



**PORT TAMPA BAY
MONTHLY BUSINESS MEETING
OCTOBER 18, 2022 - 9:30 AM**

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Tuesday, November 15, 2022, at 9:30 am	
Visit www.porttb.com for more information.	
L. Adjournment	

A. INVOCATION AND PLEDGE

PUBLIC COMMENT

B. APPROVAL OF MINUTES

**RECEIPT OF MINUTES OF THE:
SEPTEMBER 20, 2022 BOARD MEETING**

**AUGUST 18, 2022 FISCAL YEAR (FY) 2023
BUDGET WORKSHOP**

**SEPTEMBER 6, 2022 TENTATIVE MILLAGE
RATE AND FY23 BUDGET PUBLIC HEARING**

**SEPTEMBER 21, 2022 FINAL MILLAGE RATE
AND FY23 BUDGET PUBLIC HEARING**

**PRESENTATION AND RECEIPT OF
FINANCIAL STATEMENT**

C. APPROVAL OF CONSENT AGENDA

**PORT TAMPA BAY
Business Meeting
September 20, 2022, 9:30 am**

Mr. Chad Harrod, Chairman, called the Port Tampa Bay (PTB) Business Meeting to order at 9:30 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.

The following Board members were physically in attendance: Mr. Chad Harrod, Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; Mr. Hung T. Mai, P.E., Vice Chairman; Mr. Ted Conner, Commissioner; The Honorable Harry Cohen, Commissioner; and The Honorable Mayor Jane Castor, Commissioner. 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. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. David Delac, Chief Financial Officer; Mr. Patrick Blair, Vice President of Engineering; Mr. Clay Hollis, Chief of Staff; Ms. Laura Lenhart, Vice President of Government Affairs; Mr. Wade Elliott, Senior Vice President of Marketing & Business Development; Mr. Bill Rain, Vice President of Real Estate; Mr. Karl Strauch, Vice President of Marketing; Ms. Joanne Toledo, Vice President of Human Resources; Mr. Greg Lovelace, Vice President of Business Development; and Mr. Norberto Sanchez, Director of Facilities. The following PTB senior management staff members attended virtually: Mr. Ram Kancharla, Vice President of Planning and Economic Development; and Mr. Ken Washington.

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

A. INVOCATION – PLEDGE

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

PUBLIC COMMENT

There were no Public comments.

B. APPROVAL OF MINUTES OF THE AUGUST 18, 2022, BOARD MEETING

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

PRESENTATION AND RECEIPT OF THE FINANCIAL STATEMENT OF ELEVEN MONTHS ENDING AUGUST 31, 2022

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

There being no further comments, Commissioner Cohen, seconded by Mayor Castor moved to receive the Financial Statement of Eleven Months Ending August 31, 2022. The motion carried unanimously.

C. APPROVAL OF THE CONSENT AGENDA

1. **Approval of Extension of Video Production Services Agreement with Shooting Stars Post, Inc.**
2. **Approval of Standard Work Permit Application #15-015 (Revision #1) and Submerged Lands Lease for RMC Brothers, LLC**
3. **Approval of the Extension of Landscape Services Agreement (SBE Set Aside) with T.C.C. Enterprise, Inc. and FY2023 Funding of Agreement**
4. **Approval of the Extension of Financial Advisory Services Agreement with PFM Financial Advisors, LLC (PFM)**
5. **Approval of Amendment to Financial Audit Agreement with Rivero, Gordimer & Co., PA**
6. **Approval of Site Improvement Permit to Logistec Gulf Coast, LLC for Leasehold Improvements at Port Redwing**
7. **Approval of Consent to Assignment of Lease from Viper Ventures, LLC to Tyson Tampa Apts, LLC**
8. **Approval of Extension of Real Estate Consulting Services Agreements**
9. **~~Approval of Lease Agreement with Allied Cement, LLC~~ **WITHDRAWN****
10. **Approval of Lease Amendment with Kinder Morgan Port Sutton Terminal, LLC**
11. **Approval of Amendments to Container Terminal Operator Agreement and Break-Bulk Terminal Operator Agreement with Ports America Florida, Inc.**

There being no comments, Commissioner Conner, seconded by Commissioner Cohen, moved to approve the Consent Agenda. The motion carried unanimously.

D. REGULAR AGENDA

1. **Approval of Worker's Compensation Insurance Coverage**

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

There being comments, Commissioner Castor, seconded by Commissioner Cohen, moved to authorize the Port President/CEO, or his designee, to execute an agreement with Preferred Governmental Insurance Trust (PGIT) for a one (1) year period from October 1, 2022 to September 30, 2023, at an annual premium of \$96,081, subject to review by Port counsel. The motion carried unanimously.

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

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

Commissioner Allman commended staff on the process used, such as reaching out to stakeholders.

In response to Vice Chairman Mai's question regarding how PTB's tariff compares to other ports, Mr. Lovelace stated that the tariff committee looked very carefully at other ports throughout Florida, the southeast ports, south Atlantic, and the U.S. Gulf. Port Tampa Bay is lower than most of the ports reviewed. When compared to commodities, by cargo type, PTB is maintaining rates at competitive market prices.

In response to Chairman Harrod's question regarding the overall costs, Mr. Lovelace stated that there are other charges, of which PTB has no control. Staff focuses on those other charges when considering PTB's rates, which allows the overall charges to remain very competitive on the low end.

There being no further comments, Commissioner Allman, seconded by Commissioner Conner, moved to approve the proposed changes to Port of Tampa Tariff No. 14 attached hereto, with an effective date as denoted on the attachment of the agenda item. The motion carried unanimously.

3. 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.

In response to Chairman Harrod's question regarding a number of Port vehicles missing parts, Mr. Dubina noted that ongoing supply chain issues has resulted in vehicles being released from the manufacturer missing computer chips. PTB Security utilizes local dealerships to install the chips as they become available.

There being no further comments, Commissioner Allman, seconded by Commissioner Conner, moved to authorize the Port President/CEO, or his designee, to spend up to \$258,000 for the purchase of four (4) port security vehicles and ancillary emergency equipment, subject to review by Port counsel. The motion carried unanimously.

4. Approval of Contract with Hillsborough County Sheriff's Office for Law Enforcement Services

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

Several Commissioners commended PTB and HCSO staff for their valuable work and thanked HCSO staff for their service, and additionally, the ease in which the contract renewal was facilitated.

There being no further comments, Commissioner Cohen, seconded by Mayor Castor, moved to authorize the Port President/CEO, or his designee, to execute a new contract with HCSO for law enforcement services pursuant to the proposed terms and conditions, in an amount

not to exceed \$3,067,803.66, which includes a contingency for emergencies, subject to review by Port counsel. The motion carried unanimously.

5. Approval of Award of Contract for Construction of the Eastport Mitigation Site

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

In response to Commissioner Allman's question regarding whether the mitigation credits could be banked should the project not proceed with Phases II and III, Mr. Blair stated that PTB would acquire approximately 40 credits that will be banked for future mitigation.

There was further discussion with Mr. Blair explaining the mitigation project by noting the mosquito ditches will be filled in to promote recruitment of natural vegetation and species such as mangroves. The project includes removing all of the invasive vegetation, planting native vegetation, and changing the elevation to promote more wetland creation as well as salt urns.

There being no further discussion, Commissioner Allman, seconded by Commissioner Cohen, moved to authorize the Port President/CEO, or his designee, to enter into a contract with The Kearney Companies, LLC for the construction of the Eastport Mitigation project, for \$3,333,333.33 with a 5% contingency for unforeseen conditions, subject to review by Port counsel. The motion carried unanimously as amended.

6. Approval of Award of Contract for Port Redwing East Access Road, ITB No. B-009-20

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

There being no comments, Vice Chairman Mai, seconded by Mayor Castor, moved to authorize the Port President/CEO, or his designee, to execute Contract No. 20-01220 with QGS Development, Inc. for the Port Redwing Berth 302 Access Roadway, in the amount of \$1,651,887.59, with a 5% contingency, for a total not to exceed \$1,734,481.97, subject to review by Port counsel. The motion carried unanimously.

7. Approval of Extension of Grounds Maintenance Agreement with T.C.C. Enterprise, Inc.

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

There was brief discussion in regards to T.C.C. Enterprise, Inc. also being the vendor for Item C-3 of this agenda. Mr. Sanchez explained that the same vendor was the winner of the Landscaping agreement and while the vendor is the same company, the contracts are separate. The dates are the same as the procurement process occurred simultaneously for both projects.

There being no further comments, Mayor Castor, seconded by Commissioner Cohen, moved to authorize the Port President/CEO, or his designee, to approve the first extension option of the Ground Maintenance Agreement for the term of October 1, 2022 through September 30, 2023 for an amount not to exceed \$341,008.80 per contract year, subject to approval of the FY2023 Operating Budget and review by Port counsel. The motion carried unanimously.

8. Approval of Contract Award for Janitorial Services for Port Tampa Bay Facilities

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

In response to Vice Chairman Mai's question regarding whether Xtremely Clean charged additional fees in for cleaning functions during COVID-19, Mr. Sanchez noted that during the period of the pandemic, PTB purchased some of the chemicals and Xtremely Clean also had some chemicals on hand. Xtremely Clean was very responsive and purchased specialized equipment needed to sanitize the terminals and facilities. PTB utilized both its own general budget as well as the janitorial budget.

There being no further comments, Vice Chairman Mai, seconded by Commissioner Conner, moved to authorize the Port President/CEO, or his designee, to enter into an agreement with Xtremely Clean Janitorial Services, LLC to provide janitorial services for the period of one (1) year with two (2) one (1) year extension options in the amount of \$442,195.00, and authorize a total budget of \$468,726.70 for the project, which includes a six percent (6%) contingency for unforeseen circumstances that may occur during the contract term, subject to approval of the FY2023 Operating Budget and review by Port counsel. The motion carried unanimously.

9. Approval of Option and Lease Agreement with Puraglobe USA, LLC

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

In response to Chairman Harrod's question regarding Puraglobe's plans for the site, Mr. Rain stated that Puraglobe was planning to build two refineries with a capex in excess of \$50 million. At the request of Mr. Anderson, Mr. Rain outlined Puraglobe's business model stating that Puraglobe re-refines used motor oils into base lubricants. Upon further discussion, Mr. Rain explained that Puraglobe will be doing some selective demolition of existing equipment from a previous tenant and can construct its facilities on a smaller area, resulting in less land being sufficient for Puraglobe's need.

There being no further comments, Commissioner Cohen, seconded by Mayor Castor, moved to authorize the Port President/CEO, or his designee, to execute and Option and Lease Agreement with Puraglobe USA, LLC, in accordance with the terms set forth in this agenda item, 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, Mayor Castor, seconded by Commissioner Cohen, moved to receive the reports as presented. The motion carried unanimously.

F. EXECUTIVE DIRECTOR REPORT

Mr. Anderson reported that PTB hosted U.S. Secretary of Transportation, Pete Buttigieg, for an announcement of PTB's recent RAISE grant award. Mr. Anderson stated that there was

discussion with the Secretary and Deputy Secretary Polly Trottenberg regarding how PTB is powering the region's growth. Mr. Anderson continued that he was proud to offer a few remarks alongside Mayor Castor, Chairman Harrod, Vice Chairman Mai, Commissioner Cohen, and others in attendance.

Mr. Anderson noted that PTB was happy to host the Florida Customs Brokers and Forwarders Association this past month, with Raul Alfonzo giving a keynote address to the group. As the leading association for Florida's importers and exporters, PTB was a natural spot to hold their meeting, and Mr. Alfonso's comments to the group served as a great overview of PTB's business strategy and long-term vision for growth.

Mr. Anderson stated that he was proud to host a special event celebrating a truly unique and innovative partnership between PTB, the Seafarer's Center, and the USF College of Nursing. Mr. Anderson continued that he, Steve Finnesy and Dean Usha Menon broke down a wall as part of the construction of a new facility offering basic, yet critical, medical services to visiting seafarers. With the incredible success of the vaccination program shouldered by the Seafarer's Center, this partnership providing the ability to offer additional care will greatly help this critical piece of the maritime workforce.

Mr. Anderson reported that, the Florida Ports Council hosted its annual meeting this month at the Port of Key West. The meeting also served as Mr. Anderson's first as chair of the FSTED Committee. Working with partners from FDOT, the Department of Economic Opportunity, and his fellow port directors, this committee engages in the difficult task of directing state dollars throughout and among Florida's ports.

Mr. Anderson reported that in the week prior to this meeting, the Tampa Bay Business and Wealth magazine hosted its annual Apogee Awards ceremony. The event is intended to recognize outstanding performance among Tampa Bay's major businesses with a focus on those C-suite executives that help drive the success of our region. PTB's own David Delac was recognized as the CFO of the Year, in no small part for his diligence in leading the port through COVID and ensuring that the port remains strong during major economic events. Mr. Anderson congratulated Mr. Delac on this well-deserved honor.

Mr. Anderson stated that the Tampa Bay Local Emergency Planning Committee held an emergency response exercise at Port Tampa Bay to test combined response capabilities. Separately, the US Coast Guard also held an emergency response exercise involving PTB staff and Murphy Oil. Both exercises had participants from local, state, and regional emergency management operations, including private entities. Both of these exercises evaluated the capabilities of PTB and key community partners in response to a hazardous materials incident to ensure port personnel, tenants and the maritime community know and understand the responsibilities and procedures required in an emergency incident within the port.

Mr. Anderson stated that Carnival Cruise lines recently hosted an exciting event, by unveiling new public art in Cruise Terminal 3. Fifteen-year-old artist and conservationist, Ryan Moralevitz, unveiled five sculptures that he created with debris collected through various cleanups in the Tampa Bay area. Proceeds from the sale of his other artwork goes to support Tampa Bay Watch and the Ocean Conservancy. Mr. Anderson continued that he was proud to display the art pieces in PTB's terminal, and thankful to Ryan and Carnival for a great event.

Mr. Anderson stated that he was proud to announce another key new hire. Captain Matt Thompson has joined PTB after retiring from his outstanding career in the U.S. Coast Guard,

having served as Sector St. Petersburg Commander, and Captain of the Port for the past three years. Matt will bring a great wealth of knowledge and experience to PTB's operations department as he takes on the role of Director of Cruise Operations and Emergency Management.

Mr. Anderson noted that he had also recently held a meeting with another retired General, Retired General Frank McKenzie, who is also remaining in Tampa for his retirement. There were brief comments noting that there were over 55 retired officers (General, Colonel, Captain, etc.) and down the chain of command that wanted to stay and continue their careers by planning retirement in Tampa. Mr. Anderson continued that this was a great asset for the growth of the community and region.

In response to Chairman Harrod's question regarding whether the young artist, Ryan Moralevitz, had won a contest for him to be featured, Mr. Karl Strauch noted that Mr. Moralevitz had been selected by Carnival and then presented to PTB.

Chairman Harrod then asked about calls that went out to the community during the aforementioned emergency exercises. Mr. Dubina explained that Hillsborough County's emergency management sent out the warning message that should have noted that the event was an exercise. Mayor Castor noted that Hillsborough County did correct the announcement very quickly.

Mayor Castor commended Mr. Anderson on his report and noted that Secretary Buttigieg's presence here, the significance of that grant, the showing that day was very impressive. Congresswoman Castor, Commissioners and everyone there as a group showed cohesiveness and the fact that we appreciate any assistance that can be obtained from the federal government.

G. PRESENTATIONS

There was no presentation.

H. NEW BUSINESS / COMMISSIONERS' COMMENTS

Vice Chairman Mai asked for two U.S. Coast Guard members to be recognized. Mr. Anderson stated that there is a station on Davis Islands that PTB works with very closely, and that two of those members attended this meeting as observers. Mr. Anderson recognized that the U.S. Coast guard station contributes to the area through maritime domain awareness, safety, and the sustainability and resiliency of the waters in this area.

Commissioner Allman thanked Mr. Anderson and PTB staff for supporting the American Victory Ship fund-raiser earlier this month. A lot of money was raised for its next dry-docking. Commissioner Allman also thanked Mr. Wade Elliott for participating in the maritime breakfast that was recently hosted by the Maritime Alliance and the Propeller Club.

I. FUTURE PROPOSED PROJECTS

Mr. Anderson reviewed the Future Projects list as presented.

J. CALENDAR OF EVENTS

There were no events to announce.

K. NEXT MEETING

Chairman Harrod announced the following upcoming meetings:

- Port Tampa Bay's Final Millage Rate and Fiscal Year 2023 Budget Public Hearing, Wednesday, September 21, 2022 at 5:01 pm in the PTB Boardroom

Chairman Harrod then announced that the next regular business meeting would be on Tuesday, October 18, 2022, at 9:30 am, and that further information regarding that meeting would be posted online at www.porttb.com.

