

# Port of Philadelphia Port Advisory Committee



**PHILADELPHIA**  
Regional Port Authority

October 7, 2016

# Meeting Agenda

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- Introduction of PRPA's New CEO
- Channel Deepening Update
- Southport Update
- Cargo Statistics Update
- Marketing Update
- Diversity Update

# Philadelphia Regional Port Authority's New CEO

*Jeff Theobald, CEO and Executive Director*



# Channel Deepening

*Lisa Magee, Director of Engineering*



# Channel Deepening Update

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- **Approximately 85% complete.**
- **Rock removal contract in progress**
  - Started 1 December 2015, worked through 15 March 2016
  - Resumed work August 2016
  - Current contract period of performance ends 31 December 2017
- **Reach E (Upper Delaware Bay)**
  - Bids opened 27 September - \$32.6M
  - One year period of performance
- **One contract remains to be bid**
  - Reach B: Marcus Hook Anchorage and Non-Rock Areas
    - To be bid Q4 2016
  - Contract to be completed by 31 December 2017

# Southport

*Gregory Iannarelli, Chief Counsel*



# Southport Update

## Submission Deadlines:

- Site 1 – November 1, 2016
- Site 2 – November 2, 2016



## Shortlisted Respondents

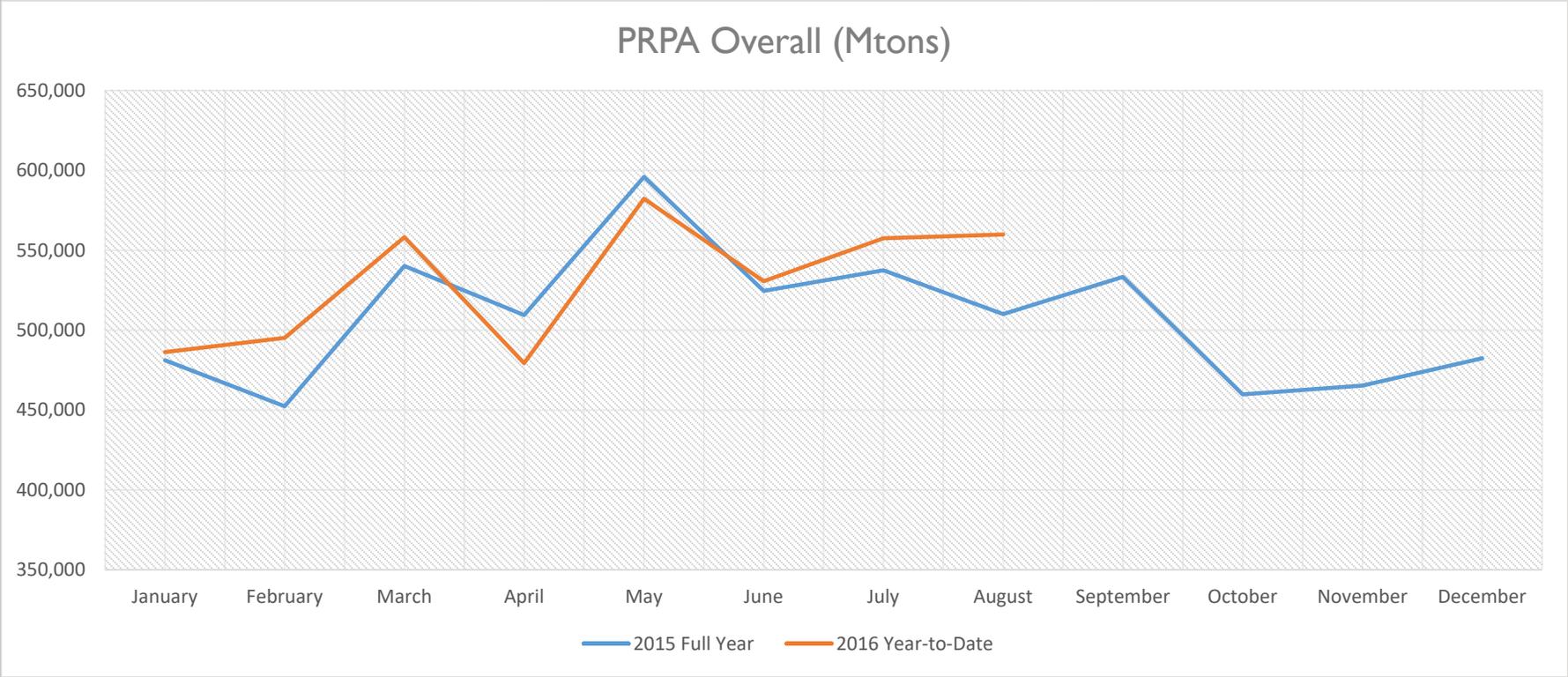
<b>All Shortlisted Respondents</b>	<i>Shortlisted Respondents for Site 1:</i>
CenterPoint Properties	<b>CenterPoint Properties</b> – Development of Ro/Ro, warehousing and other cargo port
Liberty Consortium	<b>Liberty Consortium</b> – Development of a 500,000 TEU container port.
Liberty Property Trust	<b>Philadelphia Energy Solutions</b> - Development of an import/export facility for crude oil and refined oil products. Future development identified for non-energy cargos.
Philadelphia Energy Solutions	<b>Southport Development Group</b> - Development of container port.
Southport Development Group	<i>Shortlisted Respondents for Site 2:</i>
USD Group, LLC	<b>CenterPoint Properties</b> – Development of Ro/Ro, warehousing and other cargo port
	<b>Liberty Property Solutions</b> – Development of 800,000 sq. ft. of warehouse space spread
	<b>Philadelphia Energy Solutions</b> - Development of an import/export facility for crude oil and refined oil products. Future development identified for non-energy cargos.
	<b>Southport Development Group</b> - Development of container port.
	<b>USD Group, LLC</b> - 30 acres of bulk product processing facilities including conveyor, mechanical stacking equipment and bulk storage 45 acres auto storage facility

