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Meeting of the
BOARD OF HARBOR COMMISSIONERS
June 12, 2025 -- Port Milwaukee

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The BOARD OF HARBOR COMMISSIONERS
meeting was taken before KAREN RENEE, Court Reporter
and Notary Public in and for the State of Wisconsin on
June 12, 2025, commencing at 8:00 a.m.

1 A P P E A R A N C E S

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President Tim Hoelter
Commissioner Claude Krawczyk
Commissioner Craig Mastantuono
Commissioner Sally Peltz
Commissioner Kathleen Smith
Commissioner Diane Diel
Attorney Alex Carson

6

Port Milwaukee Representatives
Jackie Q. Carter

8

Selena Cole

Maria Cartier

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Korey Garseau

Madison Goldbeck

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Peter Daniels

Steven Paczesny

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Eric Polzin

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1 TRANSCRIPT OF PROCEEDINGS

2 TIM HOELTER: Good morning. I'm going
3 to call our meeting to order for the Board of
4 Harbor Commissioners. We have the agenda that's
5 been sent out, and the very first item we have on
6 the agenda is an action item; will be approval of
7 our April minutes. Could I have a motion?

8 KATHLEEN SMITH: I'll make a motion that
9 we accept the minutes.

10 CRAIG MASTANTUONO: I'll second.

11 TIM HOELTER: Any questions or comments?
12 All in favor.

13 ALL COMMISSIONERS: Aye.

14 TIM HOELTER: Okay. Minutes are
15 approved.

16 The next item we have is the change of
17 date of our October Port of Harbor Commissioners'
18 meeting. And the date, based on the survey we
19 took of the commissioners, is going to be October
20 16th. So, I just would like to get a motion to
21 approve that.

22 KATHLEEN SMITH: I'll make a motion that
23 we approve that date.

24 TIM HOELTER: Thank you.

25 CRAIG MASTANTUONO: Second.

1 TIM HOELTER: No discussion.

2 All in favor.

3 COMMISSIONER: Do we have another
4 meeting? I don't have it on my calendar.

5 JACKIE Q. CARTER: We do. It is -- that
6 was also moved to August 2nd -- 7th. I'll make
7 sure we add those. Yep, I'll add those. So, I'll
8 send updated invites for all of them.

9 CRAIG MASTANTUONO: For the whole year.

10 JACKIE Q. CARTER: Yep.

11 TIM HOELTER: Sure. We have two further
12 action items: Approval of contracts, so I'm going
13 to ask --

14 JACKIE Q. CARTER: So, Brian is actually
15 at a conference, you get Steve and Peter. Steve
16 and Peter are filling in.

17 TIM HOELTER: Very good.

18 JACKIE Q. CARTER: That's how good Brian
19 is, it takes two. No, I'm joking.

20 TIM HOELTER: Good morning, gentlemen.

21 PETER DANIELS: The first contract is
22 the dredging contract. The map shows the limit.
23 We are going to dredge 300 feet in the channel for
24 cruise ships to come in.

25 Next slide.

1 CRAIG MASTANTUONO: Question.

2 PETER DANIELS: Sure.

3 CRAIG MASTANTUONO: The photo you showed
4 later of the cruise ship next to the Lake Express,
5 south side of that, is that going to dock here?

6 PETER DANIELS: No, it's going to dock
7 where the dotted line is. The current -- well,
8 it's going to dock at both places really. The
9 hope is that we can have two ships. The smaller
10 ships will fit around the corner, and then the
11 bigger ships will be where the dotted line is.

12 JACKIE Q. CARTER: We already use that
13 space behind Lake Express for the medium-sized
14 ships.

15 PETER DANIELS: And they're shallower
16 drafts.

17 JACKIE Q. CARTER: Yes.

18 TIM HOELTER: A further question I have
19 on the dredging, what's the current stats, and how
20 much are they going to be taking out?

21 PETER DANIELS: Only about six feet.
22 That's kind of what the blue -- the dark blue is
23 four to six feet, the medium blue is two to four
24 feet. So, zero to six feet.

25 TIM HOELTER: Okay.

1 PETER DANIELS: The big Viking ships
2 have drafts around 20 feet or so. They're not the
3 deepest ships we have here, but -- so, yeah.