L. ADJOURNMENT

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

ATTEST:

Chad Harrod, Chairman

Patrick H. Allman, Secretary/Treasurer

PORT TAMPA BAY BUSINESS MEETING
SEPTEMBER 20, 2022 – 9:30 a.m.
(Hybrid Virtual Meeting via Zoom Platform)

PUBLIC ATTENDANCE SIGN-IN SHEET
(In person attendees)

<u>NAME</u>	<u>BUSINESS</u>
Terre White	TB&SC
RAY CLARK	FDOT
GEORGE BOYLL	FDOT
Sam A. Lazzera	Rivero Gardiner & Co.
JOHN GLASS	Moffatt & Nichol
DIEREK SEARS	moffatt & nichol
Genevieve O'Hara	Suffolk
LANGSTON HINES	LAUNI ENTERPRISES
STEVEN FLORE	PILOTS
Arthur Savage	A.P. Savage & Son
ANTHONY WASHINGTON	Allied Universal
Bob Nathan	Moffatt & Nichol
JR KOZERA	NOVA
BILL KUZMICK	AMVIC / MARITIME ALLIANCE
Marty Millburg	Ardaman
Dennis Monelli	Hendry Marine

Additional spaces on next page.

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY
BOARD OF COMMISSIONERS
FISCAL YEAR (FY) 20223 BUDGET WORKSHOP
AUGUST 18, 2022**

The Tampa Port Authority's (TPA) FY2023 Budget Workshop was called to order at 2:00 p.m. with the following TPA Board of Commissioners (Board) member present: Mr. Patrick H. Allman, Secretary/Treasurer. Mr. Ted Conner, Commissioner, arrived at 2:07 pm. The following Board members were absent: Chad Harrod, Chairman; Hung T. Mai, Vice Chairman; The Honorable Harry Cohen, Commissioner and Mayor Jane Castor, Commissioner. 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. Raul Alfonso, Executive Vice President and Chief Commercial Officer; Mr. Charles Klug, Principal Counsel; Mr. David Delac, Chief Financial Officer; Mr. Patrick Blair, Vice President of Engineering; Mr. Wade Elliott, Vice President of Business Development; Mr. Karl Strauch, Vice President of Marketing. Mr. Paul Anderson, President/CEO; Mr. Ken Washington, Chief Information Officer, attended virtually.

The TPA, d/b/a Port Tampa Bay (PTB), Fiscal Year 2023 Budget Workshop Presentation is [Attachment 1](#).

Mr. Klug noted that Mr. Anderson was in attendance virtually. Mr. Klug also noted that this meeting is a workshop and there would not be any votes taken and a quorum was not required. The workshop began with only one Board member present with another arriving later. Mr. Klug continued that the meeting was being recorded via the Zoom webinar.

Mr. Klug presented an overview of PTB's Fiscal Year 2023 (FY2023) Budget. Mr. Klug stated that each year staff develops PTB's budget with certain objectives and strategies in mind. Mr. Klug also stated that staff would present aggressive but attainable revenue projections coupled with prudent expense guidelines that includes a capital improvement plan that demonstrates PTB's commitment to expanding maritime land and investing in critical infrastructure to support long-term growth.

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

Budget Comparative Statement of Revenues & Expenses (FY2022)

Mr. Delac outlined the Budget Comparative Statement of Revenues & Expenses FY2022 as listed in the PTB FY2023 Budget Workshop presentation. Mr. Delac stated that staff expected FY2022 Operating Revenues to be approximately \$8.2 million or about 14% above budget.

Mr. Delac stated that one of FY2022's bright spots was an increase in lease revenue and expects to finish about \$1.5 million over budget due to market adjustments as well as CPI increases due to existing leases.

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

Mr. Delac stated that operating expenses are expected to be lower than budgeted due to cost savings related to cruise, deferred hiring or vacant positions, reduced travel expenses and other implemented cost-control measures. As a result, staff expects operating income to be above the budget by approximately \$9 million. This results in a very respectable 47% operating margin.

Mr. Delac stated that net non-operating revenues are projected to exceed the budget by about \$9 million, mostly due to the ARPA funds received this fiscal year. This brings the net income before grant revenue to nearly \$47 million, \$18.2 million more than budgeted.

In response to Commissioner Allman's question regarding whether Mr. Delac's presentation included projections through September 30th, Mr. Delac confirmed that this presentation did include projections through September 30th.

FY2023 Budget Trends & Assumptions

Mr. Delac outlined some assumptions that were used in developing the FY2023 budget, stating that overall tonnage over PTB-owned docks is projected to increase by 10% in FY2023 due to increased projections for cement, limestone, prilled sulfur, grains and petroleum. Cruises are expected to return to normal operations as COVID restrictions continue to be relaxed. Mr. Delac continued that staff had made some assumptions that they think are very realistic and attainable.

Mr. Delac stated that operating expenses are projected to increase in FY2023 for a variety of reasons, which were listed on the presentation (slide number 7). Personnel expenses increased due to an increase in costs for health insurance and Florida Retirement System (FRS) contributions. Mr. Delac also noted that the personnel budget included market equity and merit raises for employees. There is an estimated 12% increase in health insurance costs for FY2023.

Mr. Delac stated that promotional expenses will increase as a result of continued marketing and business development efforts, particularly relating to refrigerated warehouse, container services and marketing of PTB's available land.

Mr. Delac stated that administrative costs will increase in FY2023 primarily as the result of increases to contractual services such as those related to security and repair and maintenance.

Mr. Delac stated that, at the June 2022 Board meeting, the Board approved a tentative millage rate of \$0.0844 per \$1,000 valuation as the maximum rate PTB could asses. Final numbers from the Property Appraiser's office show that the actual rolled-back rate to also be \$0.0844, therefore, staff proposes a millage rate of \$0.0840 for FY2023 to continue the Port's long tradition of reducing taxes to Hillsborough County residents.

Mr. Delac stated that grant revenues are projected at \$10 million. Mr. Delac continued that additional grant funds had been allocated to PTB but that particular revenue would be recognized in future years as the funds are expended.

Two (2)-Year Comparative Statement of Revenues & Expenses (FY2022-2023)

Mr. Delac outlined the budgeted income statement for FY2023 in comparison to where staff expects to finish in FY2022. Operating Revenue would finish above FY22's projection as a result of increased cruise and cargo revenue. Lease revenue was relatively flat, increasing only \$490,000 with a number of new tenants that are still in pre-development or development periods not yet generating significant lease revenue for PTB. Operating Expenses were up slightly, compared to FY22. As a result, Mr. Delac noted that Operating Income would be \$32.3 million and would result in an operating margin of 42%. Mr. Delac also noted that Ad Valorem tax receipts and interest income are consistent with FY22. Interest income will increase due to rising interest rates. Interest expense decreases slightly as a result of reduced principal balances. Mr. Delac stated the PTB staff was not anticipating any new debt in FY23.

FY2022 vs FY2023 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 FY23 revenue that staff had not included since negotiations were not complete.

FY2023 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 FY2023 with bulk cargo having been and continues to be a primary component of PTB's overall Operating Revenue stream comprising 38% of FY2023's budgeted Operating Revenue. He added that lease revenue followed at 28%. Mr. Delac

continued that diversification is one of the key factors that result in PTB's favorable credit ratings.

FY2023 Operating Revenue Assumptions

Mr. Delac stated that bulk cargo tonnage is expected to increase 11% in FY2023. TEUs are projected to increase 38% from FY22 levels to 250,000 TEUs in FY23. While staff projects only modest gains in FY2023 lease revenue, future years will show a much larger increase as new tenants enter the operational phases of their leases.

Mr. Delac continued that due to the Business Development department's ongoing communication with the cruise industry, staff believes that cruises will return to normal operations in FY2023. 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 staff projects all cruise vessels will sail at 100% capacity.

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

Mr. Delac presented the 5-year trends for Total Cargo Tonnage at PTB berths. Mr. Delac stated that total tonnage at PTB berths is projected to increase approximately 10%. 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 despite the challenges facing not just PTB but the global economy, the operating revenues are projected to be nearly \$68 million for FY2022, the highest ever for the port. Over the past five years PTB averages over \$61 million in operating revenues.

Business Development (slide 19)

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

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

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

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

Cruise (slide 26)

Mr. Elliott stated that the cruise sector was the most impacted by the pandemic and has largely recovered now. Almost all of the major cruise lines have their ships back in service and occupancy levels are approaching, or are at 100%, especially in the Caribbean, which is PTB's primary market. Mr. Elliott continued that bookings and demand are strong. The CDC recently ended its COVID oversight program for the cruise industry and the cruise lines are also relaxing some of the restrictions regarding vaccination requirements. Mr. Elliott stated that PTB staff expects cruising to return to pre-pandemic operations with 251 sailings and over one million passengers.

In response to Commissioner Allman's question regarding how many vessels (out of six) are year-round in PTB, Mr. Elliott stated that next year PTB will have two Royal Caribbean ships in the summertime. This year there has only been one Carnival ship. Of the total six ships, Mr. Elliott thinks two of those will be year-round with one Carnival and one Royal Caribbean.

Containers (slide 27)

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

Foreign Trade Zone No. 79 (FTZ) (slide 33)

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

Business Development *Priorities & Next Steps* (slide 34)

Mr. Raul Alfonso summarized by stating PTB is in a very positive and strong position in its strategic location. The market's growth across the building and construction industry, growth in the state from food distribution, construction materials, and the container consumer products is all aligned very well with PTB's master plan. PTB will be ready for additional services in the spring with three new gantry cranes. Mr. Alfonso continued that the demand of land availability, warehousing facilities, and better supply chain solutions into PTB's market, aligns with PTB's efforts.

In response to Commissioner Conner's question as to how the \$8 million projected budget increase over FY2022 was calculated, Mr. Alfonso explained that the cruise

business was very significant. Having the cruise business return to pre-COVID levels will be a significant part of the projected growth. The expanded container capacity and leases will also contribute to that growth.

Commissioner Conner asked how the increase in TEU's were projected. Mr. Alfonso explained that those projections are based on communications with the carriers and their movements with Ports America as well as their demand for additional capacity.

Commissioner Allman commented on several projects that will contribute to PTB accommodating growth. Commissioner Allman then asked if PTB staff were pursuing any strategies or initiatives for interstate roadway expansion. Mr. Alfonso responded that PTB's strategy is to utilize the empty truck and rail capacity currently being transported north from Florida reducing millions of empty truck miles from the highways. Mr. Alfonso continued that PTB's growth is tied to a more efficient supply chain. PTB staff, with Mr. Anderson's leadership, will continued working with its legislative consultants in Tallahassee and Washington.

FY2023 Personnel Expense Assumptions (slide 35)

Mr. Delac stated that Operating Expenses were projected to increase by \$8 million overall, or about 22%. Personnel expenses are projected to increase 17% and this is due to expected increases in insurance costs as well as additional security costs related to the increase in cruise business. Mr. Delac continued that PTB is not planning the addition of any new positions, however, he is considering including a position in security. A boat is being delivered in February or March so there is a potential for a new security position for that particular boat.

Mr. Delac stated that vacancies will be evaluated and hiring deferred whenever possible. Staff is proposing a six percent market equity increase for FY23 and merit increases of up to three percent per employee are also proposed. Health insurance costs are forecast to increase approximately 12%.

FY2023 Promotional Expense Assumptions

Mr. Delac stated that PTB continues to make sure PTB's Business Development people have adequate funds to continue to grow PTB's business. 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 56% compared to FY22. While that seems high, Mr. Delac noted that FY22 was abnormally low as travel was still below pre-pandemic levels. The FY2023 budget assumes that travel may resume as normal in October 2022.

FY2022 Administrative Expense Assumptions (slide 37)

Mr. Delac stated that broad administrative expenses category are budgeted to increase about 12% as PTB continues to add facilities causing security, repair and

maintenance costs to increase. Security costs make up about 18% of PTB's total Operating Expenses as the contract with the Hillsborough County Sheriff's Office will increase slightly as 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 FY2023. Many of cost savings recognized in FY2022 due to the reduction of cruises are returning now, such as the increased security, janitorial, and other cruise-related costs.

FY2023 Non-Operating Items (slide 38)

Mr. Delac stated that net Non-Operating Revenue is projected to decrease in FY2023 mainly due to the ARPA funds received in FY2022. Ad Valorem tax revenue remains flat. Staff anticipates recognizing \$10 million in grant revenue during FY2023. Mr. Delac explained that grants are reimbursement grants so, PTB recognizes the grant revenues as the funds are expended and then requests reimbursement.

Operating Revenue & Ad Valorem Tax Receipts – Ten Year Trend (slide 39)

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

2023 Capital Improvement Program (slides 40 through 53)

Mr. Patrick Blair outlined the 2023 Capital Improvement Program as presented beginning on slide 43. Mr. Blair noted FY2022 Capital Project Recap on slide 41.

Mr. Blair noted the FY2022 Major Capital Projects Completed: Port Redwing Rail Extension; Annual Maintenance Dredging (FY 2021/2022); Interior Loop Access Road (Cruise Terminal 3); Hooker's Point Improvements (Road Improvements). This comes to a total of \$10.2 million in completed projects.

The following list includes On-Going Projects in FY2022: Berth 268; Container Gate (Hooker's Point); Annual Maintenance Dredging (FY2022/2023); Hardened Heavy Weather Bldg.; Hooker's Point Crane (Sumitomo Cranes); East port Mitigation; and Berth 218 Design. This comes to a total of \$34.2 million.

Proposed FY2023 Capital Budget

Mr. Blair outlined a chart showing the proposed FY2023 capital budget on slide 48.

FY2023 Funding Sources for Capital Projects

Mr. Blair noted funding sources on slide 52.

In response to Commissioner Allman's question regarding whether PTB received any funds from the CRA for the construction of the new access road to Cruise Terminal 3, Mr. Blair explained that PTB did a joint cost-share for the off-site stormwater facility and the City of Tampa had submitted its portion of payment from the CRA for that project.

Three (3)-Year Comparative Statement of Revenues and Expenses (slide 54)

Mr. Delac outlined a three-year projection of the financial statements and noted that PTB staff and noted that staff did not develop the information for FY2024 and FY2025 in nearly the detail that they do for FY2023. Mr. Delac continued that staff assumed minimal change in ad valorem tax receipts

Projected Operating Margin (FY2023 – FY2024) (slide 55)

Mr. Delac stated that the Operating Margin for FY23 was expected to be 42%, increasing to 43% in FY24 and 44% in FY25.

FY2023 Public Hearing Dates

Mr. Delac noted that there were two additional steps that were required before the budget could be finalized. First would be the Preliminary Millage Rate and Budget Public Hearing on Wednesday, September 6, 2022 at 5:01 pm. Then on Wednesday, September 21, 2022 at 5:01 pm, PTB would hold its Final Millage Rate and Budget Public Hearing.

Mr. Delac thanked Mr. Anderson and PTB management for their help in developing the budget for their respective areas of responsibility and providing them to Finance to compile the information presented at this workshop. Mr. Delac then expressed a special thanks to Mr. Alfonso, Mr. Elliott, Mr. Ram Kancharla and their respective staffs. With the loss of Director of Finance, Ms. Lisa Bristol, this past year, Mr. Delac noted that his staff stepped up and did a great job and he emphasized his appreciation to them.

Mr. Anderson stated his sincere thanks and gratitude do the Finance team. The Finance department had a difficult period over the last several months and a lot of work goes into developing a budget. The Business Development team also works with Finance, contributing a lot of market insight with customers. PTB staff does the very best to bring an accurate forecasting to the process developed with a professional team working collaboratively with customers, tenants, and stakeholders to bring this budget presentation together.

Commissioner Conner stated his appreciation of the work that has gone into this presentation. He liked the conservative approach and the revenue streams seem to be very well supported.

Commissioner Allman commended staff for today's presentation and adjourned the workshop at 2:54 p.m.

