

**BOARD OF DIRECTORS MEETING**  
**Jacksonville Port Authority**  
**2831 Talleyrand Avenue**  
**December 13, 2017**

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A meeting of the Jacksonville Port Authority Board of Directors was held on Wednesday, December 13, 2017 at the Port Central Office Building, 2831 Talleyrand Avenue, Jacksonville, Florida. Chairman Fleming called the meeting to order at 9:00AM and welcomed all attendees. Mr. John Baker led the audience in the Pledge of Allegiance and moment of silence.

Board Members Attending:

Mr. Ed Fleming, Chairman  
Mr. John Baker, Treasurer  
Mr. Jamie Shelton, Secretary  
Mr. Joe York, Member  
Mr. Jim Citrano, Member

Absent: Mr. John Falconetti, Vice Chairman  
Dr. John A. Newman, Member

Other Attendees:

Mr. Eric Green, CEO  
Mr. Roy Schleicher, EVP/CCO  
Mr. Mike Poole, Chief Financial Officer  
Mr. David Kaufman, Sr. Director, Planning & Commercial Development  
Mr. James Bennett, Sr. Director, Facilities Development  
Mr. Doug Menefee, Terminal Director, Talleyrand  
Mr. Gil Feltel, Chief Legal Counsel  
Ms. Rebecca Dicks, Board Liaison

**Approval of Minutes**

Chairman Fleming called for approval of the October 23, 2017 Board Meeting Minutes. After a motion by Mr. York and a second by Mr. Citrano, the Board unanimously approved the minutes as submitted.

**Public Comments**

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

## Presentations

The following JAXPORT employees were recognized for reaching their anniversary milestones and thanked for their dedicated service:

Linda Williams, Chief, Adm. and Corporate Performance - 25 years

Warren Thomas, Crane Tech II, BIMT - 20 years

Michael Becker, Asst. Manager, Equipment, TMT - 20 years

Rod Ingram, Harbormaster, TMT - 10 years

## New Business

### **BD2017-12-01 Approve the sale of 0.367 acre, more or less, located south of 19<sup>th</sup> Street East and east of Louise Street to Micah Investment Properties, LLC**

Mr. David Kaufman presented this submission for approval of the sale of less than half an acre of port-owned property at Talleyrand to Micah Investment Properties so as to provide their business with more efficient access to their facility.

After a motion was made by Mr. Citrano and a second by Mr. York, the Board voted unanimously to approve this submission.

### **AC2017-11-02 Cruise Terminal Parking Relocation - DPMT**

Mr. James Bennett presented this submission for Board approval of a contract with Pars Construction Services for the construction of a new parking facility and relocation of the Cruise Terminal parking facility to accommodate expansion of JAXPORT's vehicle-handling capabilities at Dames Point.

After a motion by Mr. Shelton and a second by Mr. Baker, the Board voted unanimously to approve this submission.

### **AC2017-11-03 Vessel Scheduling and Billing System**

Mr. Mike Poole presented this submission for Board approval of a contract with SAAB Technologies, LTD for the purchase and maintenance of a vessel scheduling and billing system.

After a motion by Mr. York and a second by Mr. Citrano, the Board voted unanimously to approve this submission.

## CEO Update

Mr. Green stated that Governor Scott released his FY2018/2019 recommended budget to the Senate in November. There is \$23.5 million in this budget for harbor deepening. The Governor continues to lead the charge and stand strong in his commitment to

JAXPORT's harbor deepening project. Mr. Green stated that with the FY17/18 and FY18/19 budgets combined, there is a total of about \$38.5 million dollars committed to our project for Contract B. As for federal money, our team in Washington, DC thinks that we could see a work plan come out in February which could include some funding for our harbor deepening project.

Mr. Green stated that the port is working with the City on a compensatory storm water treatment ordinance that would benefit JAXPORT. If this ordinance passes through City Council, it would assist in the development of our properties. Since land is at a premium for the port, this would be additional acreage for us which means additional revenue. This particular bill will be going through City Council in the upcoming months.

Mr. Green advised that the port continues to work with Korn Ferry on searching for a Deputy Chief Commercial Officer and a Chief Operating Officer. We have a short list on both positions and we are interviewing candidates. We are also sending candidates to Korn Ferry for psychological background testing.

Mr. Green informed the Board that there were several important meetings that have taken place over the last couple of months. One was with Keystone, the private terminal owner located next door to Talleyrand. As you know, in the next 10 to 15 years, Bartram Island, which we use for our dredge spoil disposal, will be reaching capacity. Keystone has an agreement with the Zion site and we have been talking to them about a spoil facility that will allow us to add capacity. We will continue to talk to them to see if we can partner with them on this issue.

Mr. Green stated that we hosted a workshop with Diversified Port Holdings' new CEO, Mr. John Fenton. This workshop was very successful and we discussed the best and highest use of our property, as well as some type of a partnership on future growth and development here at the port.

Mr. Green also met with the leadership of American Honda Manufacturers. They flew in and he had dinner with them to talk about the volumes last year and volumes in the future. Their prediction last year was 25 thousand units. They actually doubled that – they moved 50 thousand units last year and they would like to move more units, but property is an issue. Land availability is an issue for us, but we will continue to work with them.

Mr. Green stated that he and Roy traveled to Norfolk, VA to meet with CMA CGM Group, as well as Norfolk Southern, to talk about their future here at JAXPORT. These were good meetings and he expects to continue these meetings.

## **Reports**

### **R2017-12-01 Engineering and Construction Update**

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

## **R2017-12-02 Monthly Financials/Vital Statistics**

Mr. Michael Poole provided an overview of the monthly financials and vital statistics.

## **R2017-12-03 Business Development Report**

Mr. Roy Schleicher provided a business development update.

### **Other Business**

After a motion by Mr. York and a second by Citrano, the Board unanimously approved travel by one or more Board Members of the Authority for business solicitation purposes or to attend any necessary conferences and/or meetings during the months of January/February, 2018.

### **Miscellaneous**

There were no emergency purchases or unbudgeted transactions.

There being no further business of the Board, the meeting was adjourned at 9:52AM.