



**ALBANY PORT DISTRICT COMMISSION
MEETING
OCTOBER 27, 2021
IMMEDIATELY FOLLOWING THE FINANCE CMTE. MEETING**

AGENDA

- 1) Approval of Minutes from the September 22, 2021 Commission meeting (Attached)
- (Chairperson intro and discussion of minutes by Board)**
- 2) Public Comment**
- 3) Financial Update (by CFO Stuto/Chairman Coffey)**
- 4) Proposed 2022 Budget (Resolution 22-2021) (by CFO Stuto/Chairman Coffey)**
- 5) CEO Update (by CEO Hendrick)**
- 6) Real Property/Development Update (by CCO Daly)**
- 7) Gov. Relations and Representation Contract (Resolution 23-2021) (by CEO Hendrick)**
- 8) Maritime Business Assessment (Mgr. Vasil)
- Tonnage/Longshore Labor Report (Attached)**
- 9) Other Business (Chairperson)**
- 10) Enter Executive Session¹**
- 11) Exit Executive Session**
- 12) Next Meeting: November 17, 2021**

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
SEPTEMBER 22, 2021

Chairperson Steffens called the meeting to order. In attendance were Commissioners Abriel, Cinquanti, Coffey and Tagliento. Also present were CEO Hendrick, General Counsel Jordan, CCO Daly, CFO Stuto, DSI Skubon, Maritime Business Development Manager Vasil, Director of Security Williams and Deputy Director of Security Teller.

Chairperson Steffens introduced the minutes of the August 18, 2021 Board meeting. No changes were made to the minutes. Chairperson Steffens called for a motion to approve the minutes. A motion was made by Commissioner Coffey, seconded by Commissioner Cinquanti, and passed unanimously.

PUBLIC COMMENT

No public comments were made.

FINANCIAL UPDATE

Chairperson Steffens noted that the Finance Committee met prior to the Board meeting. Commissioner Coffey reported that CFO Stuto presented and reviewed the proposed 2022 Budget which outlined the goals and objectives that constitute revenue assumptions and expense projections. He mentioned that some discussion took place. Commissioner Coffey noted the CFO Stuto will present the 2022 budget for adoption at next month's Board meeting.

The adopted 2022 Budget will be posted on the APDC website and delivered to the cities of Albany and Rensselaer for public posting.

CEO UPDATE

CEO Hendrick updated the Board on the following:

- CEO Hendrick congratulated Counsel Jordan on receiving the Donald D. DeAngelis Excellence in Alumni Services Award from Albany Law School.
- Port staff met with representatives from Equinor to discuss the progression on the new offshore wind initiatives.
- Port Team will be meeting with Town of Bethlehem Engineers regarding the permit application to discuss the water flows and fire protection flows pertaining to the project site.
- CEO Hendrick will be attending a AAPA Conference on Sept. 26 – Sept. 29 where he will be certified as a Board Representative of the North Atlantic Port Region.
- Maritime activity has been strong over the last month.

REAL PROPERTY/DEVELOPMENT UPDATE

CCO Daly reported that the Port Team hosted an American Congressional Exchange, which brought together two congressmen of the Port to participate in discussions related to renewable energy and the current initiatives evolving at the Port of Albany. These discussions provided an opportunity for all parties to share information and provide different perspectives. The Port team also hosted the American Clean Energy Group, an advocacy group related to renewable energy, who produced a video which highlighted the Port of Albany and included CEO Hendrick, Mayor Sheehan and South End resident Willie White. Port Staff has been meeting regularly with Equinor in person to discuss progress on the expansion project as well as offshore wind initiatives. The Port Team along with an owner from Marmen joined a meeting with the South End Neighborhood Association to discuss their intentions relating to workforce development. Residents were very receptive to the discussions that took place with Marmen.

Work continues to advance on the design and engineering aspects of the expansion project. The permit schedule has been adjusted to allow for air permitting to be performed now rather than further in the process. CCO Daly noted that the project is at the construction assessment level and that the project team will be reviewing and resubmitting a revised project budget within the next month or so.