# Cargo Statistics

*Nicholas Walsh, Director of Strategic Planning & Development*

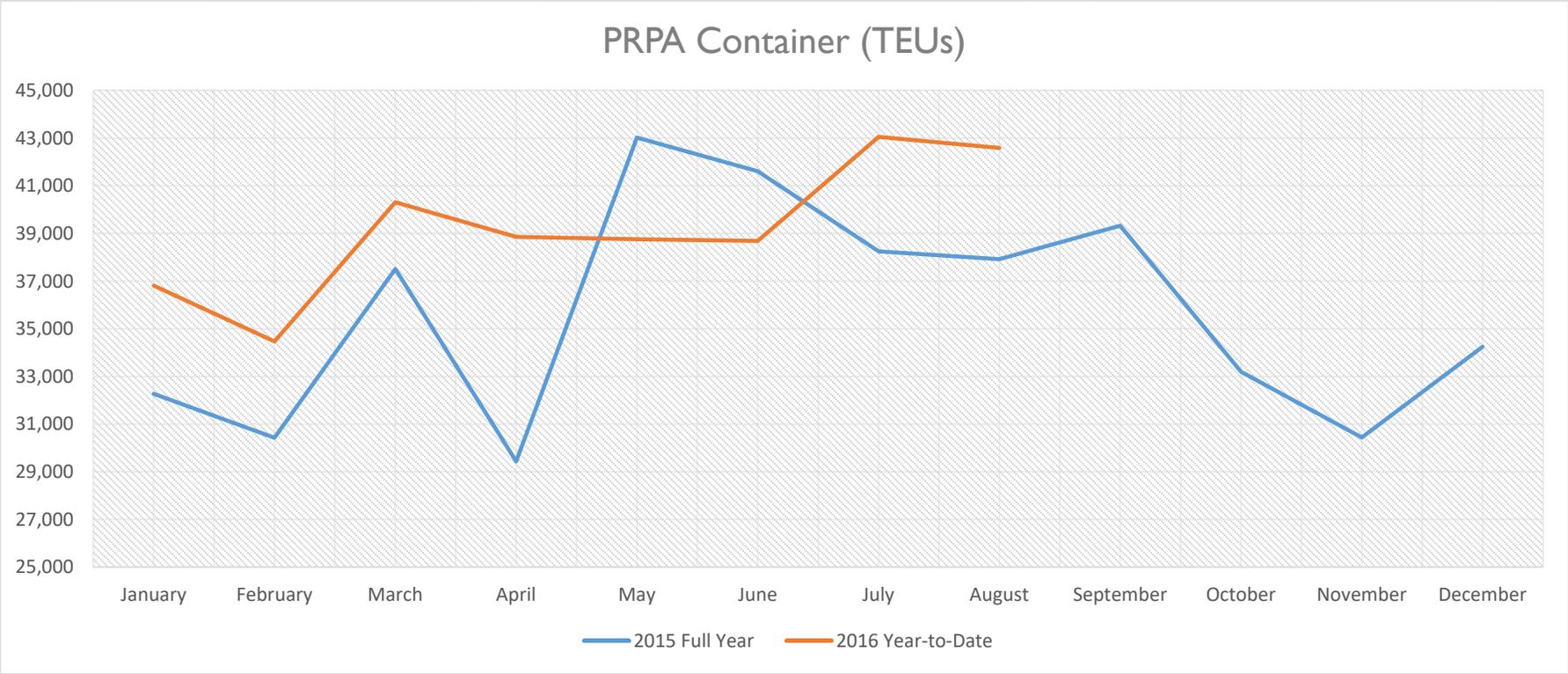


# Cargo Statistics: Overall



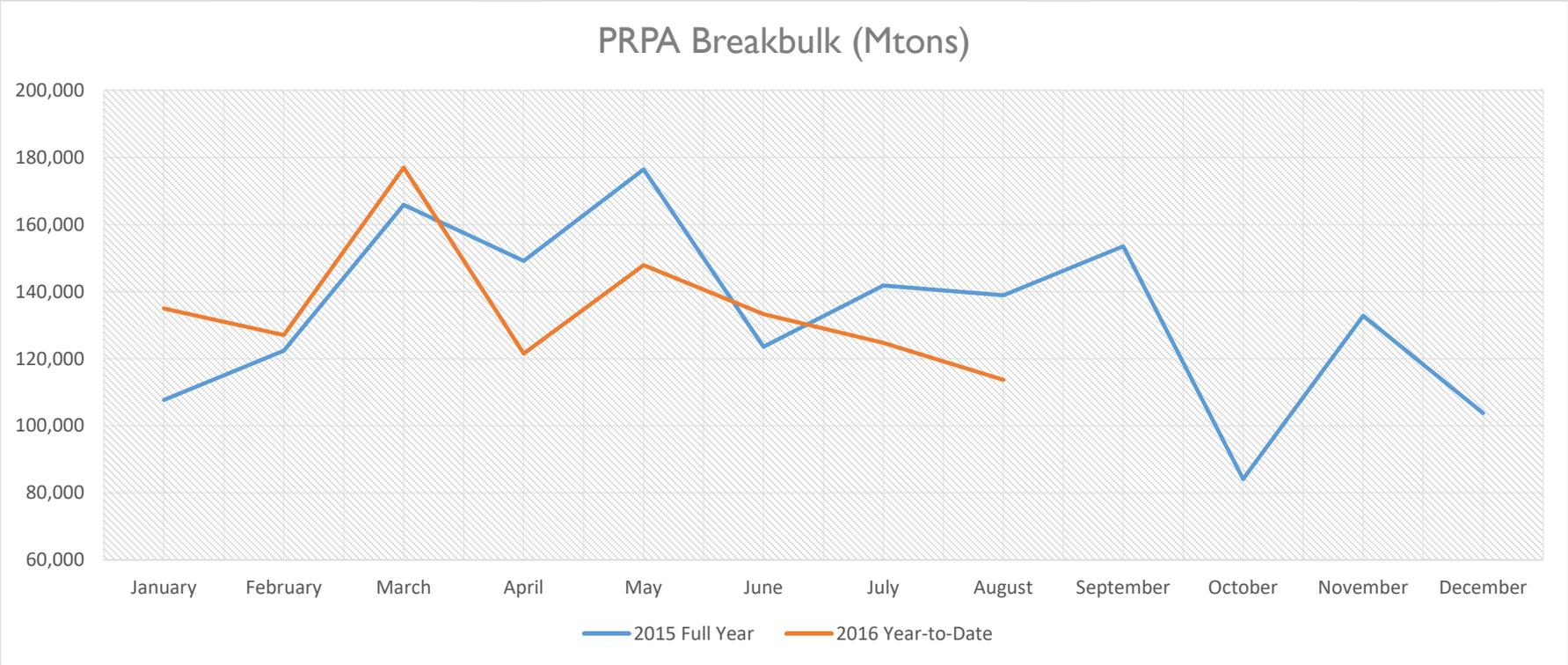
YTD 2015	YTD 2016
4,151,735	4,249,590

# Cargo Statistics: Containers



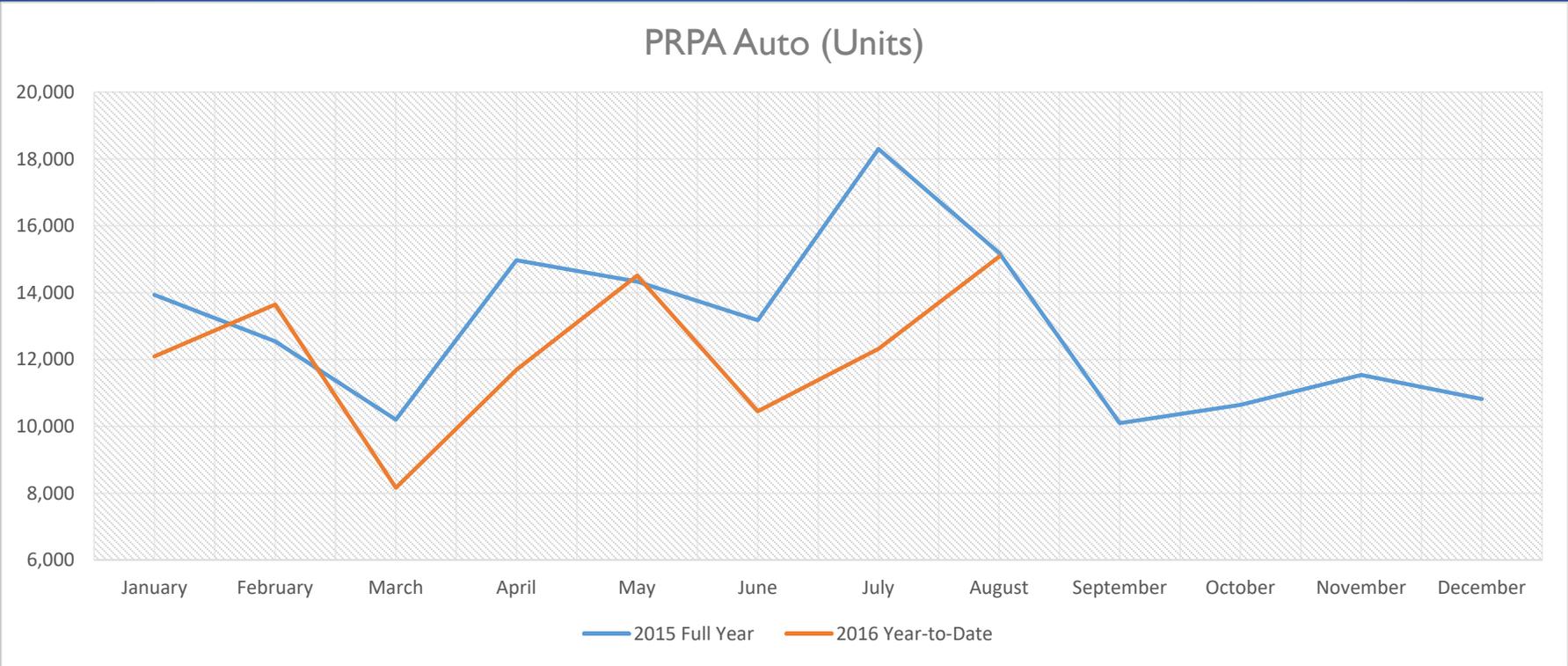
YTD 2015	YTD 2016
290,428	313,521