Chad Harrod, Chairman

ATTEST:

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

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

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

Budget Comparative Statement of Revenues and Expenses FY2022

(in thousands)	FY22 Budget	FY22 Projected
Operating Revenue:		
Port Usage Fees	\$ 39,000	\$ 46,448
Rentals	\$ 19,939	\$ 20,584
Other Operating	\$ 666	\$ 569
Total Operating Revenue	\$ 59,605	\$ 67,601
Operating Revenue:		
Personnel	\$ 18,088	\$ 18,695
Promotional	\$ 1,494	\$ 1,129
Administrative	\$ 15,295	\$ 15,312
Total Operating Expense	\$ 34,877	\$ 35,136
Operating Income	\$ 24,728	\$ 32,465
Non-Operating Revenue / (Expense)		
Ad Valorem Tax Receipts	\$ 10,932	\$ 11,041
Ad Valorem Tax Payments	\$ (120)	\$ (100)
Interest Income	\$ 48	\$ 326
Interest Expense	\$ (4,190)	\$ (4,020)
Other, Net	\$ (118)	\$ 8,255
Net Non-Operating Revenue	\$ 6,544	\$ 15,034
Net Income before Grant Revenue	\$ 28,742	\$ 47,500
Grant Revenue	\$ 16,230	\$ 2,685
Net Income	\$ 44,972	\$ 50,185

FY2023 Budget Trends and Assumptions

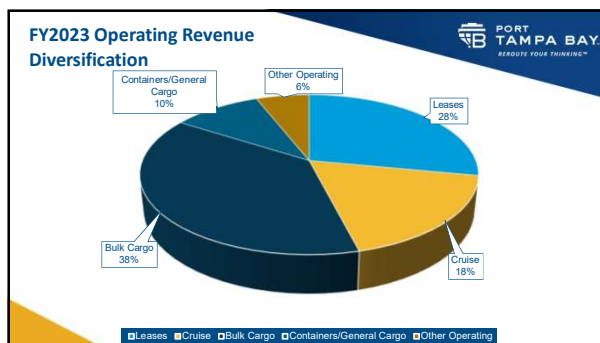
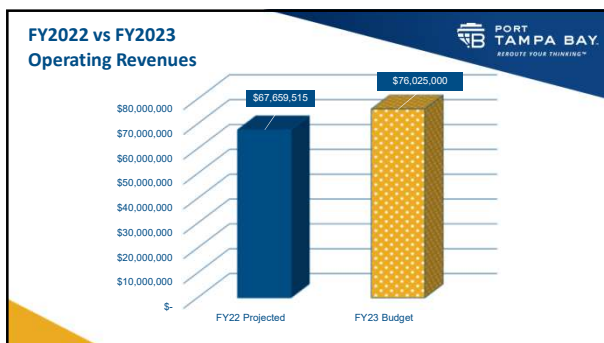
- Bulk cargo tonnage across PTB-owned docks will increase about 10% from FY22 tonnage projections
- General cargo tonnage across PTB-owned docks will increase about 4% from FY22 tonnage projections
- TEU's will increase about 38% from FY22 projections.
- Cruises are projected to return to normal operations
 - Carnival, Royal Caribbean, Norwegian and Celebrity Cruise Lines returning

FY2023 Budget Trends and Assumptions (continued)

- Operating expenses increase due to:
 - Increased personnel costs
 - Increased promotional expenses
 - Increased security, maintenance costs
- Ad Valorem tax rate decreases from \$.0935 per \$1,000 valuation to \$.0840 per \$1,000 valuation
- Anticipate recognizing new grant revenues of \$10 million
 - Additional grant money allocated to PTB but not assigned to active projects at this time; will be recognized in future years

Two-Year Comparative Statement of Revenues and Expenses FY2022 – FY2023

(in thousands)	FY22 Projected	FY23 Budget
Operating Revenue:		
Port Usage Fees	\$ 46,448	\$ 44,134
Rentals	\$ 20,443	\$ 21,137
Other Operating	\$ 569	\$ 554
Total Operating Revenue	\$ 67,460	\$ 65,825
Operating Revenue:		
Personnel	\$ 18,695	\$ 21,903
Promotional	\$ 1,129	\$ 1,269
Administrative	\$ 15,911	\$ 20,082
Total Operating Expense	\$ 35,735	\$ 43,254
Operating Income	\$ 31,725	\$ 22,571
Non-Operating Revenue / (Expense)		
Ad Valorem Tax Receipts	\$ 13,041	\$ 11,272
Ad Valorem Tax Payments	\$ (509)	\$ (500)
Interest Income	\$ 326	\$ 493
Interest Expense	\$ (4,039)	\$ (3,898)
Other, Net	\$ 8,255	\$ (822)
Net Non-Operating Revenue	\$ 15,034	\$ 6,525
Net Income before Grant Revenue	\$ 46,759	\$ 29,096
Grant Revenue	\$ 2,485	\$ 10,450
Net Income	\$ 49,244	\$ 39,546

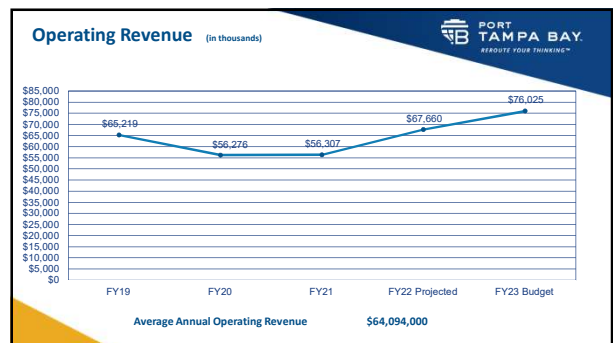
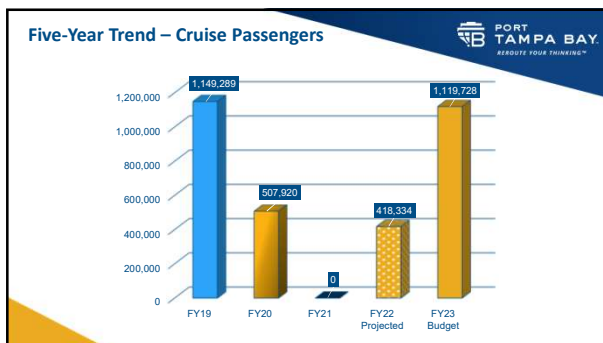
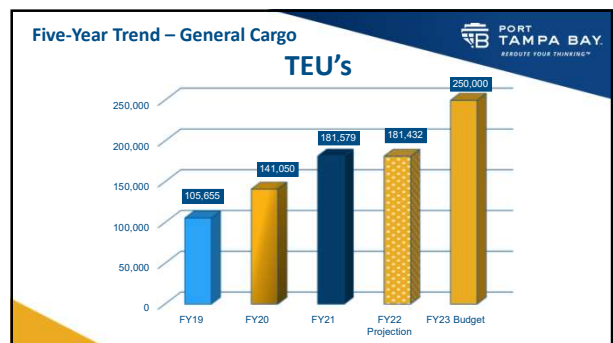
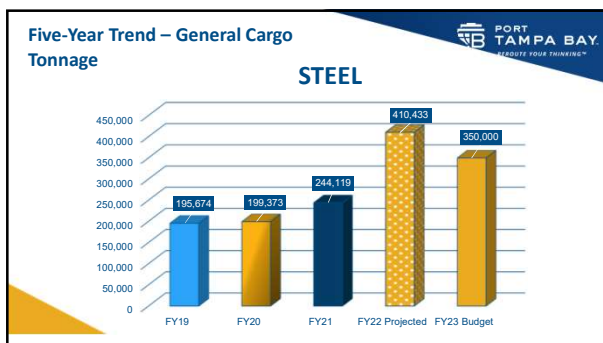
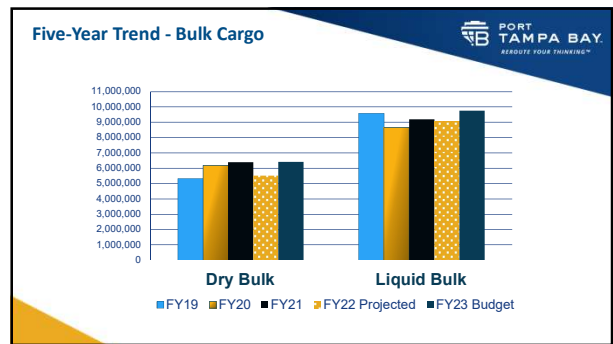
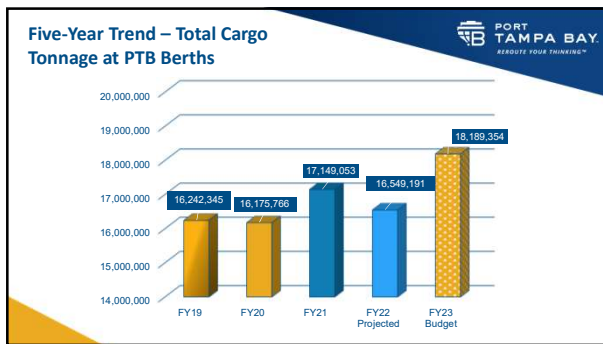


FY2023 Operating Revenue Assumptions

- Bulk Cargo**
 - Expecting approximately 16.2 million tons of Bulk Cargo
- General Cargo**
 - Container TEU's increase 38% over FY22 projections
- Lease revenue increases 2%**
 - Several tenants in pre-development & development phases

FY2023 Operating Revenue Assumptions

- Cruise**
 - Anticipating cruises resume October 2022 at 100% capacity
 - 251 cruises scheduled in FY2023
 - Expecting 6 vessels to homeport at Port Tampa Bay for FY23 cruise season



Business Development

PORT TAMPA BAY
REROUTE YOUR THINKING™

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

- EXPAND AND DIVERSIFY PTE'S BUSINESS BASE THROUGH EXECUTING A SUPPLY CHAIN SALES STRATEGY**
VISION: PTE will become the preferred international gateway to Central Florida's airports, seaports and the shipping lines they use by delivering value across their supply chains.
STRATEGY: Diversify the habits, benefits, cost savings, efficiency gains, enhanced reliability of the Tampa gateway to target customers.
- FULFILL CENTRAL FLORIDA'S LONG-TERM ENERGY REQUIREMENTS**
VISION: PTE 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.
- OPTIMIZE TAMPA BAY'S VESSEL ACCESS TO SUCCESSFULLY PURSUE EXPANSIVE TRADE OPPORTUNITIES GENERATED BY THE PANAMA CANAL EXPANSION**
VISION: PTE will continue to be the international competitiveness of the central Floridians by providing deep draft access to international markets.
STRATEGY: Collaborate with the U.S. Army Corps of Engineers, lawmakers, shipping lines, port community and Tampa Bay Ports, government and transportation agencies planning and releasing strategies for the access channels to accommodate the evolving needs of the global fleet serving the port.
- EXPAND AND DIVERSIFY THE REGION'S INDUSTRIAL ECONOMY AND CAPABILITY**
VISION: PTE will leverage its extensive port and transportation assets to support the region's industrial expansion.
STRATEGY: Formulate and execute an integrated industrial development program to attract and retain world-class manufacturing and related businesses to the region.
- IMPLEMENT THE CHANNELSIDE MASTER PLAN, OPTIMIZING CRUISE CAPABILITY**
VISION: PTE will develop world-class passenger facilities and services optimizing the cruise experience and generating significant economic benefits for the community.
STRATEGY: Maximize the Port's draw for all cruise vessels, while fully integrating with the redevelopment of the Channelside District and evaluate longer-term solutions to meet the new generation cruise fleet.
- PARTNER WITH THE CITY AND COUNTY TO REALIZE THE REGION'S GROWTH AND DEVELOPMENT OF THE REGION**
VISION: PTE will continuously work with the public and private sectors to optimize the growth and stability 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 the area.
- DEVELOP AND IMPLEMENT A LANDSIDE TRANSPORTATION ACCESS STRATEGY**
VISION: PTE 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 air transportation network that optimizes freight and community mobility.

FLORIDA MARKET: 21+ million people

- Florida surpassed NY as the 3rd largest state
- 13th largest economy in the world
- Nearly 1,000 people a day moving to Florida
- Tourism: 125 million annual visitors

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

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

PORT TAMPA BAY
REROUTE YOUR THINKING™

Energy - Bulk

- Central Florida's hub for gasoline, diesel, jet fuel, ethanol, lube oil
- Partnership between Port Tampa Bay and petroleum companies at REK
- Central Florida Pipeline connecting Port Tampa Bay to Orlando
- Adjacent land for future tank farm capacity

PORT TAMPA BAY
REROUTE YOUR THINKING™

Fertilizer & Agriculture - Bulk

- 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

PORT TAMPA BAY
REROUTE YOUR THINKING™

Construction & Building Materials - Bulk & Breakbulk

- Florida's largest steel port
- Processing & Distribution
- Manufacturing & Fabrication for Export
- Cement - New tenant SESCO
- Aggregates - Granite & Limestone
- Gypsum & Fly Ash expanding
- New lumber business
- Dry bulk forecast to increase 16% and general cargo to increase by 4% for FY23

PORT TAMPA BAY
REROUTE YOUR THINKING™

Shipbuilding & Repair

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

Cruise

- Anticipate a return to pre-pandemic levels in FY23 with six homeported vessels
 - Two each from Carnival and Royal Caribbean
 - One each from Norwegian Cruise Line and Celebrity Cruises
- 251 sailings and 1,120,000 passengers

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 DCA and manufacturers
- Projecting 250,000 TEUs

Executive Shippers Council – Local Tampa Market

Supply Chain Strategy: Cost Savings Using Northbound Backhaul Capacity

Savings: Proximity to I4 Corridor – Florida's Distribution Hub – means multiple round-trip deliveries per day versus east coast port routings. Savings of \$1500/container by routing via Tampa versus via east coast ports.

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

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

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

Refrigerated Cargo

- One-year anniversary of Dole service from Honduras and Guatemala
- Seatrade from Costa Rica
- Linea Peninsular from Mexico
- 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

Container Terminal Expansion



- Terminal expansion now underway:
- Increased paved storage from 67 acres to 97 acres
- Berth extension planned from 3200 to 4500 feet
- New gate
- Additional gantry cranes

PORTS AMERICA

Foreign Trade Zone #79



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

FOREIGN TRADE ZONE #79
TAMPA BAY, FLORIDA

Business Development




PORT TAMPA BAY
REDEFINE YOUR THINKING™

Priorities & Next Steps:

- Continued focus on diversification and new opportunities, including:
 - Additional container services
 - New distribution centers and manufacturing
 - New break bulk & bulk opportunities
 - Automobiles

FY2023 Personnel Expense Assumptions



- No new positions
 - Filling of current vacancies deferred when possible to align with evolving business requirements
- Increased personnel costs due to additional cruises for Security, Operations and Facilities
- 6% market equity adjustment consistent with CPI
- Up to 3% merit increases
- Increases in health insurance premiums and FRS contributions

FY2023 Promotional Expense Assumptions



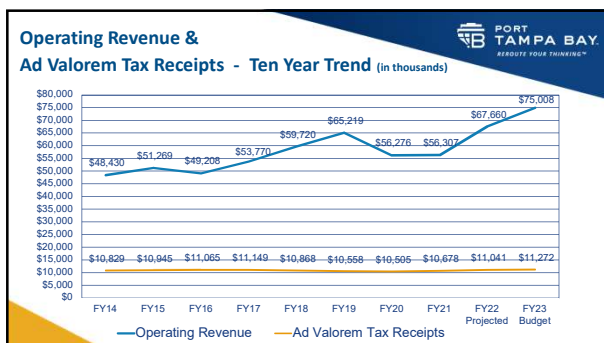
- Promotional Expenses increase over FY22 projections
 - Increased Travel
- Includes Business Development related expenses
 - Business Development travel
 - Cargo brochures
 - Advertising
- Continued advertising for cold storage facility
- Continued marketing for container lines
 - Asia and Latin America
- Marketing of PTB property

FY2023 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 17% of total Operating Expenses in FY2023 budget
- Property and casualty insurance program costs increase

FY2023 Non-Operating Items

- Ad valorem millage rate drops to \$.0840 mills (per \$1,000 valuation)
 - Below rolled-back rate of \$.0844
- Anticipate recognizing \$10 million in grant revenue from State and Federal funding sources



BUDGET WORKSHOP CAPITAL IMPROVEMENT PROGRAM FY23

2022 Capital Project Recap

Category	Amount (\$)
Board Approved FY 2022 Capital Program (in millions)	\$ 64.5
Hooker's Point Development (Container Gate, Cranes Transformer, Offsite Water Treatment, Berth 218 Design)	\$ 14.06
Engineering Contracts/Annual Contracts	\$ 6.50
Capital Equipment & Expenses	\$ 6.21
Dredging & Spoil Islands	\$ 3.00
Security Improvements	\$ 3.79
Tenant Improvements/Other (GRR Study)	\$ 0.53
East Port Development (Mitigation)	\$ 3.00
Channelwide Improvements (Berth 205)	\$ 11.92
Port Redwing Development (Access Road)	\$ 1.00
Board Approved Capital Projects	\$ 50.0
Deferred Capital Projects to FY 2022/23	
Dredging (Hooker's Point Turning Basin)	\$ 3.57
Hooker's Point Development (Berth 214 Upgrades)	\$ 10.00
Environmental Remediation	\$ 0.50
Security Improvements	\$ 0.45
Total Major Projects Deferred to FY 2022/23	\$ 14.5

2022 Major Capital Project completed/ongoing

Category	Amount (\$)
Completed Projects in FY 22 (in millions)	
Port Redwing Rail Extension	\$ 4.8
Annual Maintenance Dredging (FY 21/22)	\$ 3.0
Interior Loop Access Road (CT3)	\$ 1.4
Hooker's Point Improvements (Road Improvements)	\$ 1.0
Total Completed Projects	\$ 10.2
On-Going Projects in FY 22 (in millions)	
Berth 268	\$ 11.9
Container Gate (Hooker's Point)	\$ 6.3
Annual Maintenance Dredging (FY 22/23)	\$ 3.0
Hardened Heavy Weather Bldg	\$ 3.0
Hooker's Point Crane (Sumitomo Cranes)	\$ 6.4
East Port Mitigation	\$ 3.0
Berth 218 Design	\$ 0.6
Total On-Going Capital Projects	\$ 34.2



