



PORT OF ALBANY

ALBANY PORT DISTRICT COMMISSION MEETING

September 23, 2019
12:30 P.M.

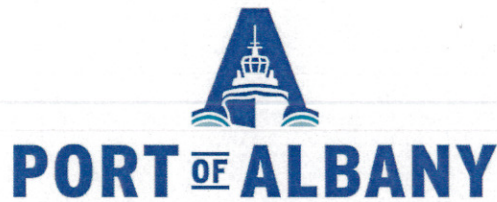
AGENDA

- 1) **Approval of Minutes from the August 14, 2019 Commission meeting (Attached)**
- 2) **Finance Committee Update**
- 3) **General Manager Update**
- 4) **Real Property/Development Update**
- 5) **USS Slater sponsorship request (Resolution 14-2019)**
- 6) **Maritime Business Assessment**
 - **Tonnage/Longshore Labor Report (Attached)**
- 7) **Other Business**
- 8) **Enter Executive Session¹**
- 9) **Exit Executive Session**
- 10) **Next Meeting: October 23, 2019**

¹ Only if necessary (and if approved by a majority vote of the Commission), to discuss:

- a. matters which will imperil the public safety if disclosed;
- b. any matter which may disclose the identity of a law enforcement agent or informer;
- c. information relating to current or future investigation or prosecution of a criminal offense which would imperil effective law enforcement if disclosed;
- d. discussions regarding proposed, pending or current litigation;
- e. collective negotiations pursuant to article fourteen of the civil service law;

- f. the medical, financial, credit or employment history of a particular person or corporation, or matters leading to the appointment, employment, promotion, demotion, discipline, suspension, dismissal or removal of a particular person or corporation;
- g. the preparation, grading or administration of examinations; and
- h. the proposed acquisition, sale or lease of real property or the proposed acquisition of securities, or sale or exchange of securities held by such public body, but only when publicity would substantially affect the value thereof.



ALBANY PORT DISTRICT COMMISSION MINUTES OF A REGULAR MEETING

August 14, 2019

Chairperson Steffens called the meeting to order. In attendance were Commissioners Coffey and Tagliento. Also present were CEO Hendrick, General Counsel Jordan, Economic Development and Procurement Director Daly, Maritime Business Development Manager Vasil, Director of Security Williams, Deputy Director of Security Teller and Lynn Zeronda (CFO For Hire).

Chairperson Steffens thanked the Port team for its work in fulfilling the grant requirements through the Empire State Development Corporation for the Big Lift Warehouse. She also thanked ESD for the grant and their ongoing support of the Port of Albany.

Chairperson Steffens introduced the minutes of the July 24, 2019 Commission meeting. No changes were made to the minutes. Chairperson Steffens called for a motion to approve the minutes of said meeting. A motion was made by Commissioner Coffey, seconded by Commissioner Tagliento and passed unanimously.

MONTHLY FINANCIAL UPDATE

Lynn Zeronda presented the financial report through July. She stated that her earlier forecasts for June and July have held and that slow wharfage fees were expected. She is working with staff to help formulate the 2020 Budget. Lynn is working on reviewing grant revenues and staying on top of cash flow planning and assisting with TIGER and National Grid grant reporting requirements. The Port received \$4 million under the ESD grant. \$1.5 million was reinvested into the Port's investment accounts.

The new CFO is starting August 26th and will work with Lynn and Eileen to transition into the position. The Board should have the 2020 Budget approximately a week ahead of the next Board meeting.

CEO UPDATE

CEO Hendrick updated the Board on the following:

- The Coast Guard meeting on maritime security recovery relating to incident responses between Albany and NYC was held at the Port, along with neighboring terminals and maritime partners.
- CEO Hendrick was invited by the University of Delaware's College of Earth, Ocean and Environment to take part in a tour off the coast of Block Island, RI to see the country's first offshore wind farm, which is owned by Orsted and includes GE components. He attended with a group that included governmental officials, energy development companies, officials from several Northeast U.S. ports, engineering companies and environmental scientists. The group examined the manner in which wind terminals are constructed and learned more about the economic development opportunities fostered by offshore wind development.
- CEO Hendrick met with the owner of the Port of Coeymans to discuss regional offshore wind initiatives.