CONVEYANCE OF COUNTY PROPERTY

Chairperson Steffens presented Resolution 20-2021 for the Conveyance of County Property. The acquisition will enable the transportation of cargo via rail through the district. Port staff recommended the acquisition of the .043-acre portion of land. Chairperson Steffens called for a motion to acquire the .043-acre portion of land located at 209 Church Street for a purchase price of \$8,000.00 and any and all costs associated with the closing. A motion was made by Commissioner Abriel, seconded by Commissioner Tagliento and passed unanimously.

FORKLIFT REPAIRS

Chairperson Steffens presented Resolution 21-2021 for Forklift Equipment Repairs. Four responses were received from the RFP. After review of the proposals, the review team recommended that the Board award the contract to Taylor NE. Some discussion followed. Chairperson Steffens called for a motion to approve Resolution 21-2021, awarding the contract to Taylor NE at a cost not to exceed \$21,569.26. A motion was made by Commissioner Tagliento, seconded by Commissioner Cinquanti and passed unanimously.

EXECUTIVE SESSION

There was no Executive Session.

MARITIME BUSINESS ASSESSMENT

Manager Vasil provided the Board with the Ships & Barges and the Tonnage & Longshore Hours Report for August 2021. He also presented to the Board an update on the potential development of a barge service.

- Ships and barges are up 24% from last year.
- Overall tonnage is up 30% from last year.
- Longshore hours have increased from last year primarily due to the extensive work related to a shipment of subway car bodies that came into the port last month.

OTHER BUSINESS

No other business for discussion

NEXT MEETING

Chairperson Steffens informed all those in attendance that **the next meeting of the APDC Board of Commissioners will be held on Wednesday, October 27, 2021 immediately following the Finance Committee Meeting held at 11:30 a.m.**

Chairperson Steffens called for a motion to adjourn the meeting. A motion was made by Commissioner Cinquanti, seconded by Commissioner Abriel and passed unanimously.

**RESOLUTION 22-2021
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; 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, section 5, paragraph 4 of the APDC Enabling Legislation (“Legislation”) requires the APDC to “formulate and adopt a financial program”; and

WHEREAS, in accordance with the Public Authorities Accountability Act of 2005 (“PAAA”), the APDC is required to adopt the 2022 Budget no later than November 1, 2021; and

WHEREAS, the APDC Board of Commissioners has reviewed the proposed 2022 Budget;

NOW, THEREFORE, BE IT RESOLVED, that the APDC approves the 2022 APDC Budget.

Signed: _____
(Assistant) Secretary

Date of Authorization: October 27, 2021

Prepared by:
Patrick K. Jordan, Esq.

**RESOLUTION 23-2021
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 established pursuant to Chapter 192 of the Laws of 1925, as amended; 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, the APDC utilizes services for Government Relations and Representation to assist with communications, strategic development, support and grant, funding or resource development from local, state and federal agencies; and

WHEREAS, the APDC issued an RFP for Government Relations and Representation on July 23, 2020, leading to the receipt of four responses from which the APDC awarded a three year contract; and

WHEREAS, due to changes in the structure of the firm currently representing the APDC, staff recommends that the current contract be terminated; and

WHEREAS, a principal partner at the firm that the APDC is currently utilizing has demonstrated a particular high level of skill and effectiveness providing excellent results advising the APDC on legislative and governmental strategy and acting as a liaison on specific issues that impact the APDC is now associated with a new firm; and

WHEREAS, in order for the APDC to maintain a continuity and integrity of services and to maintain the successful representation of the APDC on current critical projects and Port-related issues, it is recommended that the APDC award a new professional services contract for Government Relations and Representation to Catalyst New York, LLC.

NOW, THEREFORE, BE IT RESOLVED, that the APDC awards the Government Relations and Representation contract to Catalyst New York LLC for a two year term with two one year options at a cost not to exceed \$5,000 per month and authorizes the Chief Executive Officer to execute the necessary documents to facilitate the contract.