PORT TAMPA BAY
REDEFINE YOUR THINKING™

Major Capital Projects Completed in FY22 / Ongoing Projects

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 port revenues

Project completed – Spring 2022

Container Gate

Project Description:

- 6 lane Inbound and 3 outbound gate facility
- New administration and operations building
- Concrete foundations for gate automated system, canopies, rollup doors, electrical
- Install Optical Character Recognition (OCR) technology (est. project cost \$1.9M paid by Ports America)


Est. total project cost: \$6.3M

Funded by: Ports America and port revenues

Berth 268 Rehabilitation

Project Description:

- Remove existing berth and reconstruct a new Berth 268
- Dredge 14,500 cubic yards – to a depth of -34

Est. total project cost: \$11.9M

Funded by: state grant and port revenues

PORT TAMPA BAY
REDEFINE YOUR THINKING™

Proposed Capital Improvement Program FY 2023

Proposed FY 2023 Capital Budget

PORT TAMPA BAY
REDEFINE YOUR THINKING™

Total Proposed CIP FY 23 (in millions)	\$ 78.34	
Hooker's Point Development (Berth 214 Uplands, Berth 218, Road Improvements)	\$	35.37
Tenant Improvements/Other (Shrimp Docks, GRR Study)	\$	9.85
Engineering Contracts/Annual Contracts	\$	8.20
Capital Equipment & Expenses	\$	7.50
Cruise Terminal Improvements	\$	6.70
Dredging & Spoil Islands (Hooker's Point Turning Basin, Annual Dredging)	\$	6.00
East Port Development	\$	3.00
Security Improvements	\$	1.12
Port Redwing Development	\$	0.60
Proposed New Capital Improvement Projects CIP FY23	\$	78.34

Hooker's Point Development – Berth 218

Project Description:

- New berth – 400 ft. steel bulkhead wharf
- 2 Breasting Dolphins, 2 barge-breasting dolphins
- Fendering, lighting and mooring points

Est. total project Cost: \$14.7M

Funded by: state grant, 2018 bond and port revenues




Berth 214 Upland Improvements

Project Description:

- This phase includes 20 acres of upland development
- Project includes storm drainage, electric, heavy pavement section, lighting and fire protection

Est. project cost: \$15.1M

Funded by – federal grant, state grant and port revenues

Estimated completion date: Fall 2023




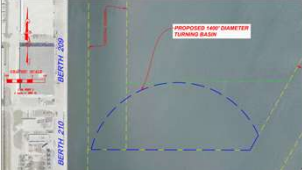

Dredging – Turning Basin

Project Description:

- Expand from 1200' to 1400' radius turning basin
- Materials transported by barge to 3D Island
- Environmental work, design work and construction

Est. total project cost: \$3M

Funded by: state grant and port revenues

FY 2023 Funding Sources for Capital Projects

FUNDING SOURCES	AMOUNT (in millions)	% OF FUNDING TOTAL
Port Revenues	\$ 32.4	41%
Grants (State & Federal)	20.3	26%
PTB Bond Funds	13.3	17%
Ad Valorem	11.3	14%
Harbor Master Fees	1.2	1%
Funding Total	\$ 78.3	100%



**BUDGET WORKSHOP
CAPITAL IMPROVEMENT PROGRAM FY23**

Three-Year Comparative Statement Of Revenues and Expenses

(in thousands)	FY23 Proposed	FY24 Projected	FY25 Projected
Total Operating Revenue	\$ 76,025	\$ 79,826	\$ 83,818
Total Operating Expense	\$ (43,754)	\$ (45,067)	\$ (46,419)
Operating Income	\$ 32,271	\$ 34,760	\$ 37,399
Non-Operating Revenue / (Expense)	\$ (4,347)	\$ (4,500)	\$ (4,750)
Net Income Excl Grants / Ad Valorem	\$ 27,924	\$ 30,260	\$ 32,649
Ad Valorem Tax Receipts	\$ 11,272	\$ 11,200	\$ 11,100
Net Income Excl Grants	\$ 39,196	\$ 41,460	\$ 43,749



FY2023 Public Hearing Dates

PORT TAMPA BAY.
REROUTE YOUR THINKING™

Preliminary Millage Rate and Budget Public Hearing
is scheduled for
Tuesday, September 6, 2022 at 5:01 pm

Final Millage Rate and Budget Public Hearing
is scheduled for
Wednesday, September 21, 2022 at 5:01 pm

Port Tampa Bay Board Room
1101 Channelside Drive

The slide contains text about public hearing dates. It includes the Port Tampa Bay logo and tagline at the top right. The main text is centered and provides the dates and times for both preliminary and final public hearings. The location is listed at the bottom.



**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING
TENTATIVE MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2022-2023
SEPTEMBER 06, 2022**

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

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

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 2022–2023. 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 2022-2023. Based on the financial projections to be shown, Port staff recommended reducing the millage rate to \$.0840 per \$1,000 valuation for Fiscal Year 2022-2023. Mr. Anderson further stated that the millage rate was below the rolled-back rate of \$.0844 per \$1,000 valuation. Mr. Anderson emphasized that PTB utilizes ad valorem tax revenues solely for the construction, repair and refurbishment of port infrastructure, and for the construction of port projects that are of a public nature. Mr. Anderson then asked Mr. David Delac to present an overview of the Fiscal Year 2022-2023 Tentative Budgeted Financial Information on which the tentative millage rate was based. Mr. Anderson concluded that Mr. Delac's overview would include a discussion of PTB's total FY2022-2023 Budget in the amount of \$218,983,389.

Mr. Delac presented an abbreviated overview of the Fiscal Year 2022-2023 Budget presentation that was given at the Budget Workshop held on August 18, 2022, and stated that none of the information had changed since that meeting. Mr. Delac stated that for FY2021-2022, PTB levied a millage rate of \$.0935 mills. As approved by the Board at the June 21, 2022 Board meeting, PTB staff recommends reducing the millage rate from \$.0935 mills to \$.0840 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0844 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2022-2023 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2022–2023 Budget Summary, which reflected all of PTB's cash inflows and outflows projected in FY2022–2023. The Budget Summary total was \$218,983,389.

The Tampa Port Authority Tentative Millage Rate & FY2023 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 \$.0840 per \$1,000 valuation for Fiscal Year 2022-2023, 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 2022-2023.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Millage Rate for Fiscal Year 2022-2023. Commissioner Cohen, seconded by Commissioner Mai, moved to adopt the Tampa Port Authority's Fiscal Year 2022-2023 Tentative Millage Rate of .0840 per \$1,000 valuation. This millage rate is below the rolled back rate of .0844 per \$1,000 valuation. The motion carried four to zero with Mayor Castor and Commissioner Allman being absent.

Chairman Harrod opened the floor for public comment for the proposed Tentative Budget for Fiscal Year 2022-2023.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Tentative Budget for Fiscal Year 2022-2023 of \$218,983,389.

Commissioner Conner, seconded by Commissioner Cohen, moved to adopt the Tentative Budget of \$218,983,389 for Fiscal Year 2022-2023. The motion carried four to zero with Mayor Castor and Commissioner Allman being absent.

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

Chad Harrod, Chairman

ATTEST:

Patrick H. Allman, Secretary/Treasurer



FY2023 Millage Rate and FY2023 Budget

- Welcome to the Tampa Port Authority's Tentative Public Hearing for the FY2023 Millage rate and the FY2023 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.

FY2023 Millage Rate and FY2023 Budget



- FY2020 millage rate \$.1050 mills
- FY2021 millage rate \$.0990 mills
- FY2022 millage rate \$.0935 mills
- FY2023 millage rate \$.0840 mills
- Rolled-back rate per Florida Statutes \$.0844

Two-Year Comparative Statement of Revenues and Expenses FY2022 – FY2023




<i>(in thousands)</i>	FY22 Projected	FY23 Budget
Operating Revenue:		
Port Usage Fees	\$ 46,448	\$ 54,334
Rentals	\$ 20,643	\$ 21,137
Other Operating	\$ 569	\$ 554
Total Operating Revenue	\$ 67,660	\$ 76,025
Operating Revenue:		
Personnel	\$ 18,695	\$ 21,903
Promotional	\$ 1,129	\$ 1,769
Administrative	\$ 15,931	\$ 20,082
Total Operating Expense	\$ 35,755	\$ 43,754
Operating Income	\$ 31,905 47%	\$ 32,271 42%
Non-Operating Revenue / (Expense)		
Ad Valorem Tax Receipts	\$ 11,041	\$ 11,272
Ad Valorem Tax Payments	\$ (559)	\$ (550)
Interest Income	\$ 326	\$ 493
Interest Expense	\$ (4,029)	\$ (3,838)
Other, Net	\$ 8,255	\$ (452)
Net Non-Operating Revenue	\$ 15,034	\$ 6,925
Net Income before Grant Revenue	\$ 46,939	\$ 39,196
Grant Revenue	\$ 2,685	\$ 10,450
Net Income	\$ 49,624	\$ 49,646



Carryover FY2022 Capital Projects


FY2022 On-going Projects (in millions)

Berth 268	\$11.9
Container Gate (Hooker's Point)	\$ 6.3
Hooker's Point Crane (Sumitomo Cranes)	\$ 6.4
Annual Maintenance Dredging (FY22/23)	\$ 3.0
Hardened Heavy Weather Building	\$ 3.0
East Port Mitigation	\$ 3.0
Berth 218 Design	<u>\$ 0.6</u>
Total Carryover Capital Projects	\$34.2




Proposed FY 2023 Capital Budget

Total Proposed CIP FY 23 (in millions)	\$ 78.34
Hooker's Point Development (Berth 214 Uplands, Berth 218, Road Improvements)	\$ 35.37
Tenant Improvements/Other (Shrimp Docks, GRR Study)	\$ 9.85
Engineering Contracts/Annual Contracts	\$ 8.20
Capital Equipment & Expenses	\$ 7.50
Cruise Terminal Improvements	\$ 6.70
Dredging & Spoil Islands (Hooker's Point Turning Basin, Annual Dredging)	\$ 6.00
East Port Development	\$ 3.00
Security Improvements	\$ 1.12
Port Redwing Development	<u>\$ 0.60</u>
Proposed New Capital Improvement Projects CIP FY23	\$ 78.34



FY 2023 Funding Sources for Capital Projects

FUNDING SOURCES	AMOUNT (in millions)	% OF FUNDING TOTAL
Port Revenues	\$ 32.4	41%
Grants (State & Federal)	20.3	26%
PTB Bond Funds	13.3	17%
Ad Valorem	11.3	14%
Harbor Master Fees	1.2	1%
Funding Total	\$ 78.3	100%



FY2023 Budget Summary

BUDGET SUMMARY
TAMPA PORT AUTHORITY
Fiscal Year 2022 - 2023

THE PROPOSED OPERATING BUDGET EXPENDITURES OF THE TAMPA PORT AUTHORITY ARE
0.0% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES

	ENTERPRISE FUND
NET CASH CARRIED FORWARD:	\$ 119,287,990
ESTIMATED REVENUES:	
Ad Valorem taxes (.0840 mills)	\$ 11,272,438
Charges for Services	\$ 76,025,121
Grants and Donations	\$ 10,450,000
Interest Income	\$ 492,940
Miscellaneous Income Incl Debt Proceeds	\$ 1,455,000
Total Estimated Revenues	\$ 99,695,399
Total Appropriated Revenues and Funds	\$ 218,983,389
EXPENDITURES/EXPENSES:	
General Government Services, Operating	\$ 43,754,475
Debt Service P&I	\$ 10,552,634
	\$ 54,307,109
Carried Over Capital Projects from Prior Years	\$ 44,003,496
General Government Services, Equipment & Other	\$ 8,467,245
New Capital Projects - FY 2023	\$ 69,879,652
Proposed Expenditures for Capital Projects	\$ 122,350,393
Fund Balances/Reserves	\$ 42,325,687
Total Appropriated Expenditures and Reserves	\$ 218,983,389

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



FY2023 Public Hearing Dates

PORT TAMPA BAY.
REROUTE YOUR THINKING™

**Final Millage Rate and Budget Public Hearing
is scheduled for
*Wednesday, September 21, 2022 at 5:01 pm***

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



PORT TAMPA BAY.
REROUTE YOUR THINKING™

**FY 2023 BUDGET
TENTATIVE MILLAGE RATE AND
BUDGET PUBLIC HEARING
September 6, 2022**

**TAMPA PORT AUTHORITY, d/b/a PORT TAMPA BAY PUBLIC HEARING
FINAL MILLAGE RATE AND BUDGET FOR FISCAL YEAR 2021-2022
SEPTEMBER 21, 2022**

The Public Hearing was called to order at 5:01 p.m. with the following Tampa Port Authority, d/b/a Port Tampa Bay (PTB) Board of Commissioners (Board) members present: Mr. Chad W. Harrod, Chairman; Mr. Hung T. Mai, P.E., Vice Chairman; Mr. Patrick H. Allman, Secretary/Treasurer; 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. Paul Anderson, President/CEO; Mr. David Delac, Chief Financial Officer; Mr. Charles Klug, Principal Counsel; and Ms. Laura Lenhart, Vice President of Government Affairs.

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 2022–2023. He also informed any members of the public that were present that any matters related to their property assessment were under the jurisdiction of the Property Appraiser's office and should be addressed to that office.

Mr. Klug stated that, in accordance with Florida Statutes, the first issue brought before the Board was the PTB's Final Millage Rate for Fiscal Year 2022-2023. Based on the financial projections shown, Port Staff recommended reducing the millage rate to \$.0840 per \$1,000 valuation for Fiscal Year 2022-2023. Mr. Klug further stated that the millage rate was below the rolled-back rate of \$.0844 per \$1,000 valuation. Mr. Klug emphasized that PTB utilizes ad valorem tax revenues solely for the construction, repair and refurbishment of port infrastructure, and for the construction of port projects that are of a public nature. Mr. Klug then asked Mr. David Delac to present an overview of the Fiscal Year 2022-2023 Budget based upon the proposed millage rate. Mr. Anderson concluded that Mr. Delac's overview would included a discussion of PTB's total FY2022-2023 Budget in the amount of \$218,983,389.

Mr. Delac presented an overview of the Fiscal Year 2022-2023 Budget and stated that none of the data that he was about to present had changed from the data presented at the August 18, 2022 Budget Workshop. Mr. Delac stated that in FY2021-2022, PTB levied a millage rate of \$.0935 mills. PTB staff recommends reducing the millage rate from \$.0935 mills to \$.0840 mills. Mr. Delac noted that this was below the rolled-back rate of \$.0844 mills as defined by Florida Statute, resulting in a true reduction of ad valorem taxes.

Mr. Delac then presented PTB's FY2022-2023 Budgeted Financial Statements and Capital Program. He also presented PTB's FY2022–2023 Budget Summary, which reflected the two-year comparative statement of revenue and expenses for FY2022 to FY2023, capital budget, and the Budget Summary, which had a total of \$218,983,389.

The Tampa Port Authority, d/b/a Port Tampa Bay Final Public Hearing FY2023 Millage Rate & FY2023 Budget Presentation is Attachment #1.

At the end of his presentation, Mr. Delac stated that staff recommended reducing PTB's Millage Rate to \$.0840 per \$1,000 valuation for Fiscal Year 2022–2023, which was below the rolled-back rate of \$.0844 per \$1,000 valuation.

Chairman Harrod opened the floor first for public comments on the proposed Millage Rate for Fiscal Year 2022-2023.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Final Millage Rate for Fiscal Year 2022-2023. Commissioner Cohen, seconded by Commissioner Conner, moved to adopt the Tampa Port Authority's Fiscal Year 2022-2023 Final Millage Rate of \$.0840 per \$1,000 valuation. This millage rate is below the rolled back rate of \$.0844 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 2022-2023.

There were no public comments.

Chairman Harrod asked for a motion to adopt the Budget for Fiscal Year 2022-2023 of \$218,983,389.

Commissioner Allman, seconded by Vice Chairman Mai, moved to adopt the Budget of \$218,983,389 for Fiscal Year 2022-2023. The motion carried five to zero with Mayor Castor being absent.

Chairman Harrod asked if there were any further business or comments. Commissioner Cohen stated that it was his pleasure to lower the millage for the citizens of Hillsborough County.