REAL PROPERTY/DEVELOPMENT UPDATE

Director Daly discussed the planning, permitting and approval process for the proposed port expansion project in Bethlehem. The Planning Board will be holding a Public Hearing in early September and then open the public comment period on the project. At that time the Port's consulting engineering team will present the Draft Generic Environmental Impact Statement report to the Planning Board and the public and respond to questions. The presenting team will include civil, environmental, transportation and land use engineers as well as an economic impact planner.

The Port has been holding initial business development meetings with development interest on the site.

MOU BETWEEN APDC AND RENSSELAER

Chairperson Steffens presented Resolution 11-2019 regarding the Memorandum of Understanding between the APDC and the City of Rensselaer concerning financial assistance related to tax exempt properties in the Port of Rensselaer. The Board agreed that the proposed MOU met the previously approved method agreed to with the City of Albany. Chairperson Steffens called for a motion to approve Resolution 11-2019. A motion was made by Commissioner Coffey, seconded by Chairperson Steffens and passed unanimously.

QUARTERLY CYBERSECURITY UPDATE

Tech II created a report for the Board regarding what has been done to enhance the Port's cybersecurity since being engaged by the Port. The report went over Tech II's work in general, system upgrades, implementation plans and methods and their experience with hacking.

Chairperson Steffens stated that the response was well done and showed positive preventative aspects that would benefit the Port. Commissioner Coffey discussed Tech II's direct reports to the Port with Counsel along with the positive steps taken regarding internal phishing and constant threat monitoring.

MARITIME BUSINESS ASSESSMENT

Manager Vasil provided an overview of the Ships, Barges and Tonnage Report and Longshore Hours Report for July 2019. He noted that heavy lift maritime activity was slower over the summer months but woodpulp/forest product shipments were up. Manager Vasil stated that the Port and FMT recently secured a project involving two large transformers from overseas that should be arriving in November. He noted that the Port and FMT are working to market the new ro-ro ramp and it will be the centerpiece for the breakbulk conference in Houston in October.

OTHER BUSINESS

The Investment Policy was distributed to the Board in advance of the next Finance Committee meeting. Counsel stated that former CFO Smith and Bob Hennes of Hugh Johnson Advisors had discussed the policy and had not recommended any changes at that time. The Board will discuss it further with the new CFO.

PUBLIC COMMENT

No public comments were made.

EXECUTIVE SESSION

Chairperson Steffens called for a motion to enter into Executive Session for a discussion regarding the proposed, pending or current litigation and the proposed acquisition, sale or lease of real property. A motion was made by Commissioner Coffey, seconded by Commissioner Tagliento and passed unanimously.

No action was taken during Executive Session. The regular meeting resumed.

RIS LEASE

Chairperson Steffens presented Resolution 11-2019 regarding a proposed lease between the APDC and Rensselaer Iron and Steel for a two acre parcel located in the Port of Rensselaer. Counsel stated that RIS had responded to the RFP for the property and that the proposed offer of \$17,500 per acre was equal to the most recent appraisal that had been commissioned for the site. The Board agreed that the proposed disposition of the two acres via lease at the appraised value was in the best interest of the APDC as RIS currently operates a successful business adjacent to the proposed site. Chairperson Steffens called for a motion to approve Resolution 12-2019. A motion was made by Commissioner Tagliento, seconded by Commissioner Coffey and passed unanimously.

900 S. PEARL STREET

Chairperson Steffens presented Resolution 13-2019 regarding a proposed sale of the two parcels owned by the APDC at 900 S. Pearl Street in the City of Albany to TJCA, LLC, d/b/a Patriot Tank Lines, Inc. Counsel reported a purchase price offer of \$1,610,000, which equaled the appraised value for each of the two pieces of the property if they were to be sold separately. The offer for the 9.14 acres as a whole was therefore above market rate and the disposition would be in the best interest of the APDC. Counsel was instructed to renegotiate the deposit and adjust the terms for the due diligence period. The Board agreed that the disposition of the 9.14 acres was in the best interest of the APDC. Chairperson Steffens called for a motion to approve Resolution 13-2019. A motion was made by Commissioner Coffey, seconded by Commissioner Tagliento and passed unanimously.

NEXT MEETING

Chairperson Steffens informed all those in attendance that the **next meeting of the APDC Board of Commissioners will be held on Monday, September, 23 2019 at 12:30 p.m.**

The October meeting of the APDC Board of Commissioners will be held on Wednesday, October, 23 2019 at 12:30 p.m.

