



PORT OF OSWEGO
AUTHORITY

Regular Meeting of the Board of Directors of the Port of Oswego Authority

Monday, August 21, 2023

4:30 pm Meeting

AGENDA

Regular Meeting

- 1. Call to Order**
- 2. Presentation and discussion of Economic Impacts of Maritime Shipping in the Port of Oswego report.**
- 3. Motion 08-21-2301: To approve the Minutes of the 07-17-2023 regular monthly meeting (Exhibit A)**
- 4. Administrative Operational Report: (Exhibit B)**
- 5. Administrative Financial Reports: (A) Primary and (B) Subsidiary**
Motion 08-21-2302: To accept July's Primary Financial Reports and Subsidiary Financial Reports.
 - A. Primary Financial Reports: (Exhibit C-1)**
-Cash Position
 - Subsidiary Financial Reports: (Exhibit C-2)**
-Monthly Bills
- 6. Chairman's Report**
- 7. Committee Reports**
 - a. Executive Committee**
 - b. Audit and Finance Committee**
 - c. Governance Committee**
 - d. Planning and Development Committee**
- 8. Old Business**
- 9. New Business**

MISSION STATEMENT

The mission of the Port of Oswego Authority is to serve as an economic catalyst in the *Central New York Development Council District Region* by providing diversified and efficient transportation services and conducting operations in a manner that promotes regional growth and development while being mindful of our responsibility to serve as a steward of the environment.

10. AD HOC MOTIONS REQUIRED AS A RESULT OF MEETING BUSINESS:

Motion 08-21-230 : To

Motion 08-21-230 : To

11. Motion 08-21-2303: To move to executive session for CSEA negotiations.

12. Motion 08-21-2304: To resume regular monthly meeting.

13. Motion 08-21-2305: To adjourn the regular monthly meeting.

**Next Regular Monthly Board Meeting is scheduled for
Monday, September 18, 2023 @ 4:30pm**

MISSION STATEMENT

The mission of the Port of Oswego Authority is to serve as an economic catalyst in the *Central New York Development Council District Region* by providing diversified and efficient transportation services and conducting operations in a manner that promotes regional growth and development while being mindful of our responsibility to serve as a steward of the environment.

ECONOMIC IMPACTS OF MARITIME SHIPPING IN THE PORT OF OSWEGO



TABLE OF CONTENTS

ABOUT THIS REPORT	1
INTRODUCTION	2
CHAPTER I	
METHODOLOGY	3
1. FLOW OF IMPACTS	5
2. IMPACT STRUCTURE	6
3. SUMMARY OF METHODOLOGY	7
4. COMMODITIES INCLUDED IN THE ANALYSIS	9
5. ESTIMATE OF TONNAGE	9
6. EXPANSION OF THE 40-PORT IMPACT MODELS TO MEASURE SYSTEM-WIDE IMPACTS	9
CHAPTER II	
ECONOMIC IMPACTS OF THE PORT OF OSWEGO	10
1. JOB IMPACTS	10
2. REVENUE IMPACTS	10
3. PERSONAL INCOME AND LOCAL CONSUMPTION IMPACTS	11
4. FEDERAL, STATE AND LOCAL TAX IMPACTS	11
ABOUT MARTIN ASSOCIATES	12

ABOUT THIS REPORT

*A report titled **Economic Impacts of Maritime Shipping in the Great Lakes-St. Lawrence Region** was published in July, 2023. It was prepared by Martin Associates of Lancaster, Pennsylvania, which was retained to prepare this study by a consortium of U.S. and Canadian Great Lakes - St. Lawrence Seaway System stakeholders. The study sponsors were: the Great Lakes - St. Lawrence Seaway Development Corporation, the St. Lawrence Seaway Management Corporation, the American Great Lakes Ports Association, the Chamber of Marine Commerce, the Lake Carriers' Association, and the Shipping Federation of Canada.*

The analysis includes the economic impacts generated by marine cargo activity on the Great Lakes-St. Lawrence Seaway system, including U.S. domestic commerce, Canadian domestic commerce, bi-national commerce between the two countries, and international traffic moving between the Great Lakes-Seaway region and overseas destinations. The impacts are measured for the year 2022 and are presented in terms of total economic impacts at the bi-national regional level, the country level, and the state/provincial level.

*This report, **Economic Impacts of the Port of Oswego**, isolates the economic impacts created by all cargo and vessel activity at the Port of Oswego.*

INTRODUCTION

From the earliest days of European settlement, the Great Lakes and St. Lawrence River have been utilized as a means of transportation. Great Lakes cities were founded as trading posts along a vast marine highway that facilitated commerce in an era pre-dating railroads and highways. This relationship to the water has enabled the region to thrive and today, the Great Lakes-St. Lawrence region is the industrial and agricultural heartland of both the United States and Canada.

Over the last 200 years, navigation improvements in both the United States and Canada have enhanced the waterway. The Welland Canal first connected Lake Ontario and Lake Erie in 1829, enabling vessels to bypass Niagara Falls. The Soo Locks have made the St. Marys River navigable, connecting Lake Superior to the lower four Great Lakes and the St. Lawrence Seaway. The St. Lawrence Seaway has tamed the St. Lawrence River, enabling ships to sail from Lake Ontario to the Atlantic Ocean since 1959.

The resulting deep-draft inland navigation system is the longest in the world, extending 3,700 kilometers (2,300 miles) into the North American heartland. This bi-national trade corridor complements the region's rail and highway network and offers customers a cost effective, safe, reliable, and environmentally smart means of moving raw materials, agricultural commodities and manufactured products to and from domestic and global markets. Cargoes include iron ore, coal, steel, aluminum, machinery, stone, cement, grain, sugar, fertilizers, road salt, petroleum products and containerized goods. These cargoes become the staples of everyday life – food and other household items; buildings, factories, roads and bridges; vehicles and planes; and the energy that powers cities and towns.

Three distinct vessel-operator communities serve the waterway. These include U.S. domestic carriers ("U.S. Lakers") transporting cargo between ports on the Great Lakes, Canadian domestic carriers ("Canadian Lakers") operating between ports on the Great Lakes and the St. Lawrence River and Canadian coastal waters, and ocean-going vessel operators ("Salties"), which operate between the region's ports and overseas destinations. These carriers serve more than 110 system ports located in each of the eight Great Lakes states and the provinces of Ontario and Quebec.

In addition to locks, ships and ports, a host of maritime service providers work to ensure the safe, reliable, and efficient transport of cargo. These include stevedores, warehouse employees, freight forwarders, dockworkers, crane operators, vessel agents, dredging contractors, marine pilots, truck drivers and port rail operators, tugboat operators and shipyard workers.

This report is designed to provide the navigation community, transportation planners, government policy makers and the general public with a realistic assessment of the contributions made by commercial maritime shipping at the Port of Oswego.

CHAPTER I

METHODOLOGY

This section describes the methodology utilized to produce the report titled Economic Impacts of Maritime Shipping in the Great Lakes-St. Lawrence Region, which was published on July, 2023. The economic impacts related specifically to the Port of Oswego are included in that broader Great Lakes-St. Lawrence study, and have been isolated and reported separately in this document. The impacts are measured for the year 2022.

The Great Lakes, their connecting channels and the St. Lawrence River extends from the western-most point in Duluth, Minnesota, to eastern Quebec. This analysis examines the economic impacts created by cargo and vessel activity at all marine terminals located along this transportation corridor – in the states of Minnesota, Wisconsin, Illinois, Indiana, Michigan, Ohio, Pennsylvania and New York, and the provinces of Ontario and Quebec. Included are terminals owned by public port authorities such as municipalities, counties, and independent port agencies, as well as those owned and operated by private companies.

The study methodology is based on analysis of a core group of 40 Canadian and U.S. Great Lakes-St. Lawrence River ports. The 40 individual ports are listed in **Exhibit I-1**.