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

Chad W. Harrod, Chairman

ATTEST:

Patrick H. Allman, Secretary/Treasurer



FY2023 Millage Rate and FY2023 Budget

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FY2023 Millage Rate and FY2023 Budget



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FY2023 Budget Summary

BUDGET SUMMARY
TAMPA PORT AUTHORITY
Fiscal Year 2022 - 2023

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0.0% MORE THAN LAST YEAR'S TOTAL OPERATING EXPENDITURES

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Total Appropriated Expenditures and Reserves	\$ 218,983,389

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



Port Tampa Bay
Budgetary Comparative Statement of Revenues and Expenses
For the fiscal year ending September 2022

Description	Budget	Actual	Favorable (Unfavorable)	%
Port Usage Fees	39,605,836	46,014,828	6,408,992	16.2%
Rentals	19,192,668	20,870,921	1,678,253	8.7%
Other Operating	666,138	566,827	(99,311)	-14.9%
Operating Revenue	59,464,642	67,452,576	7,987,934	13.4%
Personnel	19,088,177	18,645,706	442,471	2.3%
Promotional	1,493,663	1,094,897	398,766	26.7%
Administrative	16,284,944	16,428,896	(143,952)	-0.9%
Operating Expense	36,866,784	36,169,499	697,285	1.9%
Operating Income	22,597,858	31,283,077	8,685,219	38.4%
	38%	46%		
Interest Income	48,000	388,088	340,088	708.5%
Interest Expense	(4,179,822)	(4,024,485)	155,337	3.7%
Ad Valorem Tax Receipts	10,916,560	11,042,608	126,048	1.2%
Other, net	(640,449)	7,651,438	8,291,887	1294.7%
Non-Operating	6,144,289	15,057,649	8,913,360	145.1%
Net Income	28,742,147	46,340,726	17,598,579	61.2%

48

SUBJECT: SITE IMPROVEMENTS PERMIT AND UTILITY EASEMENTS FOR MAJESTIC STEEL USA

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 consent before constructing any improvements on PTB lands. The policy requires the approval of PTB's Board of Commissioners for the construction or modification of improvements on PTB lands with an estimated construction cost in excess of \$200,000.00 or that involve the granting of an easement.

FACTS/COMMENTS:

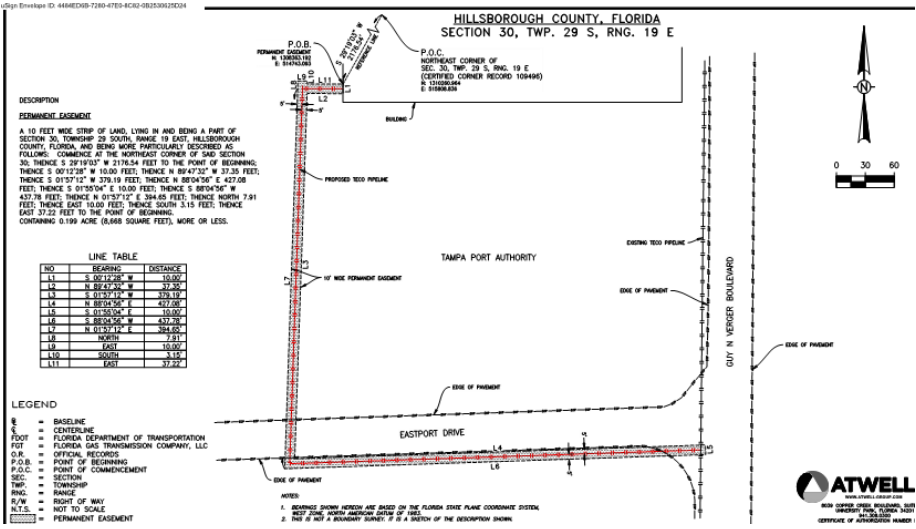
Majestic Steel USA (Majestic) leases approximately 6.44 acres at the North end of Hooker's Point located near Berth 201, and recently submitted a Site Improvements Permit application to PTB staff for the installation of a 2" natural gas line to service a natural gas generator at the location shown on the attached exhibit. The approximate cost of the project is \$15,000.

PTB staff has reviewed the application, determined that the proposed location of the 2" natural gas line does not have any conflicts, and recommends approval of the Site Improvements Permit and the related utility easement.

RECOMMENDATION:

Approve the Site Improvements Permit and authorize the Port President/CEO, or his designee, to execute the applicable utility easement for construction of a 2" natural gas line as described in this agenda item, subject to review by Port counsel.

Board Meeting
October 18, 2022
Engineering #397876



SUBJECT: LEASE AMENDMENT WITH PORT LOGISTICS TAMPA BAY I, LLC**BACKGROUND:**

Port Logistics Tampa Bay I, LLC (Port Logistics) leases approximately 13.7 acres of land located along Berth 219 on Hooker's Point (Premises) from Port Tampa Bay (PTB) pursuant to a Lease Agreement dated August 18, 2015, as amended (Lease), for the operation of a temperature controlled facility for the handling of refrigerated commodities. At its March 23, 2021 meeting, the PTB Board authorized an amendment to the Lease to allow Port Logistics to lease an additional two acres of vacant land located east of its existing Premises with an option to lease an adjoining one acre of vacant land (Storage Premises) solely for the parking and storage of chassis for containers for a period of five years through March 31, 2026. Port Logistics has exercised its option to lease the one-acre parcel and, due to increased business, has requested the lease of an additional 3.13 acres of vacant land adjacent to the Storage Premises for the parking and storage of chassis for containers.

FACTS/COMMENTS:

PTB staff and Port Logistics have negotiated the following terms:

Additional

Premises: Approximately three and 13/100 (3.13) acres of vacant land as shown on Exhibit "A".

Use: Solely for the parking and storage of chassis for containers.

Term: 3 years and 7 months commencing September 1, 2022 and ending March 31, 2026.

Rent: Rent would be the same as the Rent for the Storage Premises (currently approximately \$24,000 per acre annually or \$75,120 for the 3.13 acres) as adjusted by CPI.

Early Termination:

Either party would have the right to terminate the lease of the Additional Premises by providing thirty (30) days' advance written notice to the other party.

Other: Port Logistics would be responsible for all improvements, utilities, real estate taxes, site improvements, insurance, maintenance, and compliance with all seaport security laws, environmental laws and all other applicable regulations and laws.

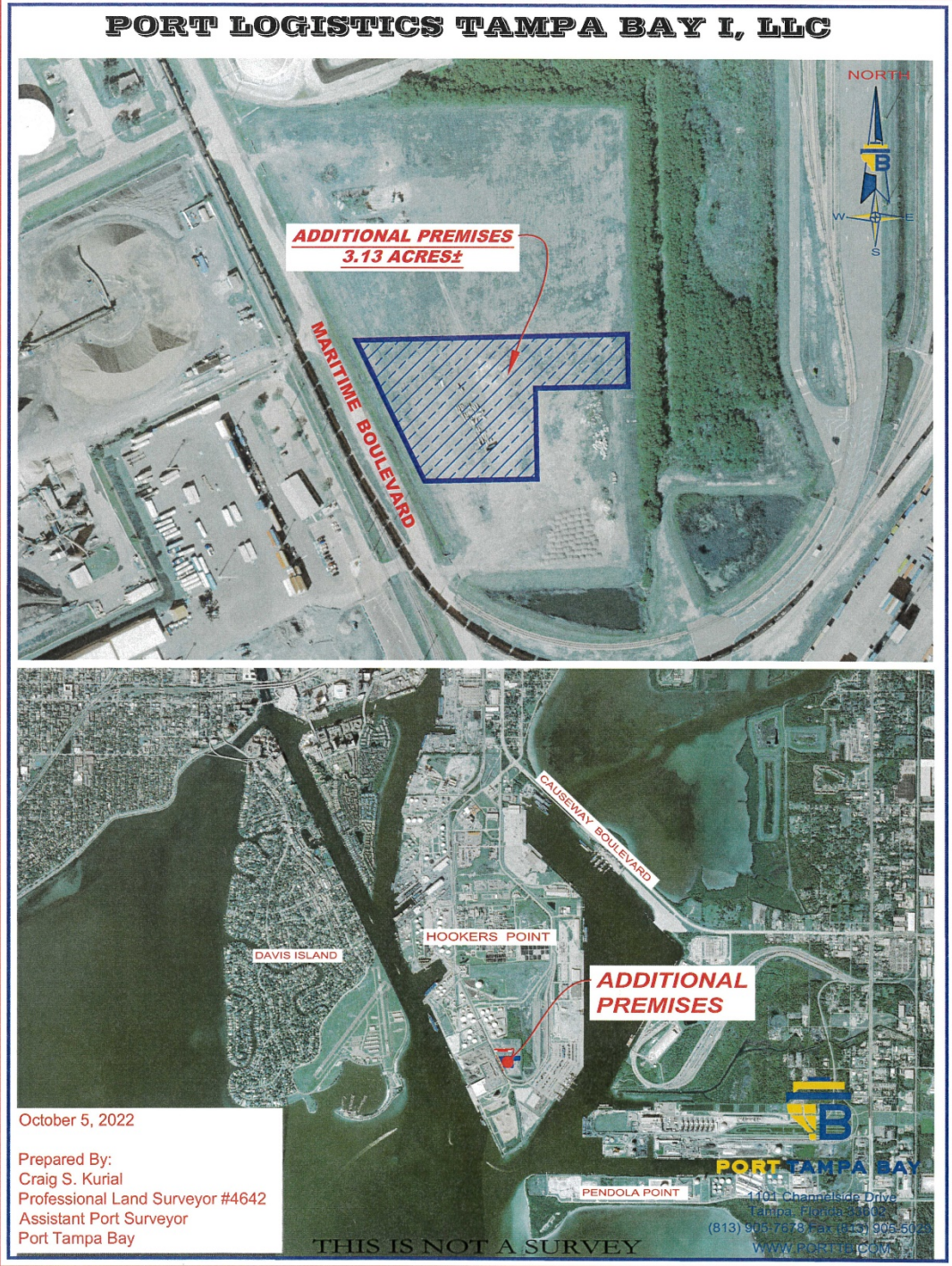
Public Hearing: A public hearing was held on October 12, 2022 and there were no comments.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute a Lease Amendment with Port Logistics Tampa Bay I, LLC in accordance with the terms set forth in this agenda item, subject to review by Port counsel.

October 18, 2022
Board Meeting
Legal 396572

EXHIBIT "A"





PORT TAMPA BAY

1101 Channelside Drive
Tampa, Florida 33602

Memorandum

To: A. Paul Anderson
President and CEO

CC: Charles Klug
Raul Alfonso

From: Heather Eblin-Crowe

Date: October 12, 2022

Subject: Port Logistics Tampa Bay I, LLC - Lease Amendment - Public Hearing

This public hearing was held in accordance with procedures specified in Chapter 95-488, Laws of Florida. The subject public hearing was held before me on Wednesday, October 12, 2022 at 10:05 a.m. Attached is the transcription of the hearing along with copies of all exhibits.

Heather Eblin-Crowe
Heather Eblin-Crowe
Hearing Officer

Date October 12, 2022

I hereby concur with the Hearing Officer's statement and recommend the President and CEO request approval by the Tampa Port Authority Board of Commissioners to approve the Lease Amendment with Port Logistics Tampa Bay I, LLC.

Craig Roberts
Craig Roberts
Real Estate Project Manager

Date October 12, 2022

Attachments

PUBLIC HEARING TRANSCRIPT
October 12, 2022 at 10:05 a.m.
Port Logistics Tampa Bay I, LLC– Lease Amendment

ATTENDEES

Craig Roberts – Port Tampa Bay
Barbara Baity – Port Tampa Bay

HEARING OFFICER

Heather Eblin-Crowe

1 **MRS. CROWE:**

2
3 Good morning. Today is Wednesday, October 12, 2022 and this public hearing is
4 called to order at 10:05 a.m. This hearing is held under the authority and pursuant to
5 Chapter 95-488 of the Laws of Florida. The purpose of the hearing is to hear comments
6 from the general public and interested parties regarding the following:
7

8
9 **PORT LOGISTICS TAMPA BAY I, LLC – LEASE AMENDMENT**

10
11 My name is Heather Eblin-Crowe and I am employed by the Tampa Port Authority,
12 doing business as Port Tampa Bay, and have been appointed by its Board of
13 Commissioners to serve as a hearing officer at public hearings such as the one we are
14 conducting today. Sitting beside me is Craig Roberts, Real Estate Project Manager, who
15 will present the terms for this matter.
16

17 **MR. ROBERTS:**

18
19 Port Logistics Tampa Bay I, LLC, hereinafter referred to as Port Logistics leases
20 approximately 13.7 acres of land located along Berth 219 on Hooker's Point pursuant to
21 a Lease Agreement dated August 18, 2015, as amended. Port Logistics operates a
22 temperature controlled facility for the handling of refrigerated commodities.
23

24 At the March 23, 2021 Board meeting, Port Tampa Bay's Board of Commissioners
25 authorized an amendment to the Lease to allow Port Logistics to lease an additional two
26 (2) acres of vacant land east of its existing Premises. In addition, Port Logistics had an
27 option to lease an adjoining one (1) acre of vacant land (Storage Premises) solely for the
28 parking and storage of chassis for containers for a period of five (5) years through March
29 31, 2026.
30

31 Port Logistics has exercised its option to lease the one (1) acre parcel and, due to
32 increased business, has requested the lease of an additional 3.13 acres of vacant land
33 adjacent to the Storage Premises for the parking and storage of chassis for containers as
34 shown on Exhibit No. 1.
35

36 The Term would be for 3 years and 7 months commencing September 1, 2022 and
37 ending March 31, 2026.
38

39 The Rent would be the same as the Rent for the Storage Premises, which is
40 currently approximately \$24,000 per acre annually or \$75,120 for the 3.13 acres, as
41 adjusted by CPI.
42

43 Either party would have the right to terminate the lease of the Additional Premises
44 by providing thirty (30) days advance written notice to the other party.

1 Port Logistics would be responsible for all improvements, utilities, real estate taxes,
2 site improvements, insurance, maintenance, and compliance with all seaport security
3 laws, environmental laws and all other applicable regulations and laws.
4

5 At this time, I would like to offer into the record Exhibit No. 1 which is an aerial
6 overview of the Additional Premises and Exhibit No. 2 which is the legal ad that appeared
7 in the September 21, 2022 issue of the Tampa Bay Times advising of this public hearing.
8

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

11 That is all.
12

13 **MRS. CROWE:**

14 Thank you Mr. Roberts. At this time we will take comments concerning this issue.
15

16 Are there any comments? Hearing none.
17
18

19 A transcript will be made and furnished to the Port Authority Staff. The Staff will
20 make a recommendation to our Board of Commissioners, which will meet on October 18,
21 2022. The Staff recommendation will be available today. If there is nothing else to come
22 before this hearing, I declare this hearing closed at 10:09 a.m.
23

24 I, Heather Eblin-Crowe, have read and approve the form of the attached transcript
25 of the October 12, 2022 Public Hearing for the Lease Amendment with Port Logistics
26 Tampa Bay I, LLC.
27

28 Dated on October 12, 2022
29 _____
30

31 Heather Eblin-Crowe
32 _____
33 Heather Eblin-Crowe
34 Public Hearing Officer

EXHIBIT NO. 1 ADDITIONAL PREMISES



TAMPA PORT AUTHORITY PUBLIC HEARING
Port Logistics Tampa Bay I, LLC - Lease Amendment
October 12, 2022 @ 10:05 a.m.
PTB ID# 398180

EXHIBIT NO. 2 LEGAL AD – TAMPA BAY TIMES

0000247691-01

Tampa Bay Times Published Daily

STATE OF FLORIDA
COUNTY OF Hillsborough

} ss

Before the undersigned authority personally appeared **Judy Allen** who on oath says that he/she is **Legal Advertising Representative** of the **Tampa Bay Times** a daily newspaper printed in St. Petersburg, in Pinellas County, Florida; that the attached copy of advertisement, being a Legal Notice in the matter **RE: PORT LOGISTICS TAMPA BAY I, LLC – LEASE AMENDMENT** was published in said newspaper by print in the issues of: **9/21/22** or by publication on the newspaper's website, if authorized, on

NOTICE OF PUBLIC HEARING

Notice is hereby given of a public hearing to be held at 10:00 a.m., October 12, 2022 before the Tampa Port Authority d/b/a Port Tampa Bay, at its offices located at 1101 Channelside Drive, Tampa, Florida 33602, to hear public comments regarding the following:

PORT LOGISTICS TAMPA BAY I, LLC – LEASE AMENDMENT

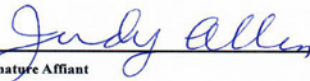
Additional information is available online at www.tampaport.com. All written comments and objections directed toward the foregoing matter should be filed with Port Tampa Bay, Real Estate Department, at 1101 Channelside Drive, Tampa, Florida 33602 by 12:00 noon on October 11, 2022. Oral comments and objections may be presented at the hearing.

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

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

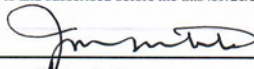
09/21/22
(247691)

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



Signature Affiant

Sworn to and subscribed before me this **09/21/2022**



Signature of Notary Public

Personally known or produced identification

Type of identification produced _____



**TAMPA PORT AUTHORITY PUBLIC HEARING
Port Logistics Tampa Bay I, LLC - Lease Amendment
October 12, 2022 @ 10:05 a.m.
PTB ID# 398180**

SIGN-IN SHEET

PUBLIC HEARING FOR

PORT LOGISTICS TAMPA BAY I, LLC – LEASE AMENDMENT

Wednesday, October 12, 2022 @ 10:05 A.M.

