



## **Minutes for Board of Directors Meeting**

01/25/2021 | 09:01 AM - 10:23 AM - Eastern Time (US and Canada)

2831 Talleyrand Avenue

### **Board Members Attending:**

Mr. Jamie Shelton, Chairman  
Ms. Wendy Hamilton, Vice Chair  
Mr. Palmer Clarkson, Treasurer  
Mr. Daniel Bean, Secretary  
Mr. Ed Fleming, Member  
Dr. John Allen Newman, Member

### **Other Attendees:**

Mr. Eric Green, Chief Executive Officer  
Mr. Fred Wong, Chief Operating Officer  
Ms. Beth McCague, Chief Financial Officer  
Ms. Linda Williams, Chief, Adm. & Corporate Performance  
Mr. Robert Peek, Director & GM, Business Development  
Mr. James Bennett, Sr. Director, Engineering & Construction  
Mr. Mike McClung, Director of Finance  
Mr. Nick Primrose, Chief, Regulatory Compliance  
Mr. David Migut, Office of General Counsel – via GoTo Meeting  
Ms. Rebecca Dicks, Board Liaison

## **Agenda**

A meeting of the Jacksonville Port Authority Board of Directors was held on Monday, January 25, 2021 at the Port Central Office Building, 2831 Talleyrand Avenue, Jacksonville, Florida.

### **Pledge of Allegiance/Moment of Silence**

Board Member Wendy Hamilton led the audience in the Pledge of Allegiance and a moment of silence.

### **Approval of Minutes**

Chairman Shelton called for approval of the December 7, 2020 Board of Directors Meeting Minutes. After a motion by Mr. Bean and a second by Mr. Clarkson, the Board unanimously approved the minutes as submitted.

## **Public Comments**

Chairman Shelton called for comments from the public. There being none, he moved on to Presentations.

## **Presentations**

Ms. Linda Williams recognized David Bruzos, Systems Administrator, IT, for reaching his 10-year milestone and thanked him for his service.

Chairman Shelton gave an update on the success of the 2020 JAXPORT Charity Drive. He stated that JAXPORT employees raised more than \$18,600 for the United Way of Northeast Florida and Community Health Charities. He recognized JAXPORT Charity Drive Chair Retta Rogers, Manager of Procurement Services, and Co-Chair John Taylor, Interim Director of Human Resources, and thanked them for their hard work. Chairman Shelton also thanked all JAXPORT employees for their remarkable generosity in light of the current pandemic.

## **New Business**

### **AC2021-01-19-01 Bartram Island DMMA Cell "C" Concept Development, Design & Permitting**

Mr. James Bennett presented this submission seeking Board approval of awarding a contract to Taylor Engineering, Inc. for Bartram Island DMMA Cell "C" Concept Development, Design Permitting in the amount of \$939,619.00.

After a motion by Mr. Fleming and a second by Mr. Bean, the Board voted to approve this submission.

### **AC2021-01-19-02 Repair & Installation of Video Surveillance Systems**

Mr. Fred Wong presented this submission seeking Board approval of the issuance of a master service agreement to United Security Alliance for maintenance, repair, and installation of video surveillance systems in the estimated amount of \$1,048,000.

After a motion by Mr. Fleming and a second by Mr. Clarkson, the Board voted to approve this submission.

## **CEO Update**

Mr. Green gave an update on the vessel simulation conducted by the USACE in Vicksburg, Mississippi that he, along with Fred Wong and James Bennett, attended during the week of December 7, 2020. He

stated the training gave them an opportunity to look at different vessel sizes that will be able to take advantage of JAXPORT's 47-foot harbor deepening project once it is completed. Mr. Green stated that the simulation was conducted under some of the harshest conditions with some of the biggest vessels. He believes the port obtained some good data, and he's looking forward to receiving the final results of this study soon. Upon receipt of the final study, he will share the results with the Board and give them an update at the next meeting.

Mr. Green stated that within the last month, he and other C-Suite executives have been very involved with the Sales & Marketing team on virtual calls with carriers. They have talked to several carriers, and he thinks in next 90 days the port will see some changes possibly in new services and increased volume.

