

## **AUTHORIZATION TO ACQUIRE NORFOLK SOUTHERN MUSTIN SITE**

**Philadelphia Regional Port Authority**

**Resolution No. 2025- 06**

**July 16, 2025**

**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.

**AUTHORIZATION TO ACQUIRE NORFOLK SOUTHERN MUSTIN SITE**

**Philadelphia Regional Port Authority**

**Resolution No. 2025-06**

**July 16,, 2025**

**MOVED: John Skoutelas**

**SECONDED: David Cuff**

**APPROVAL: YES**

**Qualified Majority Required: No**

Pearson\*

Bryan\*\*

Clark\*

Cuff\*\*

Lazer\*\*\*

Maser\*

Shacklett\*\*

Butler\*\*

Santone\*\*\*

Whitaker\*

Skoutelas\*\*\*

Gubernatorial Appointee\*

Legislative Appointee\*\*

Gubernatorial Appointee - County Recommendation \*\*\*

**EXHIBIT "A"**  
**RESOLUTION NO. XX**  
**July 16, 2025**

Land acquisition is and continues to be the cornerstone and an utmost priority for PhilaPort in its expansion efforts along the Delaware River to create jobs and serve as an economic driver for the Commonwealth of Pennsylvania. Strategically located within the Port Zone, PhilaPort has been working in conjunction with the Norfolk Southern Railroad (NSR) to acquire the Mustin Site ("site").

- The Property consists of two (2) deeded parcels totaling approximately 152 acres located adjacent to the Packer Avenue Marine Terminal and Southport Auto Terminal.

Parcel	Acres	Zoning
4401 S. Broad St	127.89	I-3
2 Mustin Road	23.99	I-1

- The Mustin Site can be developed to support facility expansion to increase capacity for a number of uses to include containers and autos.
- The site includes a developed intermodal facility (with potential expansion options) which can support intermodal rail services for containers and automobiles.
- PhilaPort and NSR are finalizing the terms of the Purchase and Sales Agreement (PSA) which includes a timeline of a 60 days due diligence period and 30 days closing from end of due diligence.
- Sales price for the site (\$90 Million) is consistent with appraised value

PhilaPort Staff recommends that PhilaPort acquire the Mustin Site and authorize the Executive Director and CEO to execute, acknowledge and deliver on behalf of PhilaPort any agreements, documents or other instruments as may be necessary to effectuate the purposes of this Resolution

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

**Philadelphia Regional Port Authority**

**Resolution No. 2025 07**

**July 16, 2025**

**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.

**AUTHORIZATION TO RETAIN A PROFESSIONAL SERVICES  
AGREEMENT WITH FOCUS MEDIA SERVICES, LLC Philadelphia**

**Regional Port Authority**

**Resolutions No. 2025-07  
July 16, 2025**

**MOVED:Boise Butler**

**SECONDED:James Shacklett**

**APPROVAL: YES**

**Qualified Majority Required: No**

Pearson\*

Bryan\*\*

Clark\*

Cuff\*\*

Lazer\*\*\*

Maser\*

Shacklett\*\*

Butler\*\*

Santone\*\*\*

Whitaker\*

Skoutelas\*\*\*

Gubernatorial Appointee\*

Legislative Appointee\*\*

Gubernatorial Appointee - County Recommendation \*\*\*



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## Memorandum

**To:** PhilaPort Board of Directors

**From:** Sean Mahoney, Senior Marketing Director

**Date:** July 9, 2025

**RE:** Justification to Enter into Professional Services Agreement with Focus Media Services, LLC

PhilaPort requests authorization to retain the services of Focus Media Services, LLC (Focus Media) for the continuation of the previously awarded project #24-023.S “Creative, Advertising and Media Planning Support Services (PR Campaign)” to promote PhilaPort (The Port of Philadelphia) and increase brand awareness in the local Philadelphia market. Focus Media was selected for this initiative in FY 2024/25 through PhilaPort’s competitively structured procurement process. The firm is uniquely qualified to meet the specific needs of the project, having developed a strong working relationship with the Port since 2020 through multiple projects. Focus Media also brings extensive experience in media, news, and drone/photography work.

Focus Media developed, programmed and executed a successful PR Campaign which ran in Fall 2024. This PR Campaign included TV commercials, billboards, print advertising and social media placement. With the previous relationship, it allows us to work with partners familiar with our mission and our goals, allows us to save significantly in certain areas, such as developing TV commercials. If we were to pursue another vendor to reinstate/extend our PR Campaign efforts, we would be essentially starting from scratch, from building a relationship with the vendor, and building their knowledge about the Port.

Focus Media houses an extensive library of existing PhilaPort drone footage and photographs, resources that will significantly reduce costs and enhance efficiency in PhilaPort's PR campaign efforts.

**Recommendation:**

The PhilaPort staff recommend engaging Focus Media for a two-year term, with costs not exceeding \$100,000 per year.