

PORT AUTHORITY TRANS-HUDSON CORPORATION

MINUTES

Wednesday, September 17, 2014

Action on Minutes	32
Report of Committee on Operations	32
PATH – Journal Square Transportation Center – Agreement for Professional Retail Brokerage Services	33

MINUTES of the Meeting of Port Authority Trans-Hudson Corporation held Wednesday, September 17, 2014 at 2 Montgomery Street, City of Jersey City, County of Hudson, State of New Jersey

PRESENT:

NEW JERSEY

Hon. John J. Degnan, Chairman
 Hon. Richard H. Bagger
 Hon. George R. Laufenberg
 Hon. William P. Schuber
 Hon. David S. Steiner

Patrick J. Foye, President
 Deborah L. Gramiccioni, Vice-President and Secretary
 Darrell B. Buchbinder, Counsel

Thomas E. Belfiore
 Thomas L. Bosco
 Steven J. Coleman
 Nicole Crifo
 Stephanie E. Dawson
 John C. Denise
 Joseph P. Dunne
 Karen E. Eastman
 Diannae C. Ehler
 Michael A. Fedorko
 Sean M. Fitzpatrick
 Michael B. Francois
 Cedrick T. Fulton
 Robert E. Galvin
 David P. Garten
 Lash L. Green
 Juan Guzman
 Linda C. Handel
 Michael Hennessy
 Mark D. Hoffer
 Stephen Kingsberry
 Cristina M. Lado
 Richard M. Larrabee
 Christopher M. Lee
 John J. Liantonio
 John H. Ma
 Stephen Marinko
 Ronald Marsico
 Michael G. Massiah
 Daniel G. McCarron
 Gerard McCarty

NEW YORK

Hon. Scott H. Rechler, Vice-Chairman
 Hon. Kenneth Lipper
 Hon. Jeffrey H. Lynford
 Hon. Jeffrey A. Moerdler

Elizabeth M. McCarthy
James E. McCoy
David J. McGrath
Carlene V. McIntyre
Paul A. Pietropaolo
Jared Pilosio
Steve L. Pisciotta
Joseph Ponzo
Monika A. Radkowska
Brian W. Simon
Timothy G. Stickelman
Robert A. Sudman
Virginia J. Trubek
I. Midori Valdivia
Christopher M. Valens
Lillian D. Valenti
Michael L. Valletta
Sheree R. Van Duyne
Laverne Watson
Kathryn Winfree
Cheryl A. Yetka
Peter J. Zipf

Guests:

Amy Herbold
Kerstin Sundstrom

Speakers:

Murray Bodin
Tania Canfuxferrer
Scherly Charles
Margaret Donovan
Richard Hughes
Yvonne Garrett-Moore
Henry Pacheco
Cyndi Steiner
Hon. Loretta Weinberg
Neile Weissman

The public meeting was called to order by Chairman Degnan at 1:47 p.m. and ended at 3:28 p.m. The Board met in executive session prior to the public session.

Action on Minutes

Counsel submitted for approval Minutes of the meeting of July 23, 2014. He reported that copies of these Minutes were delivered to the Governors of New York (in electronic form) and New Jersey (in paper form) on July 24, 2014. He reported further that the time for action by the Governors of New York and New Jersey expired at midnight on August 7, 2014.

Whereupon, the Board of Directors unanimously approved the Minutes of the meeting of July 23, 2014.

Report of Committee on Operations

The Committee on Operations reported, for information, on matters discussed in public session at its meeting on September 17, 2014, which included discussion of a retail brokerage agreement to support the marketing and leasing of retail space at the Journal Square Transportation Center, and the report was received.

PATH – JOURNAL SQUARE TRANSPORTATION CENTER – AGREEMENT FOR PROFESSIONAL RETAIL BROKERAGE SERVICES

It was recommended that the Board authorize the President of Port Authority Trans-Hudson Corporation (PATH) to enter into a retail brokerage agreement with Cushman & Wakefield, Inc. (C&W) to market and lease approximately 47,000 square feet of retail space at the Journal Square Transportation Center (JSTC), with the potential to expand to 69,000 square feet, for a period of three years, with an option for PATH to extend the agreement for up to two additional one-year periods.

The proposed agreement would provide an opportunity for PATH to optimize the revenue potential at the JSTC, in light of the resurgence of real estate development in the Journal Square area and consistent with recommendations included in a prior consultant study conducted for PATH by HR&A Advisors, Inc., in partnership with Beyer Blinder Belle, to maximize retail space opportunities at JTSC. In addition to the recommendation to retain professional brokerage services, the study identified certain existing space within the JSTC that could be modified and repurposed for retail use, totaling approximately 22,000 square feet.

Consistent with the recommendations included in the study, in June 2014 a Request for Proposals was publicly advertised for professional retail brokerage services for the JSTC. Two proposals were received and evaluated by a selection committee, based on the qualifications and experience of staff, the qualifications and experience of the firm, and the technical and management approach for the required services. The cost of the proposers' services was evaluated on a "best-buy" basis. It was determined that C&W was the highest rated proposer.

It is expected that this agreement would result in an improved retail experience for JSTC patrons and enhance the overall retail revenue potential of the JSTC. It is estimated that over the initial three-year term of the Retail Brokerage Agreement, C&W would earn leasing commissions of approximately \$230,000.

Pursuant to the foregoing report, the Board adopted the following resolution, with Directors Bagger, Degnan, Laufenberg, Lipper, Lynford, Moerdler, Schuber and Steiner voting in favor; Director Rechler recused and did not participate in the consideration of, or vote on, this item. Counsel confirmed that sufficient affirmative votes were cast for the action to be taken, a quorum of the Board being present.

RESOLVED, that the President be and he hereby is authorized, for and on behalf of Port Authority Trans-Hudson Corporation (PATH), to enter into a retail brokerage agreement with Cushman & Wakefield, Inc. to market and lease approximately 47,000 square feet of retail space at the Journal Square Transportation Center, with the potential to expand to 69,000 square feet, for a period of three years, with an option for PATH to extend the agreement for up to two additional one-year periods; and it is further

RESOLVED, that the form of the foregoing agreement shall be subject to the approval of Counsel or his authorized representative.

Whereupon, the meeting was adjourned.

Counsel