# Cargo Statistics: Breakbulk



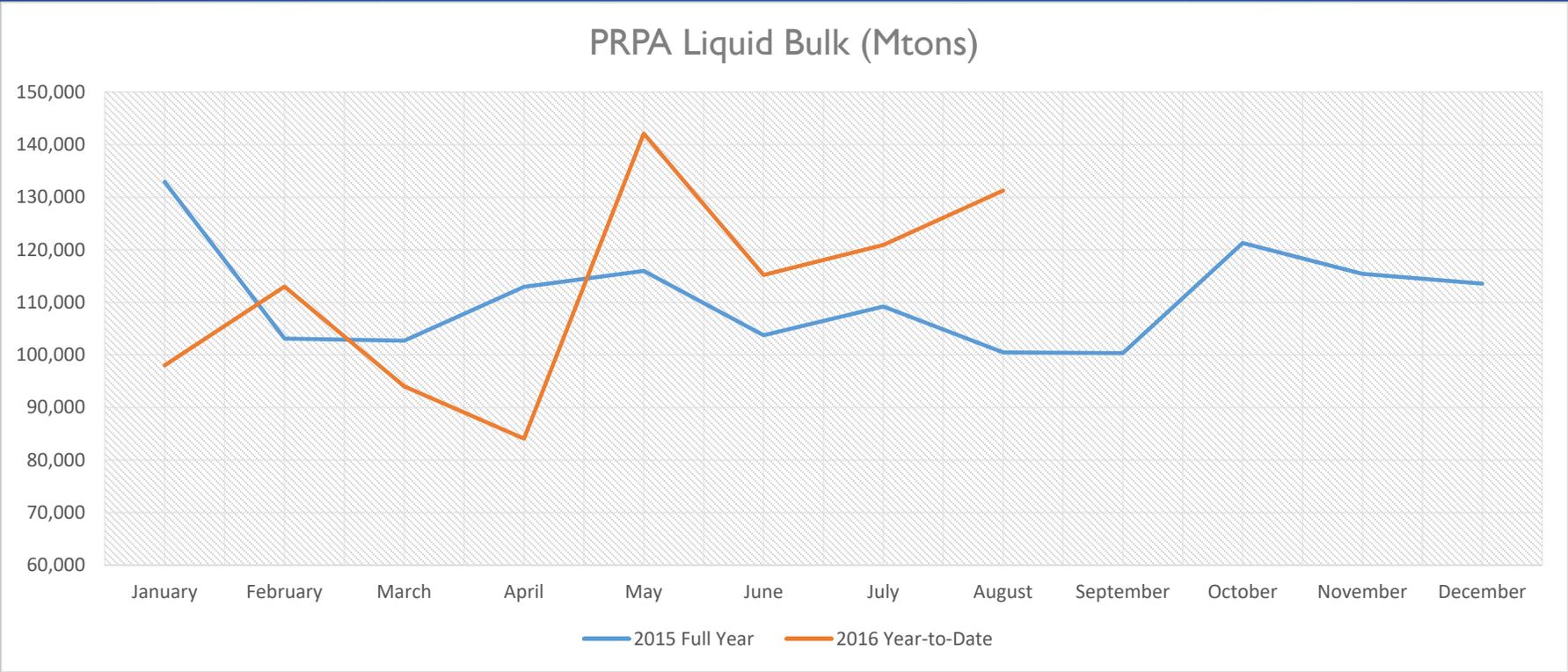
YTD 2015	YTD 2016
1,125,825	1,080,084

# Cargo Statistics: Auto



YTD 2015	YTD 2016
112,649	97,956

# Cargo Statistics: Liquid Bulk



YTD 2015	YTD 2016
881,102	898,657

# Marketing Update

*Sean Mahoney, Director of Marketing*



# Marketing Update

- First call of neo-panamax vessel MSC M/V Sofia Celeste



MSC Brunella transiting through the newly expanded Panama Canal (8-22-16)



MSC Sofia Celeste docked & unloading at Packer Avenue Marine Terminal (8-3-16)

# New Container Services

## via SeaLand

- SAE (South Atlantic Express)
- NAE (North Atlantic Express)
- Atlantico (*direct service to Mexico*)



## via MSC

- Canadian Gulf Bridge (*service to Mexico*)
- NWC – ‘Philadelphia Express’



## NEW Mexican Auto Service

NWC Service – ‘Philadelphia Express’

# Inbound Philadelphia Hinterland Cargo In 2015



Total Inbound Loaded Containers Moving Within 200 Miles of the Port of Philadelphia



\*Mid-Atlantic Ports include New York, Newark, Delaware, Philadelphia, Baltimore and Boston