PLEASE PRINT THE FOLLOWING INFORMATION

	YOUR NAME (Please print)	COMPANY NAME (Please print full company name)	COMPLETE COMPANY ADDRESS (Please print full company address)	Do you plan to comment?
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

59

SUBJECT: LEASE AMENDMENT FOR EXTENSION OPTION WITH TRANSFLO TERMINAL SERVICES, INC.

BACKGROUND:

Transflo Terminal Services, Inc. (Transflo) leases approximately 8.55 acres of land at Hookers Point from Port Tampa Bay (PTB) for use as an ethanol transfer facility pursuant to a lease agreement dated December 23, 2011, as amended (Lease). In addition to Rent, Transflo currently pays PTB a throughput fee for each barrel of ethanol unloaded by Transflo at the Premises based on the then current Port Tariff rate, and a rail car fee of \$150 for each tank rail car of ethanol unloaded at the Premises.

FACTS/COMMENTS:

Transflo has exercised its second five (5) year extension option, effective November 1, 2022. The Lease provides that the Rent for the extension options is to be adjusted to a Fair Market Rent, as negotiated by the parties, or as determined by an appraiser, if the parties cannot agree. PTB staff and Transflo have negotiated a Fair Market Rent of \$40,000/acre and a minimum annual guarantee of 6m barrels, and the following terms for the lease extension option:

Term: Five (5) years beginning, November 1, 2022.

Rent: Rent for the second, five (5) year lease extension term would be as follows:

Year 1	\$342,000 annually / (\$40,000/acre)
Years 2-5	Rent will be increased by the CPI adjustment at the beginning of each succeeding twelve (12) months during the 5-Year Extension Option term.

Ethanol Minimum

Annual Guarantee: The current Port Tariff rate (currently \$0.086/barrel) for each barrel of ethanol unloaded by the Tenant at the Premises with a minimum annual guarantee of 6m barrels per year.

Other: All other terms of the lease would remain the same.

Public Hearing: A public hearing is not required.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to execute the second, five (5) year lease extension option, with Transflo Terminal Services, Inc., in accordance with the terms listed in this agenda item, subject to review by Port counsel.

Board Meeting
October 18, 2022
Real Estate 397853

SUBJECT: CORRECTIVE ACCESS EASEMENT TO PORT HENDRY, LLC**BACKGROUND:**

In 1995, Tampa Electric Company (TECO) conveyed to Port Tampa Bay (PTB) approximately twenty-four acres of land adjacent to South Slip, in an area now known as Port Ybor, and PTB granted to TECO, and its successors and assigns, a non-exclusive access easement over an approximately fifty foot by six hundred fifty foot strip over such land to provide ingress and egress to and from TECO's remaining property (Remainder Parcel) and Flagler Street (Access Easement). In 2005, TECO conveyed its interest in the Remainder Parcel together with its interest in the Access Easement to Hendry Corporation, and its successors and assigns. Hendry Corporation subsequently conveyed its interest in the Remainder Parcel together with its interest in the Access Easement to Port Hendry, LLC in 2015.

FACTS/COMMENTS:

Port Hendry, LLC has determined that the legal description for the Access Easement needs to be corrected to close an approximately forty-five (45) foot gap between the Access Easement and Flagler Street and has requested a corrective easement to correct the legal description to provide legal access.

PTB staff has reviewed the legal description of the Access Easement as well as the transaction documents and confirmed that there is an inadvertent forty-five foot hiatus between the legal description in the Access Easement and Flagler Street. Staff recommends granting a corrective easement to Port Hendry, LLC to close the gap and allow legal access between its Remainder Parcel and Flagler Street.

RECOMMENDATION:

Authorize the Port President/CEO to grant a corrective easement to Port Hendry, LLC, in accordance with the terms set forth above, subject to final review by Port counsel.

Board Meeting
October 18, 2022
Legal #398085

D. REGULAR AGENDA

SUBJECT: EMPLOYEE HEALTH INSURANCE GROUP PROVIDER**BACKGROUND:**

On October 15, 2019, Port Tampa Bay (PTB) Board of Commissioners approved the purchase of Employee Group Health Insurance from Florida Blue to provide medical insurance coverage for an initial term of one year with two one-year renewal options. The second and final renewal option expires December 31, 2022.

FACTS/COMMENTS:

Port Tampa Bay contracted with AON Consulting services to formally procure bids for health insurance coverage. Five major insurance providers in Florida reviewed and considered our request for proposals and four out of the five providers submitted bids. The final ranking order is as follows:

<u>BIDDER</u>	<u>ESTIMATE ANNUAL PREMIUM</u> (based on current participation)
United Health Care	\$3,013,625
Cigna	\$3,186,447
BCBS FL	\$3,532,589
Humana	\$4,024,709

PTB staff performed a thorough assessment of the rates and plan designs submitted by the proposers. Based on criteria included in our request as well as the overall cost of the insurance to PTB and its employees, United Health Care is offering a 12% decrease in premiums, a richer wellness plan design, performance funding and has also agreed to subcontract services to SBE's as required by PTB policy. As such, PTB staff recommends entering into a contract with United Health Care for employee health insurance. The term of the insurance would be for an initial policy period of one (1) year from January 1, 2023 through December 31, 2023, with two (2) one-year consecutive renewal options. The cost of the insurance is approximately \$3,013,625 per year based on current participation and this amount was already included in the FY2023 budget. Subsequent renewals of this policy would be brought to PTB Board of Commissioners for approval.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to purchase Health Insurance from United Health Care for an initial term of one (1) year effective January 1, 2023 through December 31, 2023 with two (2) one-year consecutive renewal options at a cost of \$3,013,625 per year based on current participation and subject to review by Port counsel.

Board Meeting
October 18, 2023
Human Resources 397782

SUBJECT: RANKING OF FIRMS AND AWARD OF FEDERAL GOVERNMENT RELATIONS CONSULTANT SERVICES AGREEMENT, RFQ NO. 003-22

BACKGROUND:

On September 17, 2019, the Port Tampa Bay (PTB) Board of Commissioners approved identical agreements for federal government relations consulting services to Van Scoyoc Associates, Inc. and Alcalde & Fay, Ltd., Inc. The original agreements were approved for terms of one year with two one-year extension options. The final extension option with both firms expires November 9, 2022.

FACTS/COMMENTS:

In accordance with PTB policy, staff advertised a Request for Qualifications (RFQ) for government relations consulting services on August 12, 2022 in the Tampa Bay Times, the Florida Sentinel Bulletin, La Gaceta, as well as electronically on DemandStar (e-procurement database system). Five (5) firms participated in the August 18, 2022 mandatory pre-proposal teleconference. On September 8, 2022 PTB received proposals from three firms. On October 4, 2022, an evaluation committee consisting of Jorge Torres, PTB Director of Security; Katie Mahoney, PTB Director of Marketing; and Gina Evans, Hillsborough County Aviation Authority Director of Government Affairs, reviewed the proposals and ranked the firms as follows:

<u>PROPOSER</u>	<u>SBE%</u>
1. Van Scoyoc Associates, Inc.	9%
2. Alcalde & Fay, Ltd., Inc.	9.33%
3. Potomac Partners DC LLC	13%

Van Scoyoc Associates, Inc (Van Scoyoc) has performed effectively for PTB the past six years handling PTB's outside government relations services. PTB staff recommends the selection of Van Scoyoc for federal government relations consulting services for a not-to-exceed annual amount of \$90,000, which includes all expenses except as specifically authorized by PTB on special assignments. This contract is non-exclusive and PTB retains the right to engage additional outside consulting services on an as-needed basis. Also, the contract may be terminated by the consultant or PTB at any time with thirty (30) days' written notice.

Funds for this agreement were included in the FY 2023 Operating Expense budget.

RECOMMENDATION:

Approve the ranking of firms, and authorize the Port President/CEO, or his designee, to execute an agreement with Van Scoyoc Associates, Inc. for federal government relations consultant services, for a not-to-exceed annual amount of \$90,000, with a two (2) year term and one (1) two (2) year extension option, subject to review by Port counsel.

Board Meeting
October 18, 2022
Government Affairs 395631

**RFQ 003-22 FEDERAL GOVERNMENT RELATIONS CONSULTANT
PROPOSAL EVALUATION SUMMARY**

Committee Member	Firm Names		
	Alcalde & Fay	Potomac Partners DC	Van Scoyoc & Associates
Evaluator # 1	1.10	2.90	2.05
Evaluator # 2	2.55	2.40	1.10
Evaluator # 3	3.00	1.55	1.50
Total:	6.65	6.85	4.65
Ranking:	2	3	1

Ranking Scale: #1 (the lowest score) is the best score, #2 second best, #3 third best.....
Ranking Directions: Each evaluator shall rank each respondent independently for each category based on the above referenced ranking scale.

PROPOSAL EVALUATION Q-003-22 FEDERAL GOVERNMENT RELATIONS CONSULTANT SERVICES

Evaluation Criteria		Weight	Firm Names		
			Alcalde & Fay	Potomac Partners DC	Van Scoyoc & Associates
1	<p>Qualifications/Experience of Respondent (Firm):</p> <ul style="list-style-type: none"> History of the Firm's organization, including a current organization chart, and any other appropriate descriptive information which will be helpful in the evaluation of the qualifications and experience. Firm's experience and qualifications, as a whole, in the successful performance of comparable governmental relations consultant contracts at the Federal level. Specifically any experience providing consulting services for similar Port or maritime industry clients and/or comparable public sector agencies. Firm's understanding of PTB's legislative, budgetary and policy needs. Describe the overall approach to meet each of those requirements. Demonstrate the number of years the Firm has provided Federal legislative services. Provide a complete list of references. Information, qualifications or experience considered significant, innovative, pertinent, or otherwise relevant for PTB's consideration. 	45%	1	3	2
2	<p>Qualifications and Experience of Key Personnel:</p> <ul style="list-style-type: none"> Evaluation of individuals who will specifically perform and/or oversee the work detailed in Criteria #1 (highlight years of each individual's experience in the industry). Provide resumes, education, professional experience, and other information relevant to the requirements of successfully representing PTB at the Federal level. Experience working with Congress, the Executive Branch and the U.S. Army Corps of Engineers in the federal dredging process. 	40%	1	3	2
3	<p>Respondent's Overall Responsiveness:</p> <ul style="list-style-type: none"> Clarity/completeness of Form 6 responses. Response meets the requirements outlined in Section A; Paragraph 3 and Section B; Paragraph 1.2-1.3 and presented as instructed. 	10%	1	3	2
4	<p>Volume of Work:</p> <ul style="list-style-type: none"> The objective is effecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the last three (3) years. 	5%	3	1	3
Total:		100%	1.10	2.90	2.05

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

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

Evaluator Name: Evaluator # 1

Date: 10/4/2022

Evaluator Signature: (On File)

PROPOSAL EVALUATION - Q-003-22 FEDERAL GOVERNMENT RELATIONS CONSULTANT SERVICES

Evaluation Criteria		Weight	Firm Names		
			Alcalde & Fay	Potomac Partners DC	Van Scoyoc & Associates
1	<p><u>Qualifications/Experience of Respondent (Firm):</u></p> <ul style="list-style-type: none"> History of the Firm's organization, including a current organization chart, and any other appropriate descriptive information which will be helpful in the evaluation of the qualifications and experience. Firm's experience and qualifications, as a whole, in the successful performance of comparable governmental relations consultant contracts at the Federal level. Specifically any experience providing consulting services for similar Port or maritime industry clients and/or comparable public sector agencies. Firm's understanding of PTB's legislative, budgetary and policy needs. Describe the overall approach to meet each of those requirements. Demonstrate the number of years the Firm has provided Federal legislative services. Provide a complete list of references. Information, qualifications or experience considered significant, innovative, pertinent, or otherwise relevant for PTB's consideration. 	45%	2	3	1
2	<p><u>Qualifications and Experience of Key Personnel:</u></p> <ul style="list-style-type: none"> Evaluation of individuals who will specifically perform and/or oversee the work detailed in Criteria #1 (highlight years of each individual's experience in the industry). Provide resumes, education, professional experience, and other information relevant to the requirements of successfully representing PTB at the Federal level. Experience working with Congress, the Executive Branch and the U.S. Army Corps of Engineers in the federal dredging process. 	40%	3	2	1
3	<p><u>Respondent's Overall Responsiveness:</u></p> <ul style="list-style-type: none"> Clarity/completeness of Form 6 responses. Response meets the requirements outlined in Section A; Paragraph 3 and Section B; Paragraph 1.2-1.3 and presented as instructed. 	10%	3	2	1
4	<p><u>Volume of Work:</u></p> <ul style="list-style-type: none"> The objective is effecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the last three (3) years. 	5%	3	1	3
Total:		100%	2.55	2.40	1.10

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

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

Evaluator Printed Name: Evaluator # 2

Date: 10/4/2022

Evaluator Signature: (On File)

PROPOSAL EVALUATION - Q-003-22 FEDERAL GOVERNMENT RELATIONS CONSULTANT SERVICES

	Evaluation Criteria	Weight	Firm Names		
			Alcalde & Fay	Potomac Partners DC	Van Scoyoc & Associates
1	<p>Qualifications/Experience of Respondent (Firm):</p> <ul style="list-style-type: none"> History of the Firm's organization, including a current organization chart, and any other appropriate descriptive information which will be helpful in the evaluation of the qualifications and experience. Firm's experience and qualifications, as a whole, in the successful performance of comparable governmental relations consultant contracts at the Federal level. Specifically any experience providing consulting services for similar Port or maritime industry clients and/or comparable public sector agencies. Firm's understanding of PTB's legislative, budgetary and policy needs. Describe the overall approach to meet each of those requirements. Demonstrate the number of years the Firm has provided Federal legislative services. Provide a complete list of references. Information, qualifications or experience considered significant, innovative, pertinent, or otherwise relevant for PTB's consideration. 	45%	3	2	1
2	<p>Qualifications and Experience of Key Personnel:</p> <ul style="list-style-type: none"> Evaluation of individuals who will specifically perform and/or oversee the work detailed in Criteria #1 (highlight years of each individual's experience in the industry). Provide resumes, education, professional experience, and other information relevant to the requirements of successfully representing PTB at the Federal level. Experience working with Congress, the Executive Branch and the U.S. Army Corps of Engineers in the federal dredging process. 	40%	3	1	2
3	<p>Respondent's Overall Responsiveness:</p> <ul style="list-style-type: none"> Clarity/completeness of Form 6 responses. Response meets the requirements outlined in Section A; Paragraph 3 and Section B; Paragraph 1.2-1.3 and presented as instructed. 	10%	3	2	1
4	<p>Volume of Work:</p> <ul style="list-style-type: none"> The objective is effecting an equitable distribution of contracts among qualified firms. Points are based on actual fees PTB paid to a firm within the last three (3) years. 	5%	3	1	3
Total:		100%	3.00	1.55	1.50

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

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

Evaluator Printed Name: Evaluator # 3

Date: 10/4/2022

Evaluator Signature: (On File)

SUBJECT: PURCHASE OF PORT TAMPA BAY VEHICLES ACROSS MULTIPLE DEPARTMENTS

BACKGROUND:

The Port Tampa Bay (PTB) Fleet Management Program phases out vehicles past their operating life cycle that have high maintenance cost and no residual value with new and more efficient vehicles. Some vehicles in the PTB fleet are at the end of, or nearing the end of, their useful lives. These vehicles may be sold at auction, repurposed within the PTB organization, or used as trade-ins for new vehicles.

FACTS/COMMENTS:

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

<u>Vehicles</u>	<u>Quantity</u>	<u>Price</u>	<u>Department</u>
2023 GMC Sierra 1500 4WD	3	@ \$39,000(ea)	Facilities
2023 Ford Explorer	1	@ \$28,000	I.T.
2023 Chevy Tahoe	1	@ \$55,000	Pool
Total	5	\$200,000.00	

Funds for the purchase of these vehicles were included in the FY2023 Capital Budget.

RECOMMENDATION:

Authorize the Port President/CEO, or his designee, to spend up to \$200,000.00, depending upon trade-in values, etc., for the purchase of up to five (5) vehicles with necessary equipment required by the respective Port Tampa Bay departments, subject to review by Port counsel.

Board Meeting
October 18, 2022
Marketing (Fleet Mgmt) 397949

SUBJECT: AGREEMENT WITH TAMPA ELECTRIC COMPANY FOR DESIGN OF SANITARY SEWER AND RECLAIMED WATER PIPELINES TO THE BAYSIDE POWER STATION

BACKGROUND:

Tampa Electric Company (TECO) operates the H. L. Culbreath Bayside Power Station located on Port Sutton Road which provides approximately 1,800 megawatts of natural gas-fueled electric energy to the Tampa Bay Region. Port Tampa Bay (PTB) owns various lands at Port Sutton in and around the Bayside Power Station as well as land south of the Port Sutton Channel at the Pendola Point Terminal. In 2012, the City of Tampa and PTB entered into an agreement for the design, permitting and construction by PTB of reclaimed water facilities running from the Howard F. Curren Advanced Wastewater Treatment Plant (Water Treatment Plant) to the Pendola Point Terminal for the delivery of reclaimed water through those facilities to serve PTB's tenants and users. Under the agreement, PTB is entitled to receive utility account credits for the project costs applied by the City against PTB's utility accounts for the project costs. PTB's Pendola Point Terminal is also served by a PTB-owned sanitary sewer line from the Water Treatment Plant.