The study team conducted detailed interviews with marine terminal operators, service providers, railroads, port tenants and other stakeholders at each port. The firms included in the interview process were identified from the following sources:

- Greenwood's Guide to Great Lakes Shipping
- Port directories
- Interviews with port authorities associated with the 40 individual ports
- Supplemental lists provided by stakeholders

① The Great Lakes St. Lawrence Seaway Development Corporation (GLS), the St. Lawrence Seaway Management Corporation (SLSMC), the American Great Lakes Ports Association (AGLPA), the Chamber of Marine Commerce (CMC), the Lake Carriers Association (LCA), and the Shipping Federation of Canada (SFC).

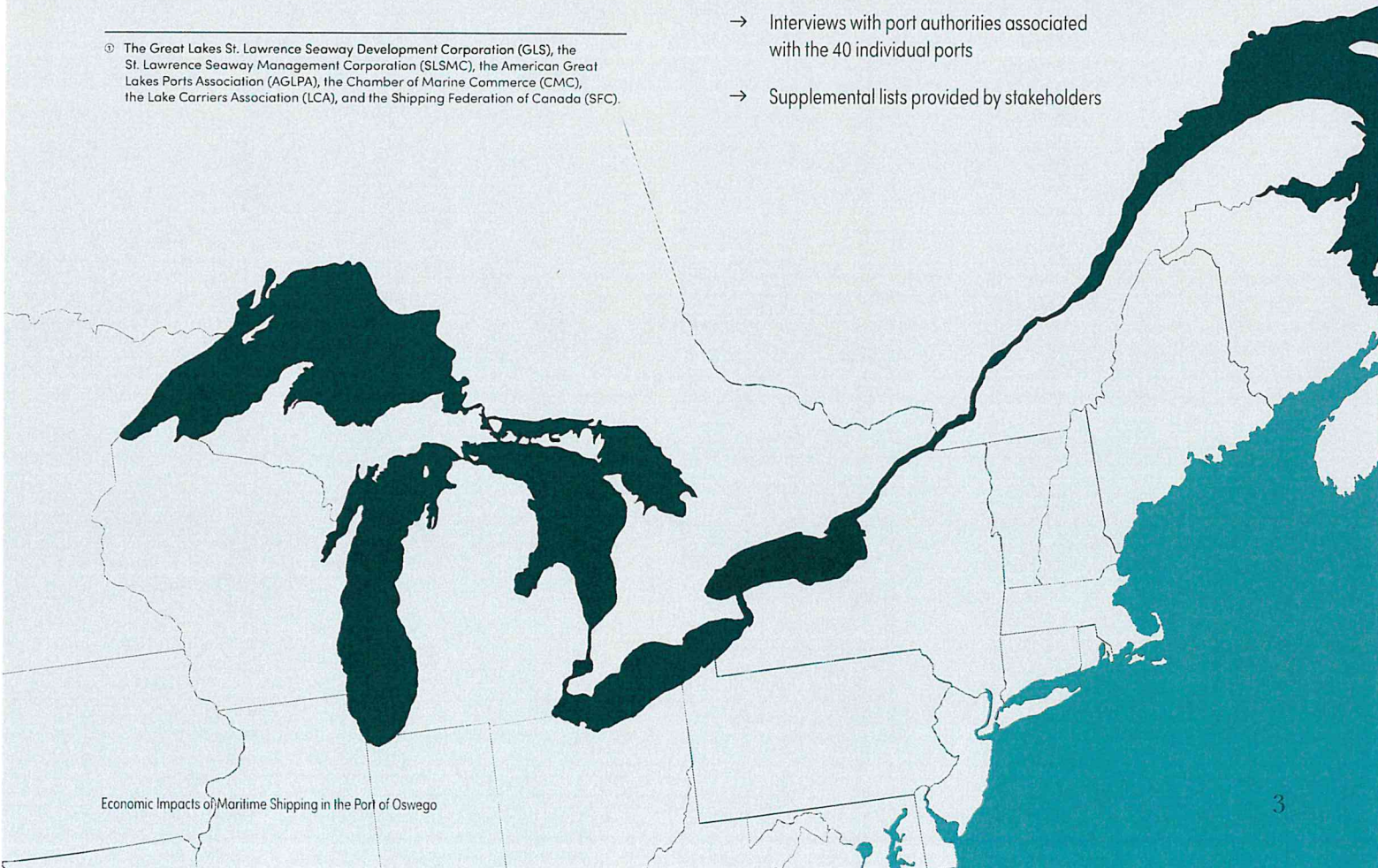


EXHIBIT I-1

INDIVIDUAL PORTS MODELLED

U.S. Ports (19)

Ashtabula

Burns Harbor

Calcite

Chicago

Cleveland

Conneaut

Detroit

Duluth

Erie

Green Bay

Lorain

Milwaukee

Monroe

Muskegon

Oswego

Saginaw River

Superior

Toledo

Two Harbors

Canadian Ports (22)

Baie-Comeau

Becancour

Goderich

Hamilton

Havre-Saint-Pierre

Johnstown

Meldrum Bay

Montreal

Nanticoke

Oshawa

Port Alfred

Port-Cartier

Quebec

Saguenay

Sarnia

Sept-Îles

Sorel

Thunder Bay

Toronto

Trois-Rivieres

Valleyfield

Windsor

In total, nearly 800 firms with more than 1,100 operations throughout the region were identified. All firms were contacted by telephone to collect the data required to assess direct impacts and develop the individual port models.

These firms provided data in the following categories:

- Jobs
- Income
- Revenue
- Local purchases
- Terminal operational specifics:
 - Modal splits
 - Hinterland distribution patterns
 - Rail and truck rates
 - Rail yard specifics

To measure the impacts of marine cargo moving via individual ports and private terminals not included in the core group of 40 ports, Martin Associates developed prototype economic impact models.

These models were used to expand the individual port impacts to a state/provincial level, thus incorporating the cargo tonnage at all marine terminals located within a specific state or province.

For the purpose of determining economic impacts, the report uses a tonnage handled figure. "Handled" refers to both the shipping (exporting) of the cargo from a system port, and to the receipt (importing) of that cargo in a system port. Because economic activity is created every time cargo is handled, for the purposes of this study, cargo moved between ports within the region has been handled twice. By contrast, cargo moved between the region's ports and overseas ports has been handled once (in the region).

1. FLOW OF IMPACTS

Waterborne cargo activity at a marine terminal contributes to the local, regional, state/provincial, and national economies by generating business revenue for firms that provide vessel and cargo-handling services at the terminal.

These companies, in turn, provide employment and income to individuals, and pay taxes to federal, state/ provincial, and local governments. **Exhibit I-2** shows how activity at marine terminals generates impacts throughout the local, regional, state/provincial, and national economies. As this exhibit illustrates, the economic impact of a port cannot be reduced to a single number, as the port activity creates several impacts – the **revenue impact, employment impact, personal income impact, and tax impact.**

These impacts are non-additive. For example, the income impact is part of the revenue impact, and adding together these impacts would result in double-counting.

