

**AUTHORIZATION TO ENTER INTO  
ON-CALL MARKETING REPRESENTATIVES CONTRACT**

**Philadelphia Regional Port Authority**

**Resolution No.17  
December 17, 2025**

**WHEREAS**, the Philadelphia Regional Port Authority (“PhilaPort”) has been authorized, under Section 6 of the Act of July 10, 1989, P.L. 291, Sections 697.1 – 697.24 of the General Assembly of the Commonwealth of Pennsylvania (the “PRPA Act”) to make and enter into contracts with respect to port facilities, as such are defined in the PRPA Act, and generally in furtherance of its purposes as stated in the PRPA Act; 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 PhilaPort without competitive bidding; and

**WHEREAS**, the Board of PhilaPort has determined on the basis of information provided by its staff that there exists a need for international and domestic marketing representatives to provide effective marketing representatives to provide effective marketing of PhilaPort’s facilities in said international markets; and

**WHEREAS**, the Board of PhilaPort has determined that an annual budget for the next two (2) years to retain marketing representatives in said regions is not to exceed \$152,540.00 per year (being the total amount of all contracts with projected services added therein) as shown in Exhibit “A”.

**NOW, THEREFORE BE IT RESOLVED:**

1. That PhilaPort hereby authorizes its staff to enter into agreements necessary to retain marketing representatives for the next two years in an amount not to exceed \$152,540.00 per year.
2. That the Executive Director and CEO of PhilaPort, with the advice of Chief Counsel, is hereby authorized and directed to negotiate the specific terms and conditions of the agreement by which the services shall be provided as noted above, 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 agreements.

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**MOVED: John Skoutelas**

**SECONDED: Richard Lazer**

**APPROVAL: YES**

**Qualified Majority Required: Yes**

Pearson\*

Bryan\*\*

Clark\*

Cuff\*\*

Lazer\*\*\*

Perelman\*

Shacklett\*\*

Butler\*\*

Santone\*\*\*

Maser\*

Skoutelas\*\*\*

Gubernatorial Appointee\*

Legislative Appointee\*\*

Gubernatorial Appointee - County Recommendation \*\*\*

**January 1, 2026 - December 31, 2028**  
**Domestic and International Representatives**  
**Estimated Costs**

Area	Annual Retainer	Bi-Annual Bonus*	1st Half	2nd Half	Communications Allowance	Total
<b>Brazil</b>	40,000.00	1,500.00	1,500.00		1,020.00	44,020.00
<b>Europe - Continental</b>	40,000.00	1,500.00	1,500.00		1,020.00	44,020.00
<b>Australia / New Zealand</b>	40,000.00	1,500.00	1,500.00		1,500.00	44,500.00
<b>Travel, Dues, Postage, Promotion, Subscriptions</b>						20,000.00
<b>TOTALS:</b>	<b>\$120,000.00</b>	<b>\$4,500.00</b>	<b>\$4,500.00</b>		\$3540.00	<b>\$152,540.00</b>

**\*Bi-Annual Bonus reflect maximums –  
 Bonus only to be given upon  
 documented review of actions taken  
 promoting the Ports assets. Bonus  
 only to be awarded with a review by the  
 Director of Marketing and the approval  
 of the Executive Director/CEO**