FACTS/COMMENTS:

Due to ongoing expansion at the Bayside Power Station, TECO has a need for both sanitary sewer service and reclaimed water service at the power plan. As the land owner in the area with experience installing water and sanitary utilities under channels, TECO has requested PTB design and later construct the pipelines with TECO prepaying the estimated costs and reimbursing PTB for any costs in excess of the cost estimate or receiving a refund of overpayment. PTB, through its consultant, Moffatt and Nichol, has provided TECO with a design cost proposal of approximately \$249,000. Subsequently, TECO staff has indicated that they want proceed with the design of the project subject to approval by PTB Board of Commissioners and the City of Tampa, if necessary. Upon completion of the design, PTB staff will obtain bids for the construction of the pipeline subject to PTB Board approval.

RECOMMENDATION:

Authorize the Port President and CEO, or his designee, to execute a cost sharing agreement with Tampa Electric Company for prepayment and reimbursement of the design costs for a new sanitary sewer service and reclaimed water service to the Bayside Power Station, subject to review by Port counsel.

Board Meeting
October 18, 2022
Engineering 397872



Figure 1: Potential Route of Services

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, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Port Fees						
T163	ACE STEVEDORING CO INC	34,589.72	15,562.45	42,278.00	-	92,430.17
D082	ALLIANCE MECHANICAL SOLUTIONS, LLC	460.00	-	-	-	460.00
Q479	ALLSTEEL & GYPSUM PRODUCTS INC	-	315.73	-	-	315.73
S036	ALTAMAR SHIPPING	390.00	190.00	250.00	-	830.00
T012	AMALIE OIL COMPANY	2,651.18	-	-	-	2,651.18
A490	AMERICAN BRIDGE	446.00	413.00	144.00	-	1,003.00
D081	AMERICAN MARINE EXPRESS, INC	60.00	-	-	-	60.00
D054	ANCHOR SANDBLASTING AND COATINGS, INC	240.00	-	-	-	240.00
T400	ARDENT MILLS, LLC	5,378.18	-	-	-	5,378.18
Q456	ARGOS USA LLC	401.70	-	-	438.84	840.54
S073	AUTOMOTIVE CORE SUPPLY, INC.	70.00	-	-	-	70.00
S063	BMP USA, INC	20.00	10.00	-	-	30.00
S041	BRONCO TRANSPORT	610.00	-	-	-	610.00
T201	BUCKEYE TERMINALS, LLC	135,352.62	13,245.47	-	-	148,598.09
D049	CARGILL SALT	112.30	-	-	-	112.30
T151	CARGILL SALT	32,361.11	-	-	-	32,361.11
S025	CARGILL SALT DIVISION	740.00	-	-	-	740.00
T131	CARNIVAL CRUISE LINES	258,636.30	-	-	-	258,636.30
T198	CEMEX CONSTRUCTION MATERIALS FLORIDA, LLC	41,900.73	-	-	-	41,900.73
T014	CENTRAL FLORIDA PIPELINE LLC	262,805.03	-	-	-	262,805.03
T145	CENTRAL FLORIDA PIPELINE LLC	8,204.94	-	-	-	8,204.94
Q414	CENTURY METALS & SUPPLIES INC	-	-	-	124.76	124.76
T109	CITRUS PRODUCTS	15,970.00	-	-	-	15,970.00
D047	CITY OF TAMPA	1,480.00	-	-	-	1,480.00
D048	CITY OF TAMPA MOBILITY DEPARTMENT	220.00	-	-	-	220.00
A423	DANN OCEAN TOWING, INC	398.00	-	-	-	398.00
D063	DAVIS INDUSTRIAL	40.00	-	-	-	40.00
A084	DIVERSIFIED MARINE TECH	-	76.00	-	-	76.00
Q450	DOLE FRESH FRUIT COMPANY	31,183.54	-	-	-	31,183.54

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Q127	DONGKUK INTERNATIONAL INC	1,070.14	-	-	-	1,070.14
S064	DV CONTAINER SERVICES	610.00	-	-	-	610.00
S074	EDGE METALS RECYCLING, INC	430.00	-	-	-	430.00
A418	EXPRESS MARINE	595.00	-	-	-	595.00
A031	FILLETTE GREEN & CO, INC	284.00	273.00	-	-	557.00
Q097	FRONTIER LOGISTICS SERVICES	6,564.05	-	-	1,017.15	7,581.20
A429	GAC SHIPPING (USA) INC	51,320.24	-	-	-	51,320.24
S043	GLOBAL DISTRIBUTION INC	1,070.00	550.00	-	-	1,620.00
A527	GULF HARBOR SHIPPING, LLC	(25.00)	-	-	-	(25.00)
T063	GULF SULPHUR SERVICES	9,659.34	-	-	-	9,659.34
Q401	HANWA AMERICAN CORP-CA	899.68	-	-	-	899.68
Q010	HUSTEEL USA INC	5,103.37	-	-	-	5,103.37
Q474	HYOSUNG HOLDINGS USA, INC	-	533.57	-	-	533.57
Q125	HYUNDAI CORPORATION USA (TX)	850.27	-	-	-	850.27
A306	INCHCAPE SHIPPING SERVICES	44,843.76	-	-	-	44,843.76
A078	INTERNATIONAL SHIP REPAIR	2,183.59	-	-	-	2,183.59
Q481	K LINE AMERICA, INC	6,229.31	-	-	-	6,229.31
Q480	KG STEEL USA INC	1,226.04	-	-	-	1,226.04
A350	KIMMINS CONTRACTING	60.00	-	-	-	60.00
D036	KINDER MORGAN BULK	60.00	-	-	-	60.00
T116	KINDER MORGAN BULK/TBS	1,542.84	-	-	-	1,542.84
A003	KIRBY OFFSHORE MARINE	(254.03)	123.00	1,995.08	-	1,864.05
A248	LA CARRIERS, LLC	294.70	1,591.82	-	-	1,886.52
D065	LAKELAND PAVING COMPANY	100.00	-	-	-	100.00
T319	LINEA PENINSULAR, INC	3,316.00	-	-	-	3,316.00
T308	LOGISTEC GULF COAST LLC	1,913.63	-	-	-	1,913.63
T328	MAJESTIC STEEL USA	9,608.67	-	-	-	9,608.67
Q441	MARINEMAX EAST, INC	792.18	-	-	-	792.18
A360	MARTIN GAS MARINE	7,348.08	548.00	-	-	7,896.08
T134	MARTIN OPERATING PARTNERSHIP	573.11	245.40	-	-	818.51

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
A465	MASTER, OWNER & OPERATORS	102,718.82	-	-	-	102,718.82
Q339	MEDTRADE INC	471.33	-	-	-	471.33
Q158	METALLIA, A DIVISION OF HARTREE PARTNERS LP	7,922.81	-	-	-	7,922.81
S067	MKD LOGISTICS LLC	150.00	-	-	-	150.00
A509	MOBRO MARINE INC	-	-	47.00	-	47.00
A430	MORAN SHIPPING AGENCIES	1,977.76	-	-	-	1,977.76
A053	MORAN TOWING CORPORATION	15,119.64	219.00	-	321.00	15,659.64
T002	MOSAIC CROP NUTRITION, LLC	2,376.95	-	-	-	2,376.95
T011	MURPHY OIL USA INC	4,901.39	-	-	-	4,901.39
S075	NAV TRANSPORTATION/NORTHSTAR SVCS LTD	150.00	10.00	70.00	-	230.00
A486	NORTH AMERICAN GENERAL AGENTS	58,773.13	50,035.27	30,368.55	627.60	139,804.55
A071	NORTON LILLY INTERNATIONAL	46,640.07	-	-	1,653.88	48,293.95
A439	NOVA INTERNATIONAL SHIPPING	32,444.42	-	-	-	32,444.42
S076	ONLINE TRANSPORT INTERNATIONAL LLC	640.00	420.00	470.00	1,150.00	2,680.00
Q351	OPTIMA STEEL INTERNATIONAL, LLC	1,386.25	-	-	-	1,386.25
Q476	ORLANDO STEEL FRAMING COMPANY LLC	6,392.23	-	-	-	6,392.23
A069	OSG AMERICA INC	12,207.42	-	-	-	12,207.42
Q397	PACIFIC METALS TRADING INC	-	633.15	-	-	633.15
T205	PLAINS LPG SERVICES, L.P.	7,654.36	-	-	-	7,654.36
T318	PORT LOGISTICS TERMINAL OPERATIONS LLC	(22,459.24)	3,975.44	318.60	12,667.97	(5,497.23)
S039	PORTS AMERICA	20.00	-	-	-	20.00
T006	PORTS AMERICA	2,942.38	-	-	-	2,942.38
T182	PORTS AMERICA	154,627.61	-	-	225.68	154,853.29
A283	PRO TRANSPORT INC, TAMPA	-	20.00	-	580.00	600.00
T292	PURAGLOBE FLORIDA LLC	3,177.28	-	-	-	3,177.28
D075	RELIABLE TAMPA PARTNERS	80.00	-	-	-	80.00
A064	SAVAGE & SON, AR	553,095.71	-	-	-	553,095.71
A531	SAVAGE MARINE MANAGEMENT COMPANY, LLC	2,152.00	-	-	-	2,152.00
A065	SEA & LAND SHIPPING	84,416.21	576.00	-	-	84,992.21
A400	SEABULK TANKERS INC	(216.36)	236.18	-	-	19.82

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
Q202	SEAH STEEL AMERICA	78.96	-	-	-	78.96
Q213	SEAH STEEL AMERICA CORP	257.02	-	8,567.44	-	8,824.46
S069	SOUTHERN CARTAGE, INC	70.00	-	-	-	70.00
D080	SOUTHERN SKILL TRADES INC	140.00	-	-	-	140.00
A422	STANDARD CONCRETE PRODUCTS	-	-	-	446.00	446.00
Q482	STEEL DYNAMICS HEARTLAND	289.21	-	-	-	289.21
Q424	STEMCOR USA (FL)	-	3,372.45	-	-	3,372.45
T101	SULPHURIC ACID TRADING COMPANY	4,359.27	-	-	-	4,359.27
S055	TAMPA CONTAINER TRANSPORT	20.00	-	-	-	20.00
T021	TAMPA PORT SERVICES, LLC	3,010.81	5,532.78	-	-	8,543.59
A384	TAMPA SHIP LLC	11,268.56	-	-	-	11,268.56
S050	TAYLOR PERRY WAREHOUSE & DISTRIBUTION LLC	20.00	-	-	-	20.00
Q215	THYSSENKRUPP MATERIALS TRADING NORTH AMERICA-MI	768.16	-	-	-	768.16
T173	TITAN FLORIDA LLC	18,404.03	-	-	855.54	19,259.57
Q413	TOYOTA TSUSHO AMERICA, INC	-	700.10	-	-	700.10
T150	TRADEMARK METALS RECYCLING FKA ONESTEEL	80,005.17	120.00	-	-	80,125.17
A251	TRADEMARK METALS RECYCLING LLC	20.00	-	-	-	20.00
A497	TRANS-ATLANTIC AGENCIES INC	1,169.96	-	-	-	1,169.96
T197	TRANSFLO TERMINAL SERVICES, INC.	-	-	-	9,106.66	9,106.66
T020	TRANSMONTAIGNE INC	78,710.18	23,618.55	-	-	102,328.73
S021	TRX SOUTHEAST (TAMPA #770)	90.00	-	-	-	90.00
Q163	USP HOLDINGS, INC	1,020.99	-	-	-	1,020.99
T119	VULCAN MATERIALS COMPANY	25,536.71	-	783.42	57,136.55	83,456.68
Q435	WEST COAST METALS	146.17	-	-	-	146.17
A532	WORLD FUEL SERVICES, INC.	11,219.08	-	-	-	11,219.08
T056	YARA NORTH AMERICA INC	9,396.33	-	-	-	9,396.33
T171	ZIM ISRAELI NAVIGATION COMPANY	11,362.67	19,311.00	-	1,048.54	31,722.21
Subtotal Port Fees		2,330,115.77	142,457.36	85,292.09	87,400.17	2,645,265.39

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<u>License Fees</u>						
M050	AMERISAFETY, INC	-	250.00	-	-	250.00
V073	BEST LINE OIL INC	-	250.00	-	-	250.00
A387	CLIFF BERRY INC	-	250.00	-	-	250.00
C052	HAPPY'S PRODUCE	-	250.00	-	-	250.00
C003	HELLENIC SHIP SUPPLY CO	-	250.00	-	-	250.00
A496	INTERCRUISES SHORESIDE & PORT SERVICES	-	500.00	-	-	500.00
V109	INTERNATIONAL MARINE SERVICES OF FLORIDA INC.	-	250.00	-	-	250.00
A439	NOVA INTERNATIONAL SHIPPING	-	250.00	-	-	250.00
V077	NRC GULF ENVIRONMENTAL SERVICES INC	-	250.00	-	-	250.00
V112	Quality Inn & Suites Tampa Fairgrounds	-	350.00	-	-	350.00
V083	SEABULK TOWING INC	-	250.00	-	-	250.00
A506	SEAGULL MARINE INC	-	500.00	-	-	500.00
C033	SYSCO CORP	-	250.00	-	-	250.00
A535	TAMPA BAY SHIP SERVICES, LLC	-	250.00	-	-	250.00
T166	TAMPA ELECTRIC COMPANY	-	500.00	-	-	500.00
V082	TRADEMARK METALS RECYCLING LLC	-	750.00	-	-	750.00
A314	TROPIC OIL COMPANY	-	250.00	-	-	250.00
A532	WORLD FUEL SERVICES, INC.	-	2,500.00	-	-	2,500.00
	Subtotal License Fees	-	8,100.00	-	-	8,100.00

Lease Charges

L045	AMALIE OIL	250.28	-	-	-	250.28
L219	AMERICAN VICTORY SHIP MEMORIAL MUSEUM	19.37	-	-	-	19.37
L400	ARDENT MILLS, LLC	198.86	-	-	-	198.86
L207	CARGILL INC SALT FACILITY	(1,594.66)	-	-	-	(1,594.66)
L403	CELLCO PARTNERSHIP DBA VERIZON WIRELESS	-	-	-	100.17	100.17
L399	CEMEX CONSTRUCTION MATERIALS FLORIDA LLC	23,843.22	-	-	-	23,843.22

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
L044	DIVERSIFIED MARINE TECH	29.00	-	-	-	29.00
L124	GULF MARINE REPAIR INC	126,155.82	-	-	-	126,155.82
L309	HILLSBOROUGH COUNTY SHERIFF'S OFFICE	8.00	-	-	-	8.00
L103	INTERNATIONAL SHIP REPAIR & MARINE SERVICES, INC	340.00	-	-	-	340.00
L098	KINDER MORGAN BULK TERMINALS	14,267.92	-	-	-	14,267.92
L308	LOGISTEC GULF COAST LLC	94,568.28	-	-	-	94,568.28
L328	MAJESTIC STEEL USA	4,473.75	-	-	-	4,473.75
L010	MOSAIC CROP NUTRITION, LLC	(156.32)	-	-	-	(156.32)
L039	MURPHY OIL USA INC	863.80	-	-	-	863.80
L410	NORTH ATLANTIC INTERNATIONAL OCEAN CARRIER, INC	(1,292.93)	-	-	872.73	(420.20)
L409	ONLINE TRANSPORT INTERNATIONAL LLC	2,103.96	-	-	-	2,103.96
L318	PORT LOGISTICS TERMINAL OPERATIONS LLC	(168,275.41)	23,443.70	2,056.99	152,917.81	10,143.09
L311	Precision Build Solutions, LLC	-	-	-	20.00	20.00
L292	PURAGLOBE FLORIDA LLC	35,868.09	-	-	-	35,868.09
L196	SEABULK TOWING INC	5,547.27	41.28	-	-	5,588.55
L138	SHRIMP SVC DOCK ASSOCIATION	19.20	-	-	-	19.20
L235	STARSHIP CRUISE LINE	202.63	-	-	-	202.63
L064	SUPERIOR SEAFOODS INC	114.04	-	-	-	114.04
L049	TAMPA PORT SERVICES, LLC	(45.33)	-	-	-	(45.33)
L190	TAMPA SHIP LLC	8,060.00	-	-	-	8,060.00
L291	TAYLOR PERRY WAREHOUSE & DISTRIBUTION LLC	107,470.85	-	-	-	107,470.85
L239	TITAN FLORIDA LLC	28,866.87	-	-	-	28,866.87
L209	TRADEMARK METALS RECYCLING FKA ONESTEEL	(185.28)	21.55	-	-	(163.73)
L297	TRANSFLO TERMINAL SERVICES, INC.	(377.61)	-	-	-	(377.61)
L078	TRANSMONTAIGNE TERMINALING INC	72.04	-	-	-	72.04
L079	VERSAGGI SHRIMP COMPANY	128.84	-	-	-	128.84
L146	VULCAN MATERIALS	(3,663.24)	-	-	-	(3,663.24)
L100	YARA NORTH AMERICA	13.00	-	-	-	13.00
Subtotal Lease Charges		277,894.31	23,506.53	2,056.99	153,910.71	457,368.54