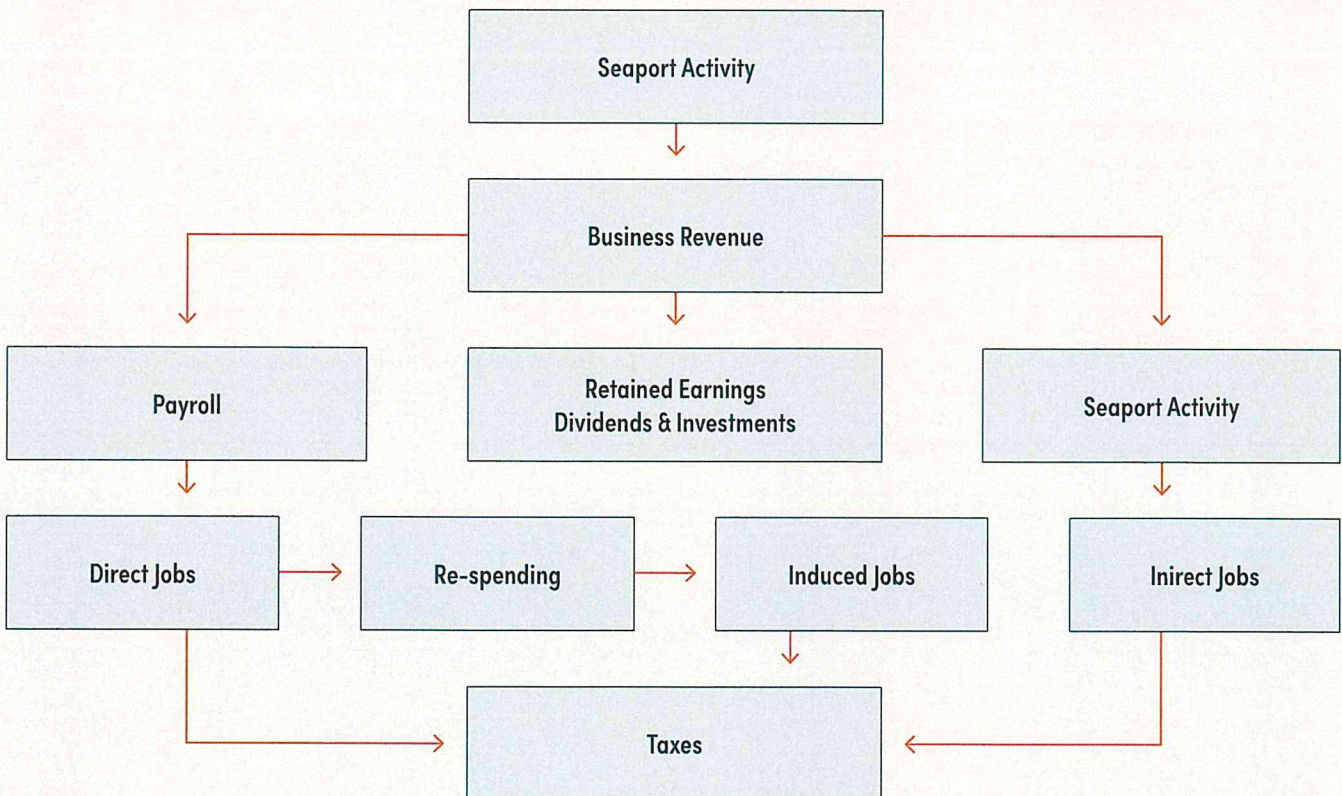
The report also provides a total economic activity value, which is explained later in this chapter.

1.1. BUSINESS REVENUE IMPACT

At the outset, activity at a port generates business revenue for firms that provide services. This business revenue impact is dispersed throughout the economy in several ways; it is used to hire people, purchase goods and services, and pay federal, state and local taxes. The remainder may be used to pay stockholders, retire debt or make investments, or may be held as retained earnings. Note that the only components of the revenue impact that can definitely be identified as remaining in the local economy are those portions dispersed in the following ways: salaries to local employees; local purchases by individuals and businesses directly dependent on the seaport; contributions to federal, state/provincial and local taxes; tenant lease payments to the port authorities; and wharfage and dockage fees paid by the steamship lines to the individual port authorities.

EXHIBIT I-2

FLOW OF ECONOMIC IMPACTS GENERATED BY MARINE ACTIVITY



1.2. EMPLOYMENT IMPACT

Employment is measured in terms of full-time equivalent jobs, as defined by 2,080 hours per year per full-time worker. The employment impact of the port activity consists of three levels of job impacts:

- **Direct employment impact** – jobs directly generated by seaport activity. Direct jobs generated by marine cargo include jobs with railroads and trucking companies moving cargo between inland origins and destinations, and the marine terminals, as well as the jobs of longshoremen and dockworkers, steamship agents, freight forwarders, stevedores, and others. It should be noted that jobs classified as “directly generated” are those that would experience near-term dislocation if the activity at the marine terminals was discontinued.
- **Induced employment impact** – jobs supported throughout the local, regional and national economies because individuals directly employed due to port activity spend their wages locally on goods and services such as food, housing and clothing. These jobs are held by residents located throughout the region, since they are estimated based on local and regional purchases.
- **Indirect employment impact** – jobs supported within the region due to purchases of goods and services by firms, not individuals. These jobs are estimated directly from local purchases data supplied by the 800 companies interviewed as part of this study. They include jobs with office supply firms, maintenance and repair firms, parts and equipment suppliers, and others.

1.3. PERSONAL EARNINGS IMPACT

The personal earnings impact is the measure of employee wages and salaries (excluding benefits) received by individuals directly employed due to port activity. Re-spending of these earnings on goods and services throughout the regional economy is also estimated using a state or provincial personal- earnings multiplier, which reflects the percentage of purchases by individuals that are made within the state/ province in which the port is located. This re-spending generates additional jobs or the “induced” employment impact. The re-spending effect varies by region – a larger effect occurs in regions that produce a relatively large proportion of the goods and services consumed by residents, while lower re-spending effects are associated with regions that import a relatively large share of consumer goods and services (since personal earnings “leak out” of the region for these out-of-region purchases). The direct earnings are a measure of the local impact since they are received by those directly employed by port activity.

1.4. TAX IMPACT

Tax impacts are tax payments to federal, state/provincial and local governments by firms and by individuals whose jobs are directly dependent upon and supported (induced and indirect jobs) by activity at the marine terminals.

1.5. TOTAL ECONOMIC ACTIVITY

The total economic activity value calculated in this report consists of the direct business revenue received by the businesses supplying the cargo and vessel handling services, and the re-spending of direct income and consumption expenditures. These two monetary measures of economic impact are additive, since the re-spending impact is in addition to the direct income impact and the business revenue is independent of other dollar value impacts. The direct personal income, business purchases and taxes are paid from business revenue, and to include these in the total economic impact measure would result in double counting.

2. IMPACT STRUCTURE

The four types of economic impacts are created throughout various business sectors of the local, regional, state/provincial and national economies. Four distinct sectors are impacted as a result of activity at the marine terminals. These are:

- Surface transportation sector
- Maritime services sector
- Shippers/consignees using the port
- Port authorities/Seaway authorities

Within each business sector, various participants are involved. This study estimates separate impacts for each of the participants. Below is a discussion of the four sectors analyzed for economic impacts – including a description of the major participants in each.

2.1. SURFACE TRANSPORTATION SECTOR

The surface transportation sector consists of both the railroad and trucking industries. The trucking firms and railroads are responsible for moving the various cargoes between the marine terminals, and the inland origins and destinations.

2.2. MARITIME SERVICES SECTOR

Waterborne cargoes handled by each port/marine terminal generate economic activity in various business sectors of the local economy. Specifically, these impacts occur in the following categories:

- **Terminal Operations** – includes those companies that hire labor to load/off-load ships, transfer cargo to truck or rail, sort cargo, stage cargo, and provide short- and long-term storage of cargo.
- **Dockworkers** – includes members of the International Longshoremen’s Association, International Union of Operating Engineers, International Brotherhood of Teamsters and the United Steelworkers, as well as those dockworkers with no union affiliation that are involved in the loading/unloading of cargo.

- **Tug Assist** — includes those companies that provide tugboats to assist vessels with docking and undocking
- **Pilots** — includes those companies and organizations that provide navigation-assistance services to vessels as required under U.S. and Canadian law.
- **Agents** — includes those companies that provide vessel and crew-related services, including documentation required to enter and clear the ship, arrangement of pay for crews, and provision of food and supplies.
- **Marine Services** — includes a variety of service providers such as chandlers that supply ships with food, supplies and equipment; marine surveyors that inspect vessels and cargo and provide valuations for insurance purposes; launch operators that provide ferry services for crew to move from ship to shore; and fuel-supply companies that provide vessels with bunker fuel.
- **Freight Forwarders** — includes those companies that provide transportation logistics and management services, and that coordinate both marine and land transportation for cargo.
- **Government** — includes those federal and local government agencies that perform services related to cargo handling and vessel operations, such as the U.S. Army Corps of Engineers, Department of Homeland Security, U.S. Customs and Border Protection, the Canadian and U.S. Coast Guards, and the Canada Border Services Agency.
- **Ship Repair** — includes those companies that provide ship construction and repair services on both a scheduled and emergency basis.
- **Laker Operators** — includes the crew and headquarters-based management employees of U.S. and Canadian domestic Great Lakes vessel operators that transport cargo.
- **Barge Operators** — includes the crew and headquarters-based management employees of U.S. and Canadian domestic Great Lakes barge operators that transport cargo.

