Meeting Date: March 8, 2017 | Meeting Location: Maher Training Room, Elizabeth, NJ

Attendees: Molly Campbell, Susan Winfrey (on behalf of John Nardi), Gary Cross, John Atkins, Frank Grossi, Jim Mara, David Cicalese, Dick Jones (on behalf of Jeff Bader), Tom Adamski, Jon Donnelly, Jeff Evanoff, Randy Bayles, John Farrell (on behalf of Phil Connors), Keith Lovetro, Al Donofrio (on behalf of Adele Fasano), Jeff Flumignan, Mike McGuinness, Anne Strauss-Weider, Beth Rooney, Amanda Valdes

Excused: Mike Wilson, Dennis Daggett, Wilby Whitt, Bill Shea, Thorkild Hove, Steven Schulein

Guests: Bob LaMura, Mike DiVirgilio, Nick Raspanti, Dan Pastore, Charles Cunningham

Agenda:

1.) Welcoming Remarks
2.) State of the Port - 2016 Year End and January 2017
3.) Key Takeaways from TPM Conference
4.) Implementation Team Updates (as necessary)
   a. Equipment
   b. Customer Care
   c. Gate Operations
   d. Workforce Development Implementation
   e. Rail
5.) Old Business
   a. Anticipated Service Changes
6.) New Business
   a. Vessel Coordination Work Group
   b. Unified Messaging Campaign
7.) Open Forum
8.) Next Steps and Action Items

Welcoming Remarks:

State of the Port:

- 2016 was the second best year on record with 3.6 million containers
  - Down 1.7% compared to 2015
  - November and December 2016 were record months
    - Both saw volumes in excess of 300,000 containers
- January 2017 volumes 8.3% compared to 2016
  - 4th consecutive monthly record
- There may be a slight decline in March volumes due to Chinese New Year
- Changes in Alliances may also affect volumes in spring months
  - Terminals focused on moving empties out of their yards
- 11 million square feet of warehouse space under construction in New Jersey to support changes in retail industry
- NJTPA working to develop forecast models and offered assistance to members
**Key Takeaways from TPM Conference:**

- Panel discussions held about the Port’s readiness to handle larger vessels
- Market share was also discussed – an important metric, but not the only one. Growth is key.
  - Port of New York & New Jersey maintains a national market share of approximately 15%
  - Potential for market share increase as more production shifts to Vietnam, India, and South East Asia
    - Transit via Suez Canal makes most sense geographically
    - Approximately 75% of the existing Suez services make their first port of call at the Port of New York & New Jersey
- Conference continues to grow:  
  - 2,200 participants
  - Noticed more BCO participation than in previous years
  - Important for the Port to maintain a presence at the annual conference

**Implementation Team Updates:**

**Equipment (Section Amended 3.15.17)**

- One of the Port’s three equipment providers has gained the support of the ILA and has entered into an agreement with them to operate a chassis pool  
  - Proposed pool rules and operating guidelines were sent to the other intermodal equipment providers (IEPs)  
  - Both came back with concerns and suggested changes, most of which were accepted  
  - Both requested review of agreement with ILA  
    - Agreement will be shared if both parties signed a Non-Disclosure Agreements (NDA) which has been shared with them
- Council members representing trucking sector suggested IEPs implement a temporary solution to the issue
  - Doesn’t have to be perfect, but could improve the situation until a formal agreement is finalized
- All agreed that there is a need for predictive metrics to replace today’s reactive environment with a pro-active approach
- Ocean carriers and other stakeholders expressed concern that after two years, there are still no concrete plans amongst the IEPs to begin the operation of a port-wide chassis pool  
  - Interoperability is necessary to avoid port congestion as larger vessels are able to transit the Bayonne Bridge

**Customer Care**

- KPI collection is pending the identification of information on which metrics other ports are reporting are, methodology and frequency.
- Welcome new thoughts and ideas & offered assistance to all teams

**Gate Operations**

- GCT Bayonne’s appointment window has been increased an hour, now 6:00 AM to 9:00 AM
- Focus group met last week and enhancements have been implemented to address appointment availability
- Mindful of the impacts of a three-hour appointment window on afternoon operations
- Port community should not underestimate the impact of Alliance changes
PA and CPP’s Government Outreach Team will assist in the promotion of these changes and develop messaging, such as the PA’s Breaking Waves to keep port customers and service providers informed.

- **TIPS progress continues**
  - A redesign for the home page should be available by the end of the week and improved vessel schedule is nearing completion.

### Workforce Development

- Steady progress among the three sub-committees
  - Job Bank committee met with the Council for Airport Opportunities to join their effort or replicate their model
    - MassPort has a similar program for their aviation and maritime sectors sponsored by the FAA
    - Committee also intends to meet with the PA Aviation Department
    - Discussions to be held with TransPORTS, who works alongside US Department of Labor
      - Provide incentives to companies that hire within the transportation sector
  - Education and Curriculum Awareness committee exploring school-to-school and school-to-industry networks
  - Marketing Awareness committee continues plans for two Career Fairs
    - Emphasize career opportunities within the supply chain and not just the Port
    - Suggested changing the name to avoid any confusion that companies will be accepting resumes at that time
    - Target event dates mid-June and mid-October
    - Next committee meeting later this month
    - Info-graphic fact sheet under development

### Rail

- PA has brought on a new employee to focus on intermodal rail business
  - Rail Working Group will be re-instated

### Old Business:

- Anticipated service changes discussed earlier
- Council will work with Marine Terminal Operators to document and explain changes as they are announced

### New Business:

- Results of 14,000-18,000 TEU ship simulations announced
  - Both can transit safely after the Bayonne Bridge is raised
  - There will be operational parameters (weather, tide etc.)
  - Larger vessels will be cascading into the market gradually
    - Gives us time to address operational issues as they come up
- Vessel Coordination Work Group created to identify all coordination needed for vessels to transit
  - First meeting held today
  - Will communicate Standard Operating Procedures when they are developed
- Unified Messaging Campaign
  - Port community needs to communicate that they are working together
    - One Message, One Vision, One Result
  - Port cannot take cargo for granted - Shippers have choices
Open Forum: *(Section Amended 3.20.17)*

- Council needs a new member representing BCOs. We thank Pat Hackett from Bed Bath & Beyond for his dedication to the PPTF and CPP over the past three years.
  - EZ Pass Issues
    - Additional cameras needed to capture front license plate on commercial vehicles
  - Work continues to resolve driver misclassification issue
  - FAST Act appropriations for each state can use up to 10% of award for intermodal projects
  - NJTPA developing Truck Traffic Management Best Practices handbook
    - Emphasizes the need for a 24-hour supply chain
  - Jersey City Police Department worked with GCT Bayonne to prevent trucks cutting the line
  - Both the Assembly and Senate in the State of New Jersey have introduced bills to create more oversight of the Waterfront
    - New measures would include the governors’ review and approval of the Waterfront Commission’s meeting minutes

**Action Items/Deliverables for Next Meeting:**

- PA Leadership will reach out to IEPs for a better understanding of the issues surrounding ILA’s requested Non-Disclosure Agreement
- Begin framing of Breaking Waves messages regarding Alliance changes