



**MINUTES OF THE BOARD OF DIRECTORS MEETING**  
**July 16, 2025**

**PhilaPort Board Members Present:**

Chairman Michael Pearson, Rocky Bryan, Boise Butler, Robert Clark, David Cuff, Richard Lazer, David Maser, James Shacklett, John Skoutelas, Leigh Whitaker

**PhilaPort Board Members Absent:**

Warren Santone

**PhilaPort Staff Present:**

Jeffrey Theobald, Edward Henderson, Colette Pete, James Walsh, Brian Gocial, Yordania Almonte, Sean Mahoney, George Hutchinson, Ryan Mulvey, Ralph Siliquini

**Commonwealth of Pennsylvania:**

Denise Soisson

**Others:**

Andrew Seidman, Joseph Breen, Max Tuttleman

**Public Session:**

Chairman Pearson convened a Public Session.

**Public Presentations:**

Sean Mahoney presented the Monthly Marketing Update

Brian Gocial presented the Procurement Updates

James Walsh presented the Port Development Updates

Ryan Mulvey presented the Government & Public Affairs Updates

The next order of business was the approval of the Board Meeting Minutes of June 18, 2025. The minutes were moved, seconded, and approved.

**Resolution:**

**2025-06 AUTHORIZATION TO ACQUIRE NORFOLK SOUTHERN  
MUSTIN SITE**

**WHEREAS**, the Philadelphia Regional Port Authority ( “PRPA” or “PhilaPort”) has been authorized under Section 6 of the Act of July 10, 1989, P.L. 291, No. 50, 55 P.S. Sections 697.1-697.24 of the General Assembly of the Commonwealth of Pennsylvania (the “PRPA Act”) to expand industrial and commercial activities of the Commonwealth in the operation and management of port facilities and port-related facilities; and

**WHEREAS**, Section 6(a)(5) of the PRPA Act further provides, in part, that PhilaPort may acquire, by gift or otherwise, purchase, hold, and receive property, real, personal or

mixed, tangible or intangible, or any interest therein, necessary or desirable for carrying out the purposes of the Authority; and

**WHEREAS**, PhilaPort is authorized to expand and enhance the operation of the port and port-related facilities to facilitate the transportation for the handling, storage, loading and unloading of freight, cargo, equipment, materials, supplies and other port-related projects relating to industrial and commercial development; and

**WHEREAS** increased port activity will generate substantial direct and indirect employment and tax revenues for the Commonwealth and will stimulate labor-intensive and other support services vital to the economic well-being of the public; and

**WHEREAS**, PhilaPort staff has determined that the location of the Mustin Site, currently owned by Norfolk Southern Railroad, provides the Port significant opportunity to develop land to support growing containers and automobile volumes; and

**WHEREAS**, The Mustin Site includes a developed intermodal rail facility with potential expansion alternatives that could assist connectivity between the Port and major distribution and consumption locations throughout the United States; and

**WHEREAS**, the owner and PhilaPort have determined the purchase price of the Property to acquire the 152-acre Mustin Site is valued at Ninety Million Dollars (\$90M) subject to certain conditions, contingencies, and approvals; and

**WHEREAS**, the Board of PhilaPort has determined, on the basis of information provided to it (which information is attached hereto as Exhibit “A” and incorporated herein by reference) to approve PhilaPort’s acquisition of the Mustin Site.

**NOW, THEREFORE, BE IT RESOLVED:**

1. PhilaPort hereby authorizes its staff to enter into a Purchase and sales Agreement with Norfolk Southern for the acquisition of the Mustin Site.
2. The Executive Director and CEO of PhilaPort, with the advice of its Chief General Counsel, is hereby authorized and directed to negotiate the specific terms and conditions of the agreements and the Executive Director and CEO is hereby authorized and directed to execute, acknowledge and deliver on behalf of PhilaPort any agreements, documents or other instruments as may be necessary to effectuate such arrangements.

**2025-07 AUTHORIZATION TO RETAIN A PROFESSIONAL SERVICES AGREEMENT WITH FOCUS MEDIA SERVICES, LLC**

**WHEREAS**, the Philadelphia Regional Port Authority (the "Authority") has been authorized under Section 6 of the Act of July 10, 1989, P.L. 119, No. 22, 55 P.S. §§ 697.1 – 697.24, of the General Assembly of the Commonwealth of Pennsylvania (the "PRPA Act") to make and enter into contracts in furtherance of its purposes; and

**WHEREAS**, Section 11(d) of the PRPA Act sets out procedures whereby such contracts may be awarded for professional services in furtherance of the powers and duties of the Authority without competitive bidding; and

**WHEREAS**, the Authority seeks to promote and enhance brand awareness of PhilaPort in the local Philadelphia market through strategic public relations and media efforts; and

**WHEREAS**, in 2024, the Authority awarded Project #24-023.S, titled “Creative, Advertising, and Media Planning Support Services (PR Campaign),” to support this initiative; and

**WHEREAS**, Focus Media Services, LLC (“Focus Media”) previously executed this project, delivering a successful PR campaign that included television commercials, billboards, print advertising, and social media placements; and

**WHEREAS**, Focus Media has provided services to the Authority since 2020, establishing a strong working relationship and gaining a deep understanding of PhilaPort’s mission and operations; and

**WHEREAS**, Focus Media’s familiarity with the Authority’s goals, existing creative assets, and extensive media archive—including drone footage and photography, provide operational efficiencies and cost savings that could not be easily replicated by a new vendor; and

**WHEREAS**, the Authority’s staff recommend entering into a new professional services agreement with Focus Media for a two-year term, at a cost not to exceed \$100,000 per year;

**NOW, THEREFORE, BE IT RESOLVED:**

1. That the Board of the Philadelphia Regional Port Authority hereby authorizes the Executive Director, or his designee, to negotiate and enter into a professional services agreement with Focus Media Services, LLC, for the continuation of Project #24-023.S, for a term of two (2) years and for an amount not to exceed \$100,000 annually.

There being no further public business to come before the board, the Public Session was adjourned.

Respectfully Submitted,

*Yordania Almonte*

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