2.3. SHIPPERS/CONSIGNEES SECTOR

This sector includes cargo owners that ship or receive cargo via a specific port. These companies are dependent upon the port and usually located within the port's immediate vicinity.

2.4. PORT AUTHORITIES/ SEAWAY AUTHORITIES

This sector includes the various port authorities operating in the Great Lakes-Seaway and St. Lawrence River. Also included in this category are the employees of the Great Lakes St. Lawrence Seaway Development Corporation (GLS) and the Canadian St. Lawrence Seaway Management Corporation (SLSMC), as well as the lock operators at each of the lock systems on the Great Lakes-Seaway system — including the Soo Locks, which connect Lake Superior and Lake Huron.

3. SUMMARY OF METHODOLOGY

This section provides a summary of the methodological approach used to analyze the economic impacts of the vessel and cargo activity on the Great Lakes and St. Lawrence River.

3.1. DATA COLLECTION

The cornerstone of Martin Associates' approach is the collection of detailed baseline impact data from firms providing services at the ports and terminals. To ensure accuracy and defensibility, the baseline impact data were collected from interviews with nearly 800 firms that provide services on the Great Lakes and St. Lawrence River.

In most cases, multiple interviews were conducted with several persons in each firm.

The baseline survey data collected from the nearly 800 firms was used to develop operational impact models for each of the 40 ports. This data was also used to develop models to expand the impact calculations beyond the 40 ports and therefore, to estimate state-wide/province-wide impacts.

3.2. DIRECT JOBS, INCOME, REVENUE AND TAX IMPACTS

The results of these interviews were then used to develop the baseline direct job, revenue and income impacts for the business sectors and job categories associated with the cargo activity at the marine terminals in the 40 individual port districts for which specific impact models were developed.

Total state and local tax impacts generated by the cargo activity on the St. Lawrence were estimated from several sources. The U.S. tax impacts were estimated from income indices developed by the Tax Foundation and the U.S. Bureau of Census, "State and Local Government Finances," while the Canadian tax impacts were estimated based on data from Revenue Canada, CANSIM and the Broadbent Institute.

3.3. INDUCED IMPACTS

Induced impacts are those generated by the purchases of individuals directly employed as a result of port and terminal activity. For example, a portion of the personal earnings received by those directly employed due to activity at the marine terminals is used for purchases of goods and services, both regionally, as well as out-of-region. These purchases, in turn, create additional jobs in the region; these jobs are classified as "induced".

To estimate these induced jobs for the 19 U.S. Great Lakes ports, the study team developed a state personal-earnings multiplier (for each state in which a port was located) from data provided by the U.S. Bureau of Economic Analysis, Regional Income Division. This personal-earnings multiplier was used to estimate the total personal earnings generated in the state as a result of the activity at the specific Great Lakes port within that state. A portion of this total personal earnings impact was next allocated

to specific local purchases (as determined from consumption data for the relevant state residents), as developed from the U.S. Bureau of Labor Statistics, Consumer Expenditure Survey, 2022. These purchases were next converted into retail and wholesale induced jobs in the state economy – by combining the purchases with the jobs-to-sales ratios in the supplying industries. A portion of the retail purchases was allocated to wholesale purchases, based on industry-specific data developed from the U.S. Bureau of Census, 2017 Economic Census. These wholesale purchases were combined with the relevant jobs-to-sales ratios for the wholesale industries associated with the local purchases. These ratios were developed at the state level in which the specific port was located.

To estimate the induced impacts associated with the cargo moving via the 21 Canadian ports, personal-income multipliers for the waterborne transportation sector in Ontario and Quebec were developed by Statistics Canada, Industry Accounts Division and provided to Martin Associates. Martin Associates developed the distribution of purchases by type of purchase (food at home, food in restaurants, housing, apparel, home furnishings, transportation, medical care, etc.) for each province – using data provided by Statistics Canada (2022 base data). The associated supplying industry jobs-to-sales ratios on a provincial level were also supplied to Martin Associates by Statistics Canada (Provincial Input-Output Models 2018).

These ratios included the retail and wholesale re-spending impacts. The personal consumption expenditures from the port activity were then combined with these job multipliers to estimate the “consumption” induced impacts by the province in which each of the 21 Canadian ports are located.

To estimate the “non-consumption” induced impacts with such sectors as state/provincial governments, education, and other social services, a ratio of state/provincial employment in these key service industries to total state/provincial employment was developed. This ratio was then multiplied by the direct and consumption induced jobs to estimate the total direct and induced job impact.

The re-spending impact includes not only the wage and salary income received by people employed to provide goods and services to the direct job holders, but also the value of the purchases. Therefore, the re-spending/local consumption impact cannot be divided by the induced jobs to estimate the induced income – as this would overestimate the induced personal wage/salary impact per induced job.

A separate induced impacts model was developed for each of the 40 ports.

3.4. INDIRECT JOBS

Indirect jobs are generated in the local economy as the result of purchases by companies that are directly dependent upon cargo and vessel activity at ports and marine terminals, including shippers/consignees. These purchases are for goods such as office supplies and equipment, as well as for services including maintenance and repair, communications and utilities, transportation, and professional services. To estimate the indirect economic impact, data on local purchases – by type of purchase – were collected from each of the firms interviewed. These local purchases were then combined with employment-to-sales ratios in local supplying industries, developed from the U.S. Bureau of Economic Analysis, Regional Input-Output Modeling System (RIMS II) for the U.S. ports and from Statistics Canada, Industry Accounts Division, for Canadian ports. The indirect job ratios also account for the in-state/in-province spin-off effects from multiple rounds of supply chains that are required to provide the purchased goods and services. Indirect income, local purchases and taxes are also estimated.

A separate indirect impacts model was developed for each of the 40 ports, as well as for the province-wide and state-wide models.



4. COMMODITIES INCLUDED IN THE ANALYSIS

Economic impacts were estimated for the following commodities handled at the marine terminals on the Great Lakes-Seaway and St. Lawrence River.

- Containers
- Steel products
- General cargo (excluding steel)
- Iron ore
- Grain
- Stone/aggregates
- Cement
- Salt
- Other dry bulk
- Other liquid bulk
- Coal
- Petroleum products

Impacts that are related to cargo or activity outside of the listed commodity groups are categorized as Not Allocated. This category includes employees such as the St. Lawrence Seaway Management Corp. and the St. Lawrence Seaway Development Corporation, Customs and Border Protection, Canadian and U.S. Coast Guard, U.S. Army Corps of Engineers assigned to the Great Lakes Districts, ship repair and boatbuilding, portions of marine construction activity, to name a few.

Impacts of cruise passenger activity were not included in the analysis, but the impacts generated by passenger ferry operations were included.

5. ESTIMATE OF TONNAGE

Currently, there is no single data source for the marine cargo moving on the Great Lakes and St. Lawrence River. In order to accurately capture the tonnage moving on the Great Lakes-St. Lawrence waterway an extensive data collection effort was undertaken. The Chamber of Marine Commerce (CMC) provided detailed port to port cargo movements by commodity carried on Canadian-flag vessels. The Lake Carriers' Association (LCA) provided similar port to port movements by commodity and port for tonnage moved on U.S.-flag carriers. International and laker tonnage by commodity and port moving through the St. Lawrence Seaway was provided by The St. Lawrence Seaway Management Corporation. In addition, tonnage data by port and private marine terminal was collected by Martin Associates from port authorities and private terminal operators.

This proprietary database of tonnage represents the only comprehensive database describing port to port cargo flows, by commodity and by flag, for cargo operations on the waterway.

The report estimates tonnage volume (and its dollar value) *moved* for each of the geographic segments detailed in the Organization of Study Results. This is the recorded tonnage transported by vessels.