Signed: _____
Secretary

Date of Authorization: October 27, 2021
Prepared by: Patrick K. Jordan, Esq.

Ships & Barges Report

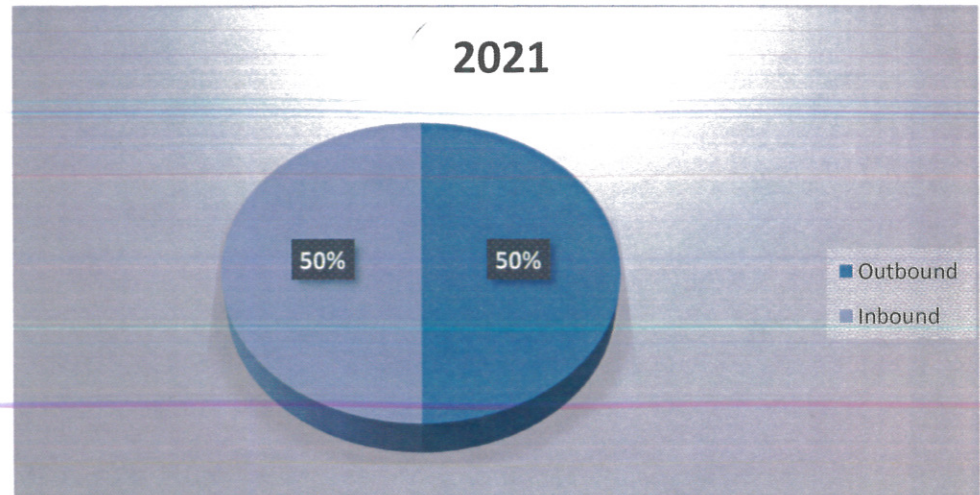
September-2021

Outbound	2020	2021	Change	Percentage
Heavy Lift/Project	2	2	0	0%
Barges-Heavy Lift/Project	1	0	-1	-100%
Scrap Iron	0	0	0	-
Steel	0	0	0	-
Totals	3	2	-1	-33%

Inbound	2020	2021	Change	Percentage
Heavy Lift/Project	0	0	0	-
Barges-Heavy Lift/Project	0	1	1	100%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	0	0	-
Steel	0	0	0	-
Lumber	0	0	0	-
Containerboard	0	0	0	-
Woodpulp	1	1	0	0%
Totals	1	2	1	100%

Year to Date

Total	2020	2021	Change	Percentage
Heavy Lift/Project	7	12	5	71%
Barges-Heavy Lift/Project	7	4	-3	-43%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	1	0	-1	-100%
Scrap Iron	4	5	1	25%
Steel	0	2	2	100%
Lumber	0	0	0	-
Containerboard	0	0	0	-
Woodpulp	10	12	2	20%
Totals	29	35	6	20%



Ships & Barges

	2020	2021	Change	Percentage
Outbound	17	18	1	6%
Inbound	12	17	5	42%
Totals	29	35	6	20%

Lay Berth

	2020	2021	Change	Percentage
	0	4	4	100%
	1	9	8	800%
Change	1	5	4	400%
%	0%	125%	125%	125%

September-2021

Tonnage Report - Monthly

Outbound	2020	2021	Change	Percentage
Heavy Lift/Project	1095	1016	-79	-7%
Barges-Heavy Lift/Project	445	0	-445	-100%
Scrap Iron	0	0	0	-
Steel	0	0	0	-
Totals	1540	1016	-524	-34%