# Market Trends & New Customers



## Philadelphia #1 U.S. Port for imported beef

- Australia & New Zealand
- **Brazil** – 1<sup>st</sup> shipment arrives in Philadelphia October 13<sup>th</sup>
- **Argentina** – 20,000 mt

## Confirmed surge of Peruvian cargoes

- Port of Philadelphia #1 in U.S. for Peruvian fruit

## Community / Industry Outreach

- Oct. 13<sup>th</sup> – Bucks County Chamber of Commerce
- Oct. 14<sup>th</sup> – PMA Fresh Summit Convention & Expo
- Oct. 20<sup>th</sup> – PA Chamber of Commerce
- Nov. 4<sup>th</sup> – State of the Port (WTA)

## BCO's Outreach

- Porsche
- Saint Gobain

# Marketing Update

## PRPA Brand & Enhancement Campaign

Past PRPA Brand  
Logo



**Philadelphia Regional  
Port Authority**

Updated PRPA Brand  
Logo

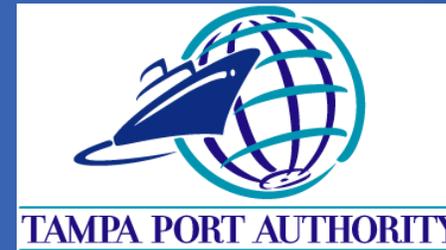


**PHILADELPHIA**  
Regional Port Authority

FUTURE PRPA Brand  
Logo

*Coming Soon*

Old Identities



*The maritime agency, legally remains the Tampa Port Authority.*

New Brand Identities



The **Jacksonville Port Authority (JPA)** also known by its brand name, **JAXPORT**, is the independent government agency in Jacksonville, Florida, that owns and operates much of the seaport system at the Port of Jacksonville.



# Diversity & Inclusion

*Gregory Iannarelli, Chief Counsel*



# Diversity in Contracting



## Old Policy: Goals 10% MBE and 2% WBE

2013-2015	Base Bid	Final Contract Amount	MBE Base	MBE Actual	WBE Base	WBE Actual
Totals:	\$31,155,090.00	\$31,402,594.02	\$2,854,708.89	\$3,086,837.50	\$544,288.63	\$781,417.27
			*9.16%	9.83%	*1.75%	2.49%

*2015:	
Sheet Pile Repair Project	\$2 Million Project MBE Commitment – 7.4% WBE Commitment – .75%
Pier 84 Marine Hardware Repairs	\$1 Million Project MBE Commitment – 8.3% WBE Commitment – 0%

- New Policy in Place - 3 Projects bid out
- Total Bid Price: \$1,742,113.31
- Total Commitment: 20.05% (MBE: 31.69%, WBE: 6.59%, VBE: 0%, SDVBE: 0%, LGBT: 0%)

# Diversity in Contracting

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## Things we are doing better...

Better advertising

Emphasis on diversity at pre-bid meetings

Prime and Sub contractor networking at pre-bid meetings

New and more efficient tracking mechanisms in place

Monthly communications with contractors to ensure up-to-date proof of payment

## Things we can do better...

Focus on construction-based outreach

Transparency – Publish our numbers

Attract subs certified in new categories (Veteran and LGBT)

# On-Call Legal Services RFP Diversity Submissions



- **Advertisement Sent To:**
  - WBENC, SEPTA, Hispanic Chamber, Philadelphia – Office of Economic Opportunity, SBA (Vets/Service Disabled Vets)
- **Pre-proposal Meeting Attendance:**
  - 2 MBE Firms
  - 5 WBE Firms
- **Certified On-Call Firms Selected:**
  - 5 WBE out of 10 Firms
  - 1 MBE out of 10 Firms
  - 1 VBE in process of certification

# PRPA Outreach Event

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**When:** July 14<sup>th</sup>, 2016

**Where:** The Enterprise Center [*Minority Business Development Agency (MBDA)*]

**Attendance:** 100 People

**Informational Tables:**

LGBT – Independent Business Alliance

Veterans – Small Business Alliance

Minority – MBDA

Women - WBENC

**Speakers:** Victoria Hosendorf (MBDA), Mike Pearson (PRPA), Kate Bailey (PRPA)

# Delaware River Stevedores, Inc.

*Robert Palaima, President*



# CSX Transportation, Inc.

*Jennifer Tanner, Manager of Industrial Development*



# Q & A

# Thank you.