Tonnage value was calculated for 2022 by using the U.S. Bureau of Census, USA Trade On-Line, which publishes the value per ton of waterborne cargo at a 7-digit commodity code classification, for both containerized and non-containerized commodities moving via Great Lakes Ports. This value per ton

at the commodity level excludes the ocean or laker shipping rates as well as the terminal charges and inland transportation costs. The value per ton by commodity was then multiplied by the specific commodities moving on the U.S. Great Lakes and St. Lawrence River. The dollar value of the cargo was then expressed in both U.S. as well as Canadian dollars. No dollar value per ton of waterborne cargo is published by Canada, so the dollar value per ton for the cargo moving via the U.S. Great Lakes ports was used as a proxy for all cargo, by commodity, moving on the Great Lakes.

For the purpose of determining economic impacts, the report uses a *tonnage handled* figure. "Handled" refers to both the shipping (exporting) of the cargo from a system port, and to the receipt (importing) of that cargo in a system port. Because economic activity is created every time cargo is handled, for the purposes of this study, cargo moved between ports within the region has been handled twice. By contrast, cargo moved between the region's ports and overseas ports has been handled once (in the region). For example, one ton of cargo moved to or from Europe is counted as one ton handled by a port, while one ton of cargo moved from Duluth, Minn., to Cleveland, Ohio, is counted as two tons (one ton exported in Duluth and one ton imported in Cleveland).

The tonnage *handled* at each of the 40 ports was then used as inputs into the port-specific models, which consist of the direct, induced, indirect sub-modules. Impacts were then estimated for each of the 40 ports.

6. EXPANSION OF THE 40-PORT IMPACT MODELS TO MEASURE SYSTEM-WIDE IMPACTS

A prototype model was developed for each state and province to measure the cargo that moves through private terminals and ports not located in one of the 40 port districts for which the individual models were developed. These prototype models also consist of direct, induced and indirect sub-modules, and were developed based on revenue-per-ton ratios and jobs-per-ton ratios by commodity and category, estimated from the port-specific models for the ports located in each relevant state or province.

The tonnage handled at ports that was not among the 40 ports was grouped by state and province and used in the other state and province models to develop a comprehensive measure of the economic impact on the bi-national economies.

Using the 40 port-specific models, and the state and provincial models, the economic impacts at the level of the 40 port districts and the "other state and provincial ports" were then combined to estimate total impacts in the following categories:

- Bi-national System-wide
- By country
- By state and province
- By commodity
- By carrier flag
- By employment sector

Note: Total figures on all tables and charts may not add up due to rounding.

CHAPTER II

ECONOMIC IMPACTS OF THE PORT OF OSWEGO

This report isolates the economic impacts created by all cargo and vessel activity at the Port of Oswego in 2022.

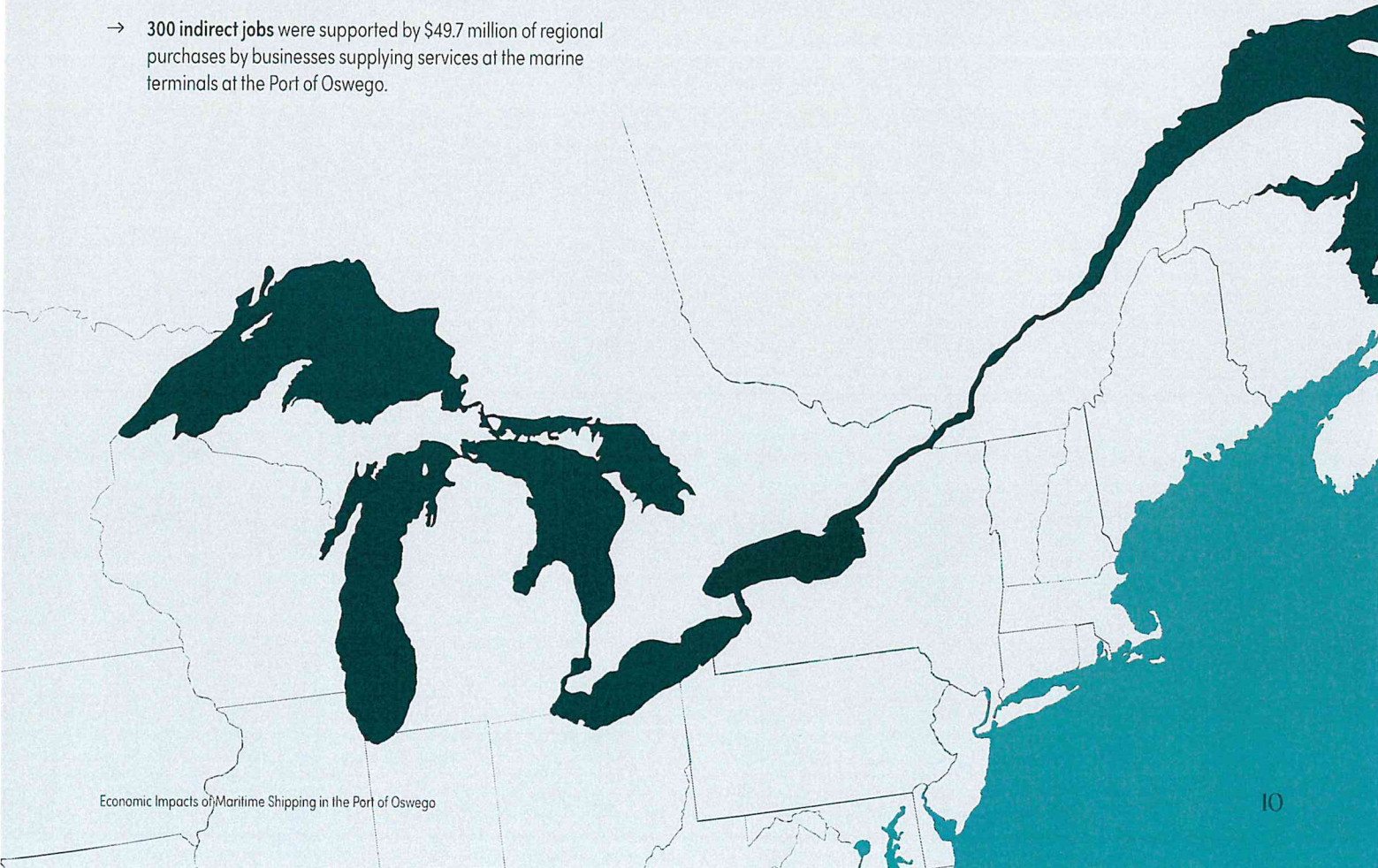
1. JOB IMPACTS

2,229 jobs in New York were supported by cargo moving via the marine terminals located at the Port of Oswego.

- Of the 2,229 jobs, **1,132 jobs** were directly generated by the marine cargo and vessel activity at the marine terminals.
- As a result of the local and regional purchases by those 1,132 individuals holding the direct jobs, an additional **797 induced jobs** were supported in the regional economy.
- **300 indirect jobs** were supported by \$49.7 million of regional purchases by businesses supplying services at the marine terminals at the Port of Oswego.

2. REVENUE IMPACTS

In 2022, the direct business revenue received by the firms directly dependent upon the cargo handled at the marine terminals located at the Port of Oswego was \$399.8 million. These firms provide maritime services and inland transportation services for cargo handled at the marine terminals and the vessels calling at the terminals. Total economic activity created by the Port of Oswego was \$513.9 million.



3. PERSONAL INCOME AND LOCAL CONSUMPTION IMPACTS

The 1,132 individuals directly employed as a result of the cargo handled at the marine terminals at the Port of Oswego received \$64.6 million in wages and salaries. These individuals, in turn, used these earnings to purchase good and services, to pay taxes, and for savings.

The purchase of goods and services from regional sources creates a re-spending effect known as the personal earnings multiplier effect. Using the local personal earnings multipliers, an additional \$114.1 million in income and consumption were created by the Port of Oswego. In developing the personal-income multiplier impacts, Martin Associates relied on government agencies to provide the income multipliers.

In addition, the 300 indirectly employed workers received indirect wages and salaries totaling \$22.4 million.