TAMPA PORT AUTHORITY
Monthly Aged Receivables
September 30, 2022

Customer Number	Customer Name	Current	31 - 60 Days	61 - 90 Days	91 & Over	Customer Balance
<u>Accounts in Litigation/Renegotiation/Bankruptcy</u>						
R020	FELIPES PAVEL	-	-	-	2,495.78	2,495.78
R019	GEMCAP TRUCKING INC	-	-	-	20,917.73	20,917.73
L404	INTEGRAL ENERGY, LLC	-	-	-	274,733.00	274,733.00
R022	MOSAIC COMPANY	-	-	3,463.20	-	3,463.20
A538	WORK CAT TRANS GULF LLC	-	-	-	224,197.87	224,197.87
Subtotal Accounts in Litigation/Renegotiation/Bankruptcy		-	-	3,463.20	522,344.38	525,807.58
Total Aged Receivables as of September 30, 2022		\$ 2,608,010.08	\$ 174,063.89	\$ 90,812.28	\$ 763,655.26	\$ 3,636,541.51

TAMPA PORT AUTHORITY
MONTHLY CONTRACT STATUS REPORT
09/30/22

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
OPERATING AND NON-CAPITAL CONTRACTS:						
Secured Data Center Facility Lease	Protected Trust/IF&D Data Suites	14-28	09/20/16	\$ 70,320	61,064	86.8%
Software Licensing - iSeaports	Harbour Mastery, Inc.	22-06	10/21/14	\$ 65,000	59,865	92.1%
Security System Maintenance & Repair	GSA Security	22-03	03/23/22	\$ 481,000	142,776	29.7%
SBE Uniformed Security Guard Service	Martinez & Company	21-21	06/18/19	\$ 285,000	254,836	89.4%
Real Estate Consulting Services	CBRE, Inc.	22-17	06/15/21	\$ 75,000	-	0.0%
Government Relations Consultant Services	Van Scoyoc & Associates	22-33	08/17/21	\$ 90,000	82,500	91.7%
State Legislative Services	Advocacy Group at Cardenas Partners	22-29	06/15/21	\$ 60,000	55,000	91.7%
Elevator/Escalator Maintenance & Repair Services	ThyssenKrupp Elevator	21-27	09/15/20	\$ 362,875	346,289	95.4%
Website Development & Website Hosting Services	GSL Solutions	22-35	09/17/19	\$ 45,000	19,500	43.3%
Video Production Services	Shooting Stars Post Inc	22-30	10/19/21	\$ 90,000	77,258	85.8%
Software Licensing - Concur	Carahsoft Technology Corp	22-10	04/21/20	\$ 94,824	94,824	100.0%
Law Enforcement Services	Hillsborough County Sheriff's Office	22-31	11/19/19	\$ 2,527,299	1,976,350	78.2%
Workers Compensation Insurance	PGIT (Preferred Governmental Insurance Trust)	22-05	10/19/21	\$ 99,773	99,773	100.0%
Landscaping Services	TCC Enterprise Inc	22-06	09/21/21	\$ 120,000	91,633	76.4%
Grounds Maintenance	TCC Enterprise Inc	22-18	09/21/21	\$ 341,009	284,174	83.3%
HVAC Monitoring, Routine Service & Repair	Tampa Bay Trane	22-12	09/17/19	\$ 84,200	41,039	48.7%
Consulting Services	HCP Associates	22-14	8/18/2020	\$ 75,000	44,207	58.9%
Uniformed Security Guard Services	G4S Security Solutions	22-15	12/15/2020	\$ 3,534,700	2,426,707	68.7%
Government Relations Consultant Services	Alcalde & Fay	22-25	09/17/19	\$ 90,000	82,500	91.7%
Copier Leases (8 copiers)	Sharp Business Systems	22-11	10/16/18	\$ 60,000	25,545	42.6%
State Legislative Services	Capital City Consulting, LLC	22-21	06/15/21	\$ 60,000	60,000	100.0%
I.T. Consultant	Tribridge	22-23	09/18/18	\$ 85,000	81,270	95.6%
Janitorial Services	Xtremely Clean	22-08	10/15/19	\$ 428,689	304,564	71.0%
Insurance Consultants	McGriff, Seibels & William, Inc	20-24	06/18/19	\$ 45,000	1,971	4.4%
Medical Insurance	Florida Blue	22-37	10/15/19	\$ 3,277,000	3,132,207	95.6%
Insurance Broker Services	Hugh Wood, Inc	22-28	08/17/21	\$ 50,000	50,000	100.0%
Property & Liability Insurance	Hugh Wood, Inc	22-42	04/19/22	\$ 2,995,000	2,813,195	93.9%
Financial Audit Services	Rivero, Gordimer & Company, PA	21-19	08/17/21	\$ 85,000	77,745	91.5%
OPERATING AND NON-CAPITAL CONTRACTS:				\$ 15,676,689	\$ 12,786,791	
CONTINUING ANNUAL CONTRACTS:						
Disaster Recovery services	Belfor USA Group (Year 1)	21-24	04/17/18	\$ 10,000	\$ 10,000	100.0%
Professional Service Contracts	Various	19-01-02	07/24/17	\$ 7,206,213	\$ 4,640,912	64.4%
Professional Service Contracts	Various	20-01-02	09/17/19	\$ 7,895,000	\$ 6,260,376	79.3%
Professional Service Contracts	Various	21-01-02	09/15/20	\$ 7,049,422	\$ 5,013,001	71.1%
Professional Service Contracts	Various	22-01-02		\$ 14,537,473	\$ 4,397,728	30.3%
CONTINUING ANNUAL CONTRACTS:				\$ 36,698,108	\$ 20,322,017	

TAMPA PORT AUTHORITY
MONTHLY CONTRACT STATUS REPORT
09/30/22

Project	Contractor	Contract Financial Record #	Original Bd App Date	Amt Approved Including Amendments	Costs Incurred to Date	Percent Complete
CONSTRUCTION AND CAPITAL CONTRACTS:						
Eastport Fill And Phase 2 Expansion Engineering Services	Moffatt & Nichol	17-18	09/19/17	\$ 1,909,205	1,677,149	87.8%
Navigational Improvements	Orion Marine Construction	22-04	08/20/19	\$ 3,000,000	2,952,797	98.4%
Unit Price Dredging	Orion Marine Construction	22-31	09/17/19	\$ 1,000,000	-	0.0%
Berth 211 Upanads Improvements	PCS Civil fka Pepper Construction Services, Inc	19-16	03/19/19	\$ 19,646,396	19,416,234	98.3%
Cruise Terminal 2 Office of Information Technology	US Customs and Border Patrol	19-22	06/18/19	\$ 483,718	-	0.0%
Port Redwing Railroad Extension	STX Corporation	20-16	02/18/20	\$ 4,683,700	4,403,132	94.0%
Port Redwing Berth 302 Access Road	QGS Development, Inc	20-51	06/16/20	\$ 619,870	526,351	84.9%
Guy N. Verger Roadway Improvements	Kimmins Contracting Corporation	21-38	11/17/20	\$ 2,700,000	1,932,341	71.6%
Transload Facility - Design and Construction	Williams Company	21-26	06/15/21	\$ 13,000,000	667,047	5.1%
Terminal 3 Access Road	Kimmins Contracting Corporation	21-39	05/18/21	\$ 1,446,469	1,028,690	71.1%
General Reevaluation Report of the Tampa Harbor Federal Project	US Army Corps of Engineers	21-50	02/16/21	\$ 1,050,000	1,050,000	100.0%
Engineering Consultant Services for Berth 214 Uplands Development (Container Terminal)	WSP USA Inc	21-16	04/20/21	\$ 1,000,000	598,758	59.9%
12,000 Sq Ft Storm hardened vehicle storage building	Blackwater Construction Services	22-38	10/19/21	\$ 3,000,000	830,066	27.7%
Transformers to support the new Sumitomo Cranes	Tampa Armature Works	22-16	02/15/22	\$ 1,280,981	-	0.0%
Berth 268 Reconstruction	Orion Marine Construction	22-41	03/22/22	\$ 12,000,000	2,833,911	23.6%
Berth 218 Marine Infrastructure Engineering Services	Moffatt & Nichol	22-43	05/17/22	\$ 600,000	87,259	14.5%
Electrical improvements for Sumitomo Cranes	Global Rigging & Transport, Inc	23-45	08/16/22	\$ 3,000,000	-	0.0%
Sanitary Sewer System	Causeway Development Partners	23-46	08/16/22	\$ 500,000	-	0.0%
CONSTRUCTION AND CAPITAL CONTRACTS:				\$ 70,920,340	\$ 38,003,735	
GRAND TOTAL:				\$ 123,295,136	\$ 71,112,543	

PERMIT REPORT
9/1/2022 – 9/30/2022

PERMITS ISSUED

22-017	Zayo Group	Fiber Optic Cable/HDD Utility Line/US Hwy 301/SR43/Bridge 100003/Little Manatee River/Wimauma
22-018	Zayo Group	Fiber Optic Cable/HDD Utility Line/US Hwy 41/SR45/Bridge 100044/Bullfrog Creek/Gibson
22-019	Zayo Group	Fiber Optic Cable/HDD Utility Line/US Hwy 41/SR45/Bridge 100099/Marsh Branch Creek/Ruskin Inlet/Ruskin
22-034	Zayo Group	Fiber Optic Cable/HDD Utility Line/US Hwy 41/SR45/Bridge 100045/Alafia River/Riverview
22-053	Tampa Electric (TECO) Bayside Station	Maintenance Dredge Screen Intakes/Port Sutton 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 aka River's Edge Restaurant	Modify Existing Dock-Extend 5-Finger Pier Lengths & Add "T" Terminal Platform to Pier - Restaurant Docking Facility Expansion <u>w/ required New SSLs Lease</u>
20-010	S	Port Tampa Bay	Bulkhead wall, fill, dredge Berth 214
20-015	M	Brett Emes	Maintenance dredging-Lot 57 Len-Little Harbor
20-031	M	Hillsborough County Capital Programs Dept	Replace Phillips Lane Bridge (Bridge #104320) over Kitchen Branch <u>w/ Proposed SSLs Esmt./Esmt. Required</u>
20-044	M	City of Tampa Wastewater Dept.	Subaqueous Crossing-Harbour Island Force Main Replacement Project under Ybor Channel <u>w/ proposed PTB Submerged Lands Easement (required)</u>
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-Gibson
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
21-041	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) (L&S-Kevin Pelc)
21-057	M	George Wilkes	Dock @3020 Christopher Watch Lane, Ruskin, FL (Len-Little Harbor Lot)
21-064	M	Zayo Group	Install 364ft of HDPE Fiber Optic Cable @ 350 E. Hillsborough Avenue-Tampa, FL under Hillsborough River (COT)
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

Appl.#	M/S	Applicant	Proposed Work
21-092	M	Michael Angel	Dock-lift @ 711 Pinckney Dr – Apollo Beach
19-022 R1	M	Florida Oil Services	Modify 2 restaurant docks with Existing SSLs Lease & place Rip-rap – Alafia River
22-011	M	Rochelle Wright	Dock-boatlift@615 Pinckney Dr-Apollo Beach (Mirabay)
22-014	M	Zayo Group	Directional bore fiber optic cable @4716 Lithia Pinecrest Road - Riverview-Alafia River Required SSLs Esmt
22-016	M	Hillsborough County	Bridge Maintenance / Channel Armoring – S. Westshore Blvd. Bridge, COT – Hillsborough River
22-020	M	Pine Key Project, LLC	Dock @ Pine Key Island (aka One Beer Can Island), Gibsonton
22-021	M	Sajet Properties LLC	Repair Seawall-5105 W. Tyson Street-Tampa
22-024	M	Bistro Builders, Inc.	Dock @ 705 Pinckney Dr-Apollo Beach (Mirabay)
22-025	M	Smart Communication Holdings LLC	Dock/ @ 607 Pinckney Dr-Apollo Beach (Mirabay)
22-026	M	Daniel Pator	Dock- @603 Pinckney Dr-Apollo Beach (Mirabay)
22-027	M	Smart Communication Holdings, LLC	Dock- @5605 Tybee Island Dr- Apollo Beach, FL (Mirabay)
22-028	M	Smart Communication Holdings LLC	Dock @5609 Tybee Island Dr-Apollo Beach, FL (Mirabay)
22-029	M	Justin Stone / Bistro Builders Inc.	Dock/boatlift @ 5704 Tybee Island Dr-Apollo Beach (Mirabay)
22-030	M	Hillsborough County	Bridge Maintenance-Channel Armoring Fletcher Avenue over Hillsborough River-COT/COTT/Unincorp.
22-031	M	SP Tampa Causeway Partners LLC	Subaqueous utility crossing @McKay Bay-3600 Causeway Blvd.- Tampa
22-033	M	Russell Miller	Dock-lift @ 609 Pinckney Dr-Apollo Beach (Mirabay)
22-035	M	Mirasol Davis Islands LLC – Carrier 2 – Mirasol LLC	Dock/fingerpier/boatlift/boardwalk @ 84 Davis Blvd. Tampa
22-036	M	Kurt Kwiatkowski	Dock/non-covered boatlift @5710 Tybee Island Dr – Apollo Beach (Mirabay)
22-037	M	Irvin Jackson	Boatlift on existing dock structure @5725 Sea Trout PL –Apollo Beach (Mirabay)
22-039	M	Hillsborough County	Bridge Maintenance – channel armoring @ Morris Bridge @ Hillsborough River
22-040	M	Cheryl Bidlingmaier	Dock-boatlift @613 Pinckney Drive-Apollo Beach (Mirabay)
22-045	M	Hillsborough County Marine Safety	Install 9 pile daybeacons to create navigation channel @ the lower portion of the Alafia Rive between US HWY 41 Bridge
22-046	M	Paradise Group of Countryside LLC	Floating Docks@9022 W. Hillsborough Avenue-Tampa
22-047	M	Scott Sefton	Riprap @1301 Alhambra Dr.- Apollo Beach
22-048	M	Westshore Marina Ventures	Add/replace fingerpiers@6005 Beacon Shores Street-Tampa
22-049	M	Steven & Regina Barnes	Jetski lift-access walkway @ 811 Islebay Dr-Apollo Beach

Appl.#	M/ S	Applicant	Proposed Work
22-050	M	Todd Tumbleson	Dock@1429 Deirdre Drive-Ruskin – LMR/CBAP ARPA
22-051	M	MacDill Air Force Base	Pipeline – 5500 Commerce Street-Tampa
22-052	M	Douglas Starz	Dock @ 1402 SW River Dr-Ruskin
22-054	M	Florida Fish & Wildlife	Data Buoy – NE Side of Egmont Key
22-055	M	Andalucia Master Association	D.E.C.O. lift @ 1303 Puerto Drive, Slip B-12, Apollo Beach, FL 33572
22-056	M	Bal Harbour Chauteax Condos (Hicks)	Install Floating Dock
22-057	M	Andalucia Master Association	Extend pier/install lift @1303 Puerto Drive-slip C-6-Apollo Beach, FL
22-058	M	Andalucia Master Association	Extend pier/install lift/add double ski lift

Board Meeting
 October 18, 2022
 Environmental Department 398098

EXPENDITURES

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

09/01/2022 - 09/30/2022

COMPANY	DESCRIPTION	AMOUNT	FUNDING	ADDITIONAL INFORMATION
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Board Meeting
October 18, 2022
ID149166

F. EXECUTIVE DIRECTOR REPORT

G. PRESENTATIONS

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

I. FUTURE PROPOSED PROJECTS

FUTURE PROPOSED PROJECTS

October 2022

Project Name	Current Contractor/ Consultant	Estimated Proposal/Bid Release	Estimated Board Approval
Outside Counsel General Support and Litigation	Abbey, Adams, Byelick Richard Harrison Trask Daigneault	October	December
Outside Counsel Construction	Gray Robinson, Fox Rothschild, Shumaker, Loop & Kendrick, Trenam Law	October	December
Eastport Land Reclamation	NEW PROJECT	TBD	TBD
Cruise Terminal 3 (Berth 269) Anode Replacement	NEW PROJECT	TBD	TBD
Cruise Passenger Bridges (3)	NEW PROJECT	TBD	TBD
Portwide Roadway Improvements Phase III Maritime Blvd.	NEW PROJECT	TBD	TBD

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

J. CALENDAR OF EVENTS

K. DATE OF NEXT MEETING

TUESDAY, NOVEMBER 15, 2022, 9:30 AM

VISIT WWW.PORTTAMPABAY.COM FOR FURTHER INFORMATION

L. ADJOURNMENT