Chairperson Steffens called for a motion to adjourn the meeting. A motion was made by Commissioner Coffey, seconded by Commissioner Tagliento and passed unanimously. The meeting was adjourned.

**RESOLUTION 14-2019
OF THE
ALBANY PORT DISTRICT COMMISSION**

WHEREAS, the Albany Port District Commission (the “APDC”) is a public corporation and a district corporation of the state of New York (the “State”) established pursuant to Chapter 192 of the Laws of 1925, as amended (the “Act”); and

WHEREAS, the APDC strives to responsibly and effectively manage the publicly-owned maritime Port of Albany-Rensselaer, contributing to the economy of the Capital Region and beyond while emphasizing transparency and public stewardship as prescribed in the APDC Mission Statement; and

WHEREAS, in furtherance of the APDC Mission, the APDC Sponsorship Policy (“Policy”) permits APDC sponsorship of events and for purposes that advances the APDC mission through providing financial assistance in the areas of maritime commerce or economic development; and

WHEREAS, the APDC has been asked to consider sponsoring the 2019 USS Slater Night (“Event”); and

WHEREAS, the Event promotes maritime commerce and maritime-industry services as a whole and endeavors to bring residents and visitors from throughout the Capital Region and beyond to the Hudson River waterfront resulting in greater utilization of the Corning Preserve; and

WHEREAS, the 2019 approved APDC operating budget allocates an amount sufficient to support the Event at a sponsorship level not to exceed \$5,000.

NOW, THEREFORE, BE IT RESOLVED, the APDC finds that this sponsorship request is in accordance with the Policy and authorizes the Chief Executive Officer to pledge APDC sponsorship of the 2019 USS Slater Night in an amount not to exceed \$5,000.

Signed: _____
(Assistant) Secretary

Date of Authorization: September 23, 2019

Prepared by:
Patrick K. Jordan, Esq.

Ships & Barges Report

August-2019

Outbound	2018	2019	Change	Percentage
Heavy Lift/Project	2	0	-2	-100%
Barges-Heavy Lift/Project	0	1	1	100%
Scrap Iron	2	0	-2	-100%
Steel	0	0	0	-
Totals	4	1	-3	-75%

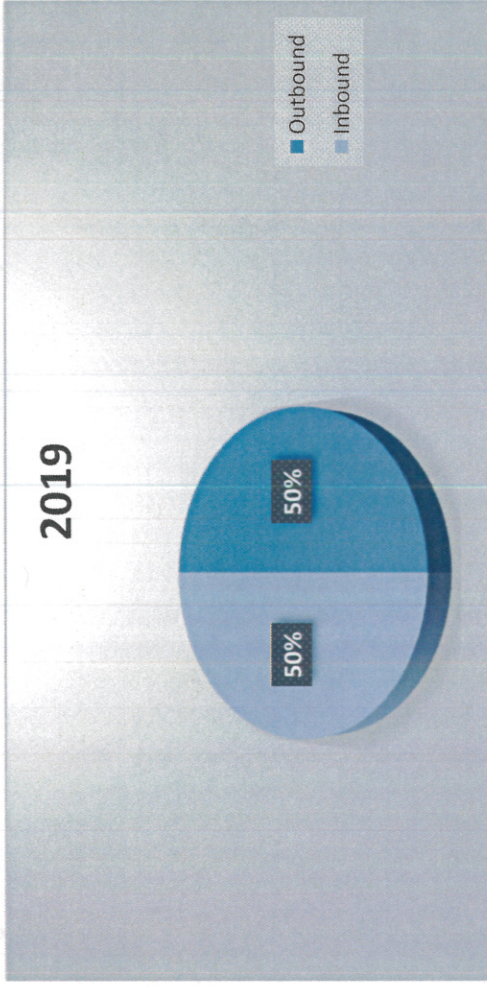
Year to Date

Total	2018	2019	Change	Percentage
Heavy Lift/Project	28	5	-23	-82%
Barges-Heavy Lift/Project	8	4	-4	-50%
Calcium Chloride	1	0	-1	-100%
Molasses/Fertilizer	1	1	0	0%
Scrap Iron	7	3	-4	-57%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	6	7	1	17%
Totals	51	20	-31	-61%