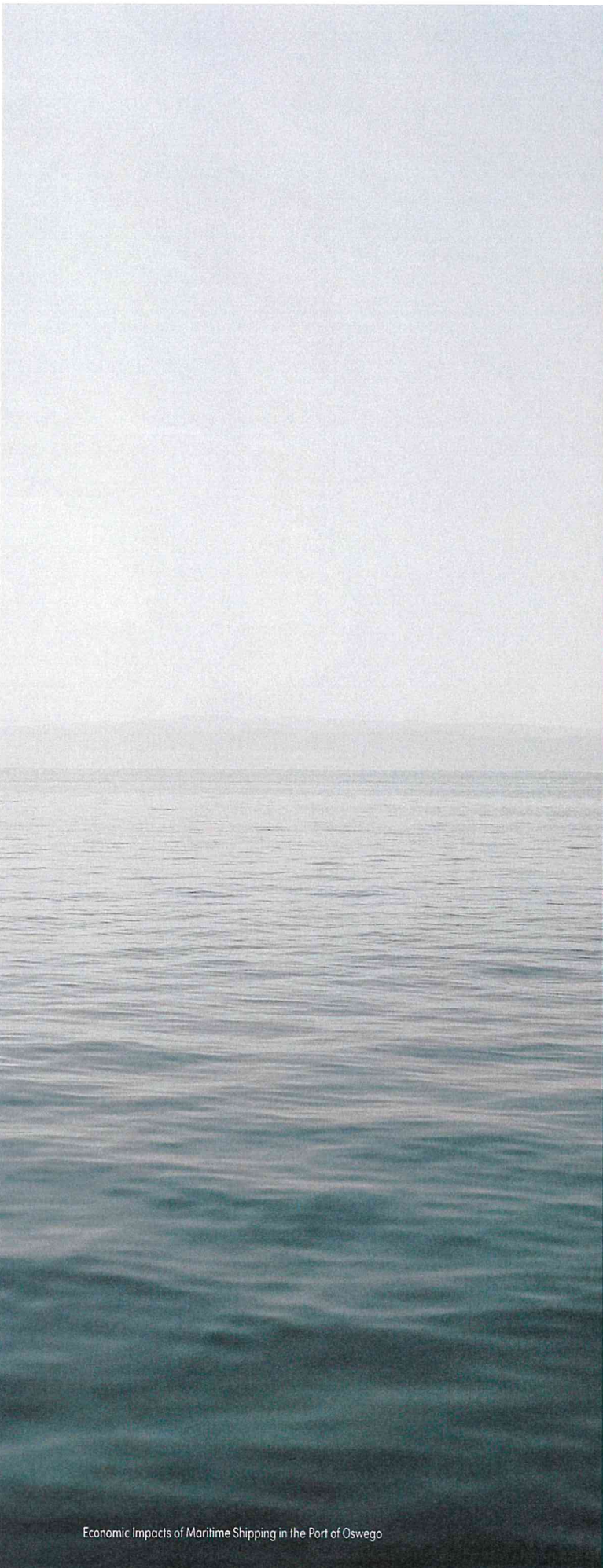
Combining the direct, induced, and indirect income impacts, the cargo handled at the Port of Oswego generated \$201.2 million in wages and salaries, and local consumption expenditures in the regional economy.

4. FEDERAL, STATE AND LOCAL TAX IMPACTS

A total of \$80.8 million in state and federal taxes were generated by cargo and vessel activity at the Port of Oswego, with \$37.8 million generated at the state level and \$42.9 million generated at the federal level.

TOTAL	
Jobs	
Direct jobs	1,132
Induced	797
Indirect	300
Total	<u>2,229</u>
Economic Activity (1,000)	US \$ \$513,890
Personal income (1,000)	US \$
Direct	\$64,618
Re-Spending/Local Purchases	\$114,102
Indirect	\$22,441
Total	<u>\$201,161</u>
Business Revenue (1,000)	\$399,788
Local Purchases (1,000)	\$49,666
Total Taxes	US \$
State/Local (1,000)	\$37,821
Federal (1,000)	\$42,942
Total	<u>\$80,763</u>

Note: Totals may not add due to rounding



ABOUT MARTIN ASSOCIATES

Martin Associates of Lancaster, Pennsylvania, is a leading provider of economic analysis and consulting services to the maritime industry. Since 1986, the company has developed more than 1,500 economic impact, strategic planning, financial feasibility and market studies for major ports and waterway systems throughout the United States and Canada, as well as for ports in Europe, Asia, and the Caribbean. Martin Associates' clients include port authorities, marine terminal operators, private investment groups, ocean carriers and federal, provincial, and state governments, as well as maritime trade organizations.

Martin Associates

941 Wheatland Ave., Suite 203
Lancaster, PA 17603
Tel. 717-295-2428

johncmartinassociates.com

Exhibit A

PORT OF OSWEGO AUTHORITY
Regular Monthly Meeting
Monday, July 17, 2023

CALL TO ORDER: Mr. Enwright called the meeting to order at 4:34 PM.

PRESENT: Francis Enwright - Chairperson; Constance Cosemento - Vice Chairperson; Stanley Delia, Kathleen Macey, Tom Schneider, Diane Zeller, and William Scriber - Executive Director.

ALSO PRESENT: Pat McMahon - Supervisor of Development & Maintenance, Kim Natoli - Port Employee, Carl Rode and Bryan Bayer with C&S Engineers, Micha Ordway - Port Counsel with Bousquet Holstein PLLC, and Allyson Phillips, Esq. with Young/Sommer LLC on Zoom.

Dr. John Kares Smith joined the meeting at 4:41 PM.

PRESENTATION

A presentation was made by Allyson Phillips, Esq. with Young/Sommer LLC in regards to the Port of Oswego Authority Dome 4 Redesign Plan/SEQR (State Environmental Quality Review). Presentation included the overall SEQR procedure, history of the Dome 4 structure, design of the structure, and the process going forward. Several Board members had questions on the process and design, which were addressed by the attorney.

Motion 07-17-2301: A motion was made by Ms. Cosemento to declare the POA Board's intent to act as Lead Agency for the Dome 4 Redesign Project SEQR. Mr. Delia seconded the motion.

Roll Call:

Ms. Cosemento	Yes	Mr. Delia	Yes
Dr. Kares Smith	Yes	Ms. Zeller	Yes
Ms. Macey	Yes	Mr. Enwright	Yes
Mr. Schneider	Yes		

Motion passed. 7-Aye, 0-Nay.

Motion 07-17-2302: A motion was made by Dr. Kares Smith to move to executive session at 5:03 PM for ILA negotiations and compensatory time rules. Ms. Zeller seconded the motion. Motion passed. 7-Aye, 0-Nay.

Motion 07-17-2303: A motion was made by Mr. Schneider to resume the regular monthly meeting at 6:15 PM. Motion seconded by Dr. Kares Smith. Motion passed. 7-Aye, 0-Nay.

APPROVAL OF MINUTES

Motion 07-17-2304: A motion was made by Ms. Zeller to approve the minutes of the June 28, 2023 meeting. Motion was seconded by Dr. Kares Smith. Motion passed. 7-Aye, 0-Nay.

ADMINISTRATIVE OPERATIONAL REPORT

Mr. Scriber, Executive Director, presented the Administrative Operational Report to the Board and addressed any questions or comments.

Report Topics:

Monthly operations update – June 2023

Update on projects:

- West-side Marina Project – change the docks from chain and weights to spuds (connections for the docks). One company is able to drive the spuds for the docks.
- Short Sea Shipping Project – will review the final report on Wednesday; Novelis is interested in the concept.
- RV Park – contractor will be lining out the sewer system to connect and curb cut; city will be doing a courtesy inspection. Possible completion by the end of August; the water and electric are installed, need the sewer connection across parking lot to the pump at mechanic’s garage.
- Breakwall Projects – discussed contracts.
- Windmill projects – looks positive; received quotes on fencing for the projects, as well as a quote for re-establishing the road at the area the Port leased last year where there has been damage done by the previous owner.
- EDA Grant – working with C&S engineers and are in the final stage of this grant review. This grant is to add additional rail to the Port’s property, as well as for a new ship loader system for the granary. Ship loader system will have an articulating head.
- Novelis – confirmation that representatives will be at the Port in August, will discuss transloading and storage purposes for large slabs, looking favorable.
- Report – will be on a call this week with the American Great Lakes Port Society, St. Lawrence Seaway Development, and U.S. DOT in regards to a report on the impact of shipping on the Great Lakes, which is done every five years; the full report will be released next week.