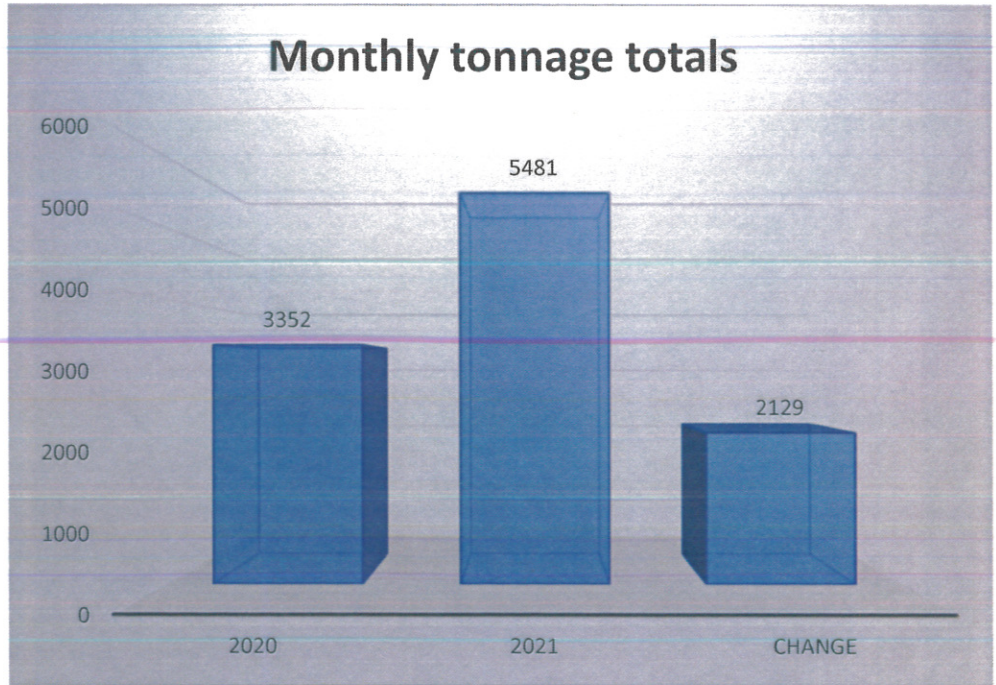
Inbound	2020	2021	Change	Percentage
Heavy Lift/Project	0	0	0	-
Barges-Heavy Lift/Project	0	498	498	100%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	0	0	-
Steel	0	0	0	-
Lumber	0	0	0	-
Containerboard	0	661	661	100%
Woodpulp	1812	3306	1494	82%
Totals	1812	4465	2653	146%

September- 2020-2021 Totals

Total	2020	2021	Change	Percentage
Heavy Lift/Project	1095	1016	-79	-7%
Barges-Heavy Lift/Project	445	498	53	11%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	0	0	0	-
Scrap Iron	0	0	0	-
Steel	0	0	0	-
Lumber	0	0	0	-
Containerboard	0	661	661	100%
Woodpulp	1812	3306	1494	82%
Totals	3352	5481	2129	64%

Tonnage Report Monthly

Total	2020	2021	Change	Percentage
Outbound	1540	1016	-524	-34%
Inbound	1812	4465	2653	146%
Totals	3352	5481	2129	64%