Ships & Barges

	2018	2019	Change	Percentage
Outbound	20	11	-9	-45%
Inbound	31	9	-22	-71%
Totals	51	20	31	-61%

Inbound	2018	2019	Change	Percentage
Heavy Lift/Project	6	0	-6	-100%
Barges-Heavy Lift/Project	1	0	-1	-100%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	1	1	100%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	1	0	-1	-100%
Totals	8	1	-7	-88%



Lay Berth

	2018	2019	Change	%
Outbound	0	0	0	0%
Inbound	0	0	0	0%
Totals	0	0	0	0%

Tonnage Report - Monthly

August-2019

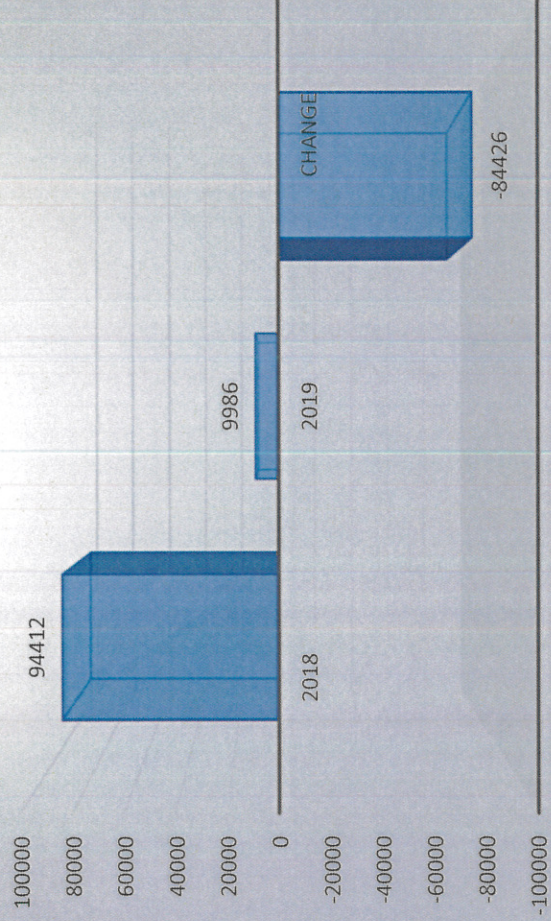
Outbound	2018	2019	Change	Percentage
Heavy Lift/Project	650	0	-650	-100%
Barges-Heavy Lift/Project	0	65	65	100%
Scrap Iron	41848	0	-41848	-100%
Totals	42498	65	-42433	-100%

Inbound	2018	2019	Change	Percentage
Heavy Lift/Project	4223	0	-4223	-100%
Barges-Heavy Lift/Project	485	0	-485	-100%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	9921	9921	100%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	5328	0	-5328	-100%
Totals	10036	9921	-115	-1%

January to Current Month - 2018-2019 Totals

Total	2018	2019	Change	Percentage
Heavy Lift/Project	4873	0	-4873	-100%
Barges-Heavy Lift/Project	485	65	-420	-87%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	9921	9921	100%
Scrap Iron	41848	0	-41848	-100%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	47206	0	-47206	-100%
Totals	94412	9986	-84426	-89%

Monthly tonnage totals



Tonnage Report Monthly

Total	2018	2019	Change	Percentage
Outbound	42498	0	-42498	-100%
Inbound	10036	9986	-50	0%
Totals	52534	9986	-42548	-81%

August-2019

Tonnage Report - Year to Date

Outbound	2018	2019	Change	Percentage
Heavy Lift/Project	7613	2942	-4671	-61%
Barges-Heavy Lift/Project	627	641	14	2%
Scrap Iron	154843	85640	-69203	-45%
Steel	0	0	0	-
Totals	163083	89223	-73860	-45%

