher Avenue (N. side ROW) @ Hillsborough River
21-045	M	Monica Iannacone & Michael McFerron	Add Boat & PWC Lifts to existing Dock @ 5716 Sea Turtle PL-Apollo Beach, FL (Mirabay)

<b>Appl.#</b>	<b>M/ S</b>	<b>Applicant</b>	<b>Proposed Work</b>
21-048	M	Sean Storch	Remove dock/add lift @ 1022 Seagrape Dr-Ruskin, FL
21-049	M	Mary Miller	Dock/boatlift@530 Manatee Drive-Ruskin
21-050	M	Vincent Labrato	Dock/lift @721 Pinckney Drive-Apollo Beach, FL
21-052	M	Chuck Hurst	Rebuild dock @ 6312 Cocoa Lane-Apollo Beach
21-054	M	Charlotte Sunderland	Walkway/Stairs @ 6114 Marbella Blvd., Apollo Beach, FL
21-055	M	Anthony Piedimonte	Seawall @ 3011 Manatee Avenue, Ruskin, FL
21-056	M	City of Tampa	Stormwater Outfall for 4x7 box culvert in Seminole Heights
21-057	M	George Wilkes	Dock @3020 Christopher Watch Lane, Ruskin, FL (Len-Little Harbor Lot)
21-058	M	Jeff Beesing	Construct dock & lift @ 5707 Tybee Isles Drive, Apollo Beach, FL
21-059	M	Dave Tolliver	New "I" dock and lift @ 5604 Seagrass Place, Apollo Beach, FL
21-060	M	Andalucia Master Assoc. - Matthew Carpenter	Piles/boatlift
21-061	M	Andalucia Master Assoc.- Nathan Morris	Remove/replace jetski lift (2-pole @ 1303 Puerto Dr-Apollo Beach, FL
21-064	M	Zayo Group	Install 364ft of HDPE conduit & handholes @ 350 E. Hillsborough Avenue-Tampa, FL
21-065	M	Zayo Group	Install handholes @ 7302 W. Hillsborough Avenue Crossing Double Branch Creek – <b>Required SSLs Esmt. (w/ previous PTB Esmt. Agmt.)</b>
21-066	M	George Gleditsch	Walkway/boatlift @ 318 Manatee Drive-Apollo Beach, FL 33572
21-067	M	Isaac & Erika Madera	Construct dock/boatlift @ 715 Pinckney Drive-Apollo Beach, FL
21-068	M	Justin Bremer	Lift @ 5717 Sea Turtle Place-Apollo Beach, FL
21-069	M	Adam Vonbartheld	Pilings/boatlift/jet-ski lift @408 Isles Bay Drive-Apollo Beach, FL
21-070	M	Zayo Group	Directional Bore @W. Hillsborough Ave. Crossing Channel A, Dick Creek & Rocky Creek - <b>Required SSLs Esmt. (w/ previous PTB Esmt. Agmt.)</b>
21-071	M	Stacy Lick	Dock/Walkway @ 710 Pinckney Drive-Apollo Beach, FL
21-072	M	Robert Dirmyer	Dock/pilings @1210 Frisbie Road-Ruskin, FL
21-073	M	Andalucia Master Association	Lift@1303 Puerto Drive –Slip D-11-Apollo Beach, FL
21-074	M	Port Tampa Bay (Tampa Bay Watch)	Habitat Restoration-spoil island 2D-Tampa
21-075	M	Rick Steinberg	Install 10K deco lift-102 Trouve Lane-Ruskin, FL
21-076	M	Smart Communication Holdings LLC	New "L" dock and lift per Mirabay Specs @ 703 Pinckney Drive-Apollo Beach, FL
21-077	M	Mosaic Crop Nutrition	Riprap-shoreline stabilization-Seawall @ 12839 Wyandotte Rd-Gibsonton
21-078	M	Bloomfield St. Pete Properties LLC	Repair boatramp @ 1662 Wheelhouse Circle-Ruskin, FL
21-079	M	James Bothwell	Uncovered boatlift-poles@1250 Apollo Beach Blvd-Apollo Beach
21-080	M	Mark Lucas	Dock-lift @ 822 Golf Island Drive-Apollo Beach
21-081	M	City of Tampa	Sub-aqueous utility crossing @ 3342 S. Westshore Blvd.-Tampa

**EXPENDITURES**  
Between \$50,000 - \$100,000  
09/01/2021 - 09/30/2021

COMPANY	DESCRIPTION	AMOUNT	FUNDING	ADDITIONAL INFORMATION
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Board Meeting  
September 21, 2021  
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 2021**

Procurement Number	Project Name	Current Contractor/ Consultant	Estimated Proposal/Bid Release	Estimated Board Approval
RWQ 002-21	Die Cut Business Cards	New	October	

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 5, 2021 – PORT TAMPA BAYSLAM V**  
*VISIT [WWW.PORTTB.COM/BAYSLAM](http://WWW.PORTTB.COM/BAYSLAM) FOR MORE INFORMATION.*

**DECEMBER 11, 2021 – ANCHOR BALL AT BRYAN GLAZER FAMILY JCC**  
*VISIT [WWW.PORTTB.COM/ANCHOR-BALL](http://WWW.PORTTB.COM/ANCHOR-BALL) FOR MORE INFORMATION.*

## **K. DATE OF NEXT MEETING**

**TUESDAY, OCTOBER 19, 2021, 9:30 AM**  
*VISIT [WWW.PORTTAMPABAY.COM](http://WWW.PORTTAMPABAY.COM) FOR FURTHER INFORMATION*

## **L. ADJOURNMENT**