Mr. Green reminded Board members that JEA posted a request for qualifications (RFQ) for the SJRPP about a month and a half ago and that the port would be responding to it. JAXPORT prepared its response. The deadline for submissions to the RFQ would have been on Wednesday on January 27, however, JEA canceled its RFQ last week. Mr. Green said that he made a call to JEA's new CEO Jay Stowe. He said they had a good conversation and that he and Mr. Stowe have agreed to reopen talks about the SJRPP. Mr. Green stated that Mr. Stowe wanted to reconsider the future of the property and slow down the process a bit to see if JEA and JAXPORT could work together on the property's future since Mr. Stowe had only assumed his new role at JEA a couple of months ago.

In preparation of this RFQ, Mr. Green informed the Board that staff had spent a lot of time and energy working with Jacobs Engineering leading up to the submission date of January 27. Even though the RFQ was canceled, Mr. Green asked Jacobs to attend today's meeting to outline the response the port planned to submit to JEA showing the port's ability to redevelop the SJRPP. He then introduced Jacobs team - Patrick King, Global Port Director, Hollie Schmidt, Global Master Planning, and Max Mozo, SE Port Lead.

Mr. King stated that Jacobs is a global leader in planning, engineering and construction and is the No. 1 Ports and Maritime Consultant. Jacobs is a vested contractor and trusted advisor to JAXPORT and has been serving JAXPORT for over two decades and has successfully completed dozens of projects. Mr. King stated that Jacobs assisted the port with the development of a response to the SJRPP RFQ.

Mr. Max Mozo presented an overview of the RFQ Response. He stated that on November 3, 2020, JEA released an RFQ and sought qualifications for a master developer of the SJRPP property which is approximately 2,000 acres adjacent to BIMT. He stated that JAXPORT and JEA have a long history of working together in real estate transactions and technical partnerships. In

replying to this RFQ, JAXPORT was ready to use their expertise to create opportunities and jobs. The port asked Jacobs to assist with the development of a statement of qualifications. To organize this, Jacobs held workshops and weekly calls with JAXPORT leadership to develop a response. They focused on targeting the RFQ requirements, along with featuring JAXPORT's significant industrial development experience, JAXPORT's ability to develop and execute a strategic development plan, to highlight JAXPORT's economic impact and job creation, show how the port is executing its Charter, and to describe the port's financial strength and ability to finance development, and to show JAXPORT's dedication to community focus. He stated the RFQ response was broken down into three sections: company description, industrial development experience, and project financing experience. Mr. Mozo stated that JAXPORT's qualifications in each of these areas were extensive and clearly demonstrated a unique ability to successfully develop the SJRPP.

Ms. Hollie Schmidt then spoke as to the vision of the SJRPP. She stated the SJRPP Vision Statement was to develop the SJRPP property with a mixed-use program that grows JAXPORT revenues and cargo volumes, creates jobs and business opportunities for the community, while increasing public access to the area's natural resources. After much research and discussion, it was determined that the bottom line of the SJRPP vision was that JAXPORT is the only entity that can maximize the economic development potential of SJRPP, create high-wage jobs, and best leverage existing relationships with JAXUSA, private sector partners and the region to deliver a robust return that elevates Northeast Florida's position in the global economy.

In closing, Ms. Schmidt stated that she believes this is an exciting opportunity and Jacobs looks forward to potentially being engaged at a future phase.

Mr. Green stated that even if the response to the RFQ would have gone forward, or even if it does at a later date, if the port and JEA can sit down and try to come up with something that would be suitable for both parties, this potential opportunity would continue to keep the property under the ownership of the taxpayers.

Chairman Shelton thanked Jacobs for their informative presentation. He stated that the port only has an interest in the SJRPP because of its proximity to the water. If not, he stated that we wouldn't even be here and talking about it today.

City Council Liaison Ron Salem stated that he was happy that JEA rescinded the RFQ. He believes that a local entity like the port should have the opportunity to have discussions with JEA prior to them putting out a bid for an RFQ.

## **Reports**

### **R2021-01-01 Engineering and Construction Update**

Mr. James Bennett provided an overview of the key capital and engineering projects.

### **R2021-01-02 Financial Highlights by Beth McCague**

Ms. Beth McCague provided Financial Highlights to the Board in their books for the month of December 2020.

### **R2021-01-03 Financials/Vital Statistics**

Mr. Mike McClung provided an overview of the financials and vital statistics.

### **R2021-01-04 Commercial Highlights**

Mr. Robert Peek provided commercial highlights to the Board for the month of January 2021.

## **Miscellaneous**

There were no emergency purchases or unbudgeted transactions.

## **Adjourn**

There being no further business of the Board, the meeting adjourned at 10:23 a.m.