ADMINISTRATIVE FINANCIAL REPORTS

Motion 07-17-2305: A motion was made by Mr. Schneider to accept the June Primary and Subsidiary Financial Reports as presented. Motion seconded by Ms. Macey. Motion passed. 7-Aye, 0-Nay.

Primary Financial Reports

- Cash Position
- Balance Sheet
- Profit & Loss Statement
- Marina Profit & Loss Statement

Subsidiary Financial Reports

- Monthly Bills
- Accounts payable
- Accounts Receivable
- Loan Summary
- Schedule of Assets
- Sales Report

Chairman's Report: Mr. Enwright had nothing new to report.

COMMITTEE REPORTS:

Executive Committee: Ms. Cosemento reported that she made contact at the Oswego Public Library to inquire if the Port could submit a hardcopy of Dome 4 Redesign SEQR for public view; Oswego Public Library agreed to do this.

Audit and Finance Committee: Mr. Schneider had nothing new to report.

Governance Committee: Dr. Kares Smith had nothing new to report.

Planning and Development Committee: Ms. Macey advised that the Committee had a meeting. Ms. Macey explained that Ms. Cosemento, Mr. Enwright, and she went on a tour at the new west-side marina. Discussions were on possible three-season usage and the potential of the property. Also, Mr. Scriber commented on future dewatering the LT-5 Tug and stabilizing the Derrick Barge.

Ms. Zeller left the meeting at 6:36 PM.

OLD BUSINESS: None.

NEW BUSINESS:

Motion 07-17-2306: A motion was made by Mr. Schneider to authorize use of the Port of Oswego Authority west-side parking lot for the 2023 Harborfest amusement rides. Mr. Scriber amended this motion to include helicopter rides at the west-pier. Motion was seconded by Ms. Macey. Motion passed. 6-Aye, 0-Nay.

Motion 07-17-2307: A motion was made by Ms. Cosemento for the Port of Oswego Authority to make a \$250.00 donation to the Oswego Bookmobile in memory of Mrs. Martha L. Hammill, who recently passed away. The motion was seconded by Dr. Kares Smith. Motion passed. 6-Aye, 0-Nay.

ADJOURNMENT

Motion 07-17-2308: A motion was made by Mr. Delia and seconded by Dr. Kares Smith to adjourn the regular monthly meeting at 6:50 PM. Motion passed. 6-Aye, 0-Nay.

Kathleen Macey, Secretary/Treasurer

Exhibit B



Administrative Report Topics

August 2023

William W. Scriber, Executive Director

- Monthly (July 2023) operations update – see attached
- Update on projects:
 - Marina – spud installation is scheduled for September
 - Short Sea Shipping Project – on track, phase two has started
 - RV Park – sewer complete; curb cut next week with city approval
 - American Great Lakes Ports Association 2023 Annual Conference in Chicago, July 27 – 28, 2023
 - Newly elected Secretary of the American Great Lakes Port Association

TO: BOARD OF DIRECTORS
 FROM: George Lloyd
 SUBJECT: July 2023 Activity Report

Totals						
	# In	# Out	Total # In/Out	MT In	MT Out	Total MT In/Out
Trucks	0	171	171	0.000	5820.520	5820.520
Railcars	6	12	18	551.659	1093.538	1645.196
Vessels	1	0	1	8198.221	0.000	8198.221
Grand Totals	7	183	190	8749.880	6914.057	15663.937

	Company	ST	MT	In/Out	Mode	#
Potash	Nutrien Ag Solutions	0.00	0.000	Inbound	Vessel	0
	Nutrien Ag Solutions	608.10	551.659	Inbound	Railcar	6
	Nutrien Ag Solutions	133.34	120.964	Outbound	Trucks	4
Grain	Anderson's Soybeans	0.00	0.000	Inbound	Trucks	0
	Anderson's Soybeans	0.00	0.000	Inbound	Railcar	0
	Anderson's Soybeans	0.00	0.000	Outbound	Trucks	0
	Anderson's Soybeans	0.00	0.000	Outbound	Railcar	0
	Anderson's Soybeans	0.00	0.000	Outbound	Vessel	0
	Anderson's Corn	0.00	0.000	Inbound	Trucks	0
	Anderson's Corn	0.00	0.000	Inbound	Railcar	0
	Anderson's Corn	840.18	762.198	Outbound	Trucks	30
	Anderson's Corn	1205.42	1093.538	Outbound	Railcar	12
Anderson's Corn	0.00	0.000	Outbound	Vessel	0	
Aluminum	Marubeni	2424.95	2199.897	Inbound	Vessel	1
	Marubeni	0.00	0.000	Inbound	Railcar	0
	Marubeni	1871.92	1698.176	Outbound	Trucks	36
	Trafigura	0.00	0.000	Inbound	Vessel	0
	Trafigura	0.00	0.000	Inbound	Trucks	0
	Trafigura	0.00	0.000	Inbound	Railcar	0
	Trafigura	0.00	0.000	Outbound	Trucks	0
	Glencore	2203.02	1998.568	Inbound	Vessel	1
	Glencore	1219.78	1106.565	Outbound	Trucks	35
	Glencore	0.00	0.000	Inbound	Railcar	0
	Glencore	0.00	0.000	Inbound	Trucks	0
	Goldman	3306.69	2999.809	Inbound	Vessel	1
	Goldman	0.00	0.000	Inbound	Railcar	0
	Goldman	0.00	0.000	Inbound	Trucks	0
	Goldman	687.54	623.725	Outbound	Trucks	19
	Goldman	0.00	0.000	Outbound	Railcar	0
	Concord	0.00	0.000	Inbound	Vessel	0
	Concord	0.00	0.000	Outbound	Trucks	0
	Concord	0.00	0.000	Outbound	Railcar	0
	Concord	0.00	0.000	Inbound	Railcar	0
Concord	0.00	0.000	Inbound	Trucks	0	
IXM	1102.24	999.947	Inbound	Vessel	1	

	IXM	0.00	0.000	Inbound	Trucks	0
	IXM	0.00	0.000	Inbound	Railcar	0
	IXM	1663.27	1508.892	Outbound	Trucks	47
	Mitsubishi	0.00	0.000	Outbound	Trucks	0
	Mitsubishi	0.00	0.000	Inbound	Trucks	0
	Mitsubishi	0.00	0.000	Inbound	Vessel	0
	Mitsubishi	0.00	0.000	Inbound	Railcar	0
	Mercuria	0.00	0.000	Inbound	Vessel	0
	Mercuria	0.00	0.000	Inbound	Trucks	0
	Mercuria	0.00	0.000	Outbound	Trucks	0
	Mercuria	0.00	0.000	Outbound	Railcar	0
	Mercuria	0.00	0.000	Inbound	Railcar	0
	Alcoa	0.00	0.000	Inbound	Vessel	0
	Novelis Ingots	0.00	0.000	Inbound	Vessel	0
	Novelis Ingots	0.00	0.000	Outbound	Trucks	0
	Novelis Ingots	0.00	0.000	Inbound	Railcar	0
	Novelis Transfer Loads	0.00	0.000	Outbound	Trucks	0
Dean Marine Rock/Stone	Rock/Stone	0.00	0.000	Inbound	Railcar	0

Exhibit C-1

Port of Oswego Authority
Cash Position
 As of July 31, 2023

	<u>Beginning Balance</u>	<u>Debit</u>	<u>Credit</u>	<u>Net Change</u>	<u>Ending Balance</u>
1000600 · Imprest Fund - Key Bank					
Total 1000600 · Imprest Fund - Key Bank	619,477.54	1,154,794.91	1,457,825.65	-303,030.74	316,446.80
1000700 · Health Fund - Key Bank					
Total 1000700 · Health Fund - Key Bank	1,645.97	5,153.96	4,396.60	757.36	2,403.33
1001000 · Comptroller Fund - Key Bank					
Total 1001000 · Comptroller Fund - Key Bank	58,462.81	1,056,098.71	1,095,000.00	-38,901.29	19,561.52
1001001 · Gen. State Checking - Key Bank					
Total 1001001 · Gen. State Checking - Key Bank	383,629.80	1,098,197.20	520,232.72	577,964.48	961,594.28
1001500 · Key Money Market					
Total 1001500 · Key Money Market	82,983.40	56.97	0.00	56.97	83,040.37
TOTAL	<u>1,146,199.52</u>	<u>3,314,301.75</u>	<u>3,077,454.97</u>	<u>236,846.78</u>	<u>1,383,046.30</u>

