

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

***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**