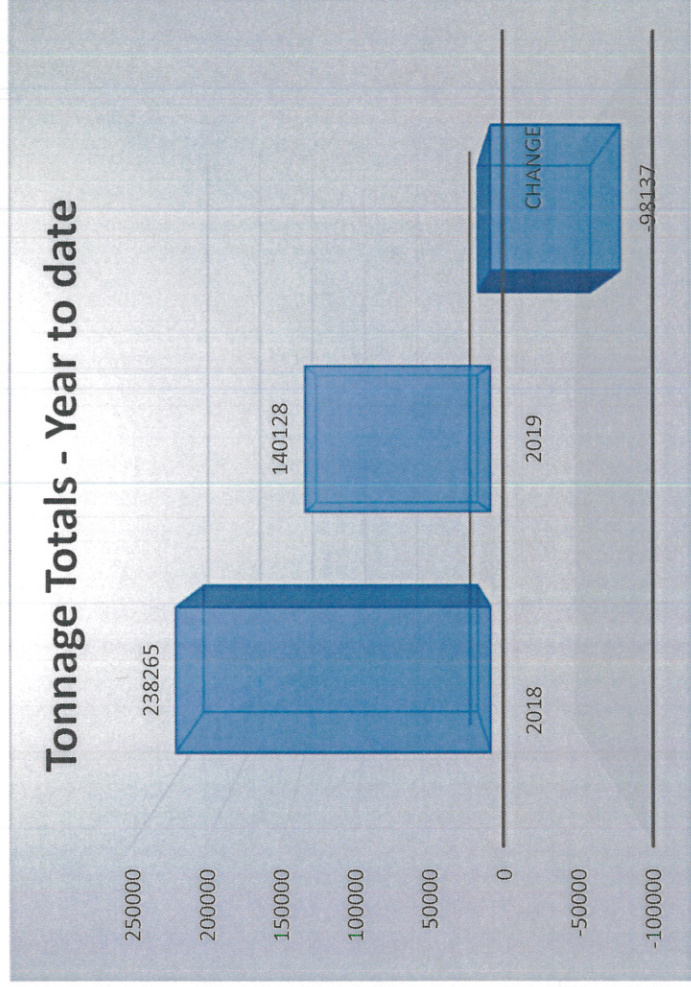
Year to Date

Total	2018	2019	Change	Percentage
Heavy Lift/Project	30471	2942	-27529	-90%
Barges-Heavy Lift/Project	1809	908	-901	-50%
Calcium Chloride	11045	0	-11045	-100%
Molasses/Fertilizer	11026	9921	-1105	-10%
Scrap Iron	154843	85640	-69203	-45%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	29071	40717	11646	40%
Totals	238265	140128	-98137	-41%

Tonnage Report Year to Date

Total	2018	2019	Change	Percentage
Outbound	163083	89223	-73860	-45%
Inbound	75182	50905	-24277	-32%
Totals	238265	140128	-98137	-41%

Inbound	2018	2019	Change	Percentage
Heavy Lift/Project	22858	0	-22858	-100%
Barges-Heavy Lift/Project	1182	267	-915	-77%
Calcium Chloride	11045	0	-11045	-100%
Molasses/Fertilizer	11026	9921	-1105	-10%
Steel	0	0	0	-
Urea	0	0	0	-
Wind Energy	0	0	0	-
Woodpulp	29071	40717	11646	40%
Totals	75182	50905	-24277	-32%



LONGSHORE HOURS

2018-2019 Comparison

	2018	2019
January	1431.0	1253.0
February	2739.0	3589.0
March	2237.5	2729.5
April	3757.0	2541.0
May	12123.5	3749.0
June	7848.5	3470.0
July	3960.5	2048.5
August	6113.5	1205.0
September		
October		
November		
December		
Total:	40210.5	20585.0

2015-2016-2017-2018-2019 Comparison

	2015	2016	2017	2018	2019
January	10272.0	2130.5	5265.0	1431.0	1253.0
February	6784.5	4010.0	4591.0	2739.0	3589.0
March	4995.0	3663.0	6166.0	2237.5	2729.5
April	2701.0	2509.5	9438.0	3757.0	2541.0
May	3803.0	2470.0	6549.5	12123.5	3749.0
June	4795.5	2975.0	6939.0	7848.5	3470.0
July	2689.0	2929.0	5437.0	3960.5	2048.5
August	3482.5	3829.5	2992.0	6113.5	1205.0
September	8224.5	4309.0	3604.5	4905.0	
October	3669.0	5153.5	2738.0	5663.0	
November	3858.0	4146.0	6133.5	2926.5	
December	5529.0	6474.0	2133.5	4480.0	
Total:	60803.0	44599.0	61987.0	58185.0	20585.0