September-2021

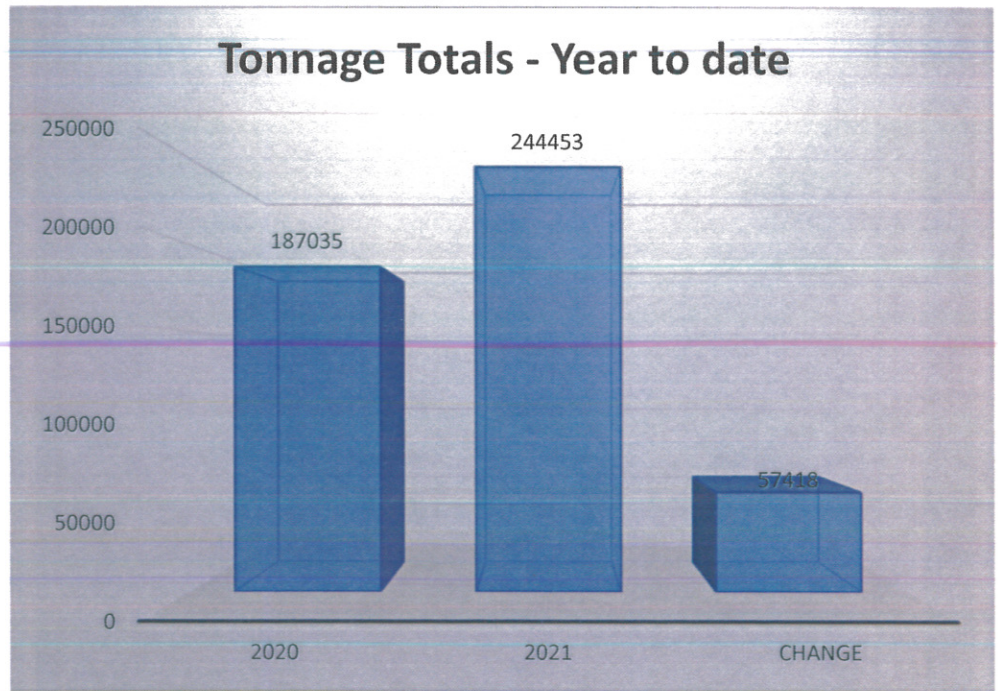
Tonnage Report - Year to Date

Outbound	2020	2021	Change	Percentage
Heavy Lift/Project	2498	6147	3649	146%
Barges-Heavy Lift/Project	2216	1954	-262	-12%
Scrap Iron	100731	109589	8858	9%
Steel	0	0	0	-
Totals	105445	117690	12245	12%

Inbound	2020	2021	Change	Percentage
Heavy Lift/Project	728	1850	1122	154%
Barges-Heavy Lift/Project	0	498	498	100%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	14809	0	-14809	-100%
Steel	0	0	0	-
Lumber	0	60111	60111	100%
Containerboard	0	3635	3635	100%
Woodpulp	66053	60669	-5384	-8%
Totals	81590	126763	45173	55%

Year to Date

Total	2020	2021	Change	Percentage
Heavy Lift/Project	3226	7997	4771	147%
Barges-Heavy Lift/Project	2216	2452	236	11%
Calcium Chloride	0	0	0	-
Molasses/Fertilizer	14809	0	-14809	-100%
Scrap Iron	100731	109589	8858	9%
Steel	0	60111	60111	100%
Lumber	0	0	0	-
Containerboard	0	3635	3635	100%
Woodpulp	66053	60669	-5384	-8%
Totals	187035	244453	57418	31%



Tonnage Report Year to Date

Total	2020	2021	Change	Percentage
Outbound	105445	117690	12245	12%
Inbound	81590	126763	45173	55%
Totals	187035	244453	57418	31%

LONGSHORE HOURS

2020-2021 Comparison

	2020	2021
January	2709.5	7018.0
February	3317.5	5363.0
March	3214.0	3151.0
April	2531.0	4781.0
May	3280.0	3489.0
June	2159.0	2755.5
July	2504.5	2156.5
August	2351.5	5191.5
September	1870.0	2417.0
October		
November		
December		
Total:	23937.0	36322.5

2017-2018-2019-2020-2021 Comparison

	2017	2018	2019	2020	2021
January	5265.0	1431.0	1253.0	2709.5	7018
February	4591.0	2739.0	3589.0	3317.5	5363
March	6166.0	2237.5	2729.0	3214.0	3151
April	9438.0	3757.0	2541.0	2531.0	4781
May	6549.5	12123.5	3748.0	3280.0	3489
June	6939.0	7848.5	3470.0	2159.0	2755.5
July	5437.0	3960.5	2048.5	2504.5	2156.5
August	2992.0	6113.5	1205.0	2351.5	5191.5
September	3604.5	4905.0	2771.5	1870.0	2417
October	2738.0	5663.0	2163.0	2831.0	
November	6133.5	2926.5	1696.0	2775.5	
December	2133.5	4480.0	2850.5	2467.0	
Total:	61987.0	58185.0	30064.5	32010.5	36322.5