Exhibit C-2

**Port of Oswego Authority
Imprest Fund**

July 5, 2023
W-37

AmVet Office Supplies, LLC	Copy Paper & Office Supply	\$109.15
Benefit Resource, Inc.	Monthly Administration Fee	\$100.00
Bond, Schoeneck & King, PLLC	Legal Services - 2022 ILA Negotiations	\$587.31
Bousquet Holstein PLLC	Legal Services - Hammermill Assignment of Rent, PCL Properties, SEQR Review of Grain Handling Project, General Counsel, WT Terminal Agreement, Lease with Maritime Museum	\$12,939.50
Burke's Do-it-Best Home Center	Key Cuts, Hoses, Links, Fasteners, Clamps, Nuts, Bolts, Tape Drill Bit, Brass Plugs, Chain	\$171.89
C&S Engineers, Inc.	Professional Services - Hammermill Acquisition SEQR, East 1st Street	\$5,890.28
Cintas	Work Uniforms & Floor Mats	\$192.27
CIT Group Inc	Trackmobile Lease	\$2,558.00
Cooper Electric	Replacement Power Box for Potash Conveyor	\$215.70
FitzGibbons Agency LLC	Multiple Policy Installments	\$51,546.51
Grainger	Bearing for Conveyor	\$98.92
Key Bank - B	Monthly Credit Card Charges	\$2,255.81
Oswego Auto Parts	Fuse, Hose, Hose Fittings, Core Deposit	\$631.57

**Port of Oswego Authority
Imprest Fund**

July 5, 2023
W-37

Pathfinder Bank - LOC (Goble/FEMA)	LOC Payment	\$1,988.28
Paychex	Payroll Administration	\$1,319.83
S&B Computer and Office Products, Inc.	Office Supply	\$289.06
Thompson & Johnson Equipment Co., Inc.	2 Fork Lift Leases	\$1,196.00
Wells Technology, Inc	Grinding Disks	\$125.55
Glider Oil	Port Propane, Port Diesel	\$320.92
		<u>\$82,536.55</u>

**Port of Oswego Authority
Imprest Fund**

July 5, 2023
W-38

Name	Paid Amt.
WD Malone Trucking & Excavating, Inc. Goble Pay App #1	\$634,562.19
	<hr/> \$634,562.19

**Port of Oswego Authority
Imprest Funds**

July 10, 2023
W-41

Bowers & Company CPAs PLLC		\$29,900.00
	Annual Audit F/Y Ending 03/31/2023	
Castaloop USA Inc.		\$14,436.10
	Profit Share for BBC Arkhangelsk	
Computer Outlet North, Inc.		\$178.50
	Monthly Emails & Cloud Back-up	
CSX Transportation		\$150.00
	Demurrage for June 2023 - 1 Day	
Donovan Marine Inc.		\$581.30
	Anchor Line & Chain, Lights, Flags, Deck Plate Key, Deck Cleaner, Boat Wash, Life Chalk, RV/Marine Tissue	
Ed & Ed Business Technology, Inc.		\$132.26
	Contract Charge for Copiers	
Glider Oil		\$14,735.92
	Port Propane, Port Diesel, Marina Gasoline, Marina Diesel	
Great Lakes Seaway Review		\$1,565.00
	1/2 Page Advertisement in Seaway Review	
Haun Welding Supply Inc.		\$356.49
	Hose Repair Kit, Oxygen Gas, Splicer, Hose, Ferrule, Acetylene	
Mohawk Global Logistics Corp		\$125.00
	FTZ Consulting	
National Grid		\$7,217.37
	Electric Delivery & Supply (16 Accounts)	
Oswego Auto Parts		\$41.89
	Oil Change for Equinox	
S&B Computer and Office Products, Inc.		\$356.18
	Port Water, Marina Water	
Sprague Operating Resources LLC		\$25.31
	Electric Supply - 4 Accounts	
TK Elevator Corp		\$986.06
	Elevator Maintenance	
Wells Technology, Inc		\$268.31
	Grinding Discs, Cable Ties, and Other Parts	
		\$71,055.69

**Port of Oswego Authority
Imprest Funds**

July 18, 2023

W-43

Admar Supply Company Inc.		\$2,386.25
	80' Articulating Boom Lift 4WD Rental	
BDI		\$90.94
	Conveyor Belt Lacing	
Butler Disposal Systems Inc		\$602.98
	Trash & Recycle Service, Trash/Rolloff Haul	
C&S Engineers, Inc.		\$1,736.00
	Professional Services - Construction Administration, Grain Handling	
Chirello Advertising		\$2,839.71
	Press Releases, Harborfest PR	
FedEx (Express & Ground)		\$33.75
	Shipping Charge	
Glider Oil		\$13,329.29
	Marina Gasoline, Marina Diesel, Port Propane, Port Diesel	
Haun Welding Supply Inc.		\$521.68
	Liquid Oxygen, 1-Year Cylinder Lease, Cylinder Rental for June	
LexisNexis		\$200.00
	Legal Information	
Lowe's		\$4,572.71
	Monthly Charges (3 Months), Items for FTZ, Doors for FTZ	
NYS Insurance Fund - WC		\$3,960.67
	Monthly Worker's Compensation Premium	
Paychex		\$964.40
	Payroll Fees	
Paychex		\$1,336.08
	Payroll Administration	
Plyler Contracting and Marine Services		\$300.00
	Tow Boat Charges	

**Port of Oswego Authority
Imprest Funds**

July 18, 2023

W-43

S&B Computer and Office Products, Inc.		\$220.14
	Office & Custodial Supplies	
Shark Welding & Repair Service		\$7,500.00
	Installation of 5 Steel Doors w/ Push Bars in FTZ	
Standard Security Life Ins. Co. of NY		\$1,230.23
	DBL & PFL Quarterly Premium	
SUNY Oswego		\$4,855.00
	Payroll for Lab Students	
Warren Ramie Surveying		\$8,000.00
	Port Boundary Survey	
Wells Fargo Financial Leasing		\$4,400.00
	Doosan Lease	
Wells Technology, Inc		\$488.76
	Miscellaneous Hardware, Grinding Disks, Rigging & Lifting Supplies	
WEX Inc.		\$398.89
	Fuel for Port Vehicles	
		<hr/> \$59,967.48

**Port of Oswego Authority
Imprest Funds**

July 24 - 25, 2023

W-44

Oswego Bookmobile	POA Donation in memory of Mrs. Martha L. Hammill	\$250.00
Avaya Financial Services	Phone Lease	\$4,291.00
Business Council of NYS, Inc.	Life, AD&D, LTD Insurance	\$371.93
CSEA Employee Benefit Fund	Dental & Vision Insurance	\$1,504.46
Five Star Equipment, Inc.	Repair Parts for John Deere Tractor, Parts for Loader Repair	\$1,403.54
Glider Oil	Marina Diesel, Marina Gasoline, Port Propane	\$18,670.39
GM Financial Leasing	Equinox Lease	\$292.92
Oswego County Treasurer	Routine Inspection of Gas Pumps at the Marina	\$100.00
S&B Computer and Office Products, Inc.	Port Water, Water Cooler Rentals, Office Supplies, Household Items	\$251.46
Specialty Tire Inc	Tire Repair for 6 Nissan Fork Lifts	\$7,422.00
Taylor Northeast, Inc.	Fork Lift Rentals (7)	\$4,164.00
Wells Technology, Inc	Rigging & Lifting Supplies, Slings (used to level fork lifts on ships)	\$1,025.42
Young/Sommer, LLC	Legal Expenses Dome 4 Development Project	\$810.00
MSA Group	Commercial Auto Renewal	\$7,036.00
Robert J. Wallace	TWIC Card Renewal	\$125.25
		<u>\$47,718.37</u>