4 CRAIG MASTANTUONO: But the deepest of
5 the cruise ships.

6 PETER DANIELS: Correct.

7 CRAIG MASTANTUONO: If you -- when you
8 consider -- when we do a little comparison on how
9 this compares to the project before with dredging,
10 need to have a much larger project than having
11 cruise ships dock in there -- because a long time
12 ago that became an issue in the channel, that
13 dock.

14 PETER DANIELS: Before my time.

15 The dashed line there is where the Army
16 Corps of Engineers navigational channel ends.
17 It's a real short extension, finger to extend over
18 by Discovery World there. Much, much longer that
19 dredges all the way up. Is that --

20 CRAIG MASTANTUONO: Kind of.

21 PETER DANIELS: All right. Next slide.

22 We did receive three bids. The low bid
23 is Michels, 2.2 million. There's only three bid
24 items. So, the Office of Equity and Inclusion did
25 waive the small enterprise requirement, which is

1 probably part of the reason the bids were lower
2 than we received last year. We are about 300,000
3 lower than last time, which is good, and Michels
4 is lowest.

5 Next slide.

6 CRAIG MASTANTUONO: Before you move on,
7 the turbidity control curtain, the first two are
8 pretty close, 89-, 90,000. Are we getting apples
9 to oranges there?

10 PETER DANIELS: That's their secrets. I
11 don't know what they're assuming, but we have the
12 specs, they have to supply the turbidity levels.
13 I don't know, you know, the contractors put their
14 overhead in different places, too.

15 CRAIG MASTANTUONO: And Michels is a
16 good company.

17 JACKIE Q. CARTER: And they've done a
18 lot of work out there, so they may know something
19 that those other guys don't.

20 CRAIG MASTANTUONO: Quick other
21 question, the process for the Office of Equity and
22 Inclusion, do we request that or do --

23 PETER DANIELS: We take the risk.

24 CRAIG MASTANTUONO: Is that because we
25 just see the bids coming in competitively?

1 PETER DANIELS: A lot of reasons, the
2 bids last time, we only got three bids, and two
3 required very specialized equipment.

4 Next slide.

5 Not very many have a barge, crane,
6 anything like that. They use special dump trucks,
7 they're not run-of-the-mill dump trucks to
8 continue the -- so, yeah, specialized equipment,
9 only three bid items, sometimes, you know, if they
10 have a trucking item, you have to have persons to
11 fill that.

12 CRAIG MASTANTUONO: I thought I seen
13 that.

14 PETER DANIELS: You know, there's nobody
15 to do turbidity control curtains. So, not a lot
16 of people do this type of work, specialized
17 equipment.

18 CRAIG MASTANTUONO: Okay.

19 PETER DANIELS: We try to do it, last
20 time, the bids were a little higher, so for all
21 those reasons.

22 CRAIG MASTANTUONO: When you say we only
23 received three bids, are you talking about this
24 time around or when --

25 PETER DANIELS: Both times. Last time

1 we got three and this time.

2 JACKIE Q. CARTER: We also -- so, when
3 we do this work, we work with the engineering firm
4 that does the design, they make estimates, because
5 the estimates were so much higher, we canceled
6 that bid and we went back and looked at it. And
7 so, that was some of the feedback we got.

8 SALLY PELTZ: I have one other question,
9 too. In terms of the Office of Equity and
10 Inclusion, it's an interesting thing today, that's
11 through the City of Milwaukee?

12 JACKIE Q. CARTER: Yes.

13 SALLY PELTZ: And it contains those
14 bids, and no issues?

15 JACKIE Q. CARTER: Yes, so the mayor's
16 office and city attorney's office is working on
17 that to determine if there's any needed changes.
18 As of now, that office continues. They -- so the
19 -- it's really the Office of Small Business
20 Development, which is inside the Office of Equity
21 and Inclusion. So, the Small Business Development
22 people will always be there.

23 SALLY PELTZ: For sure. For sure.
24 Okay. I'm glad to hear that.

25 JACKIE Q. CARTER: Yep.

1 PETER DANIELS: So, in summary, Contract
2 690, we're going to -- are recommending that you
3 vote to go to Michels Construction. The
4 completion date would be April 17, 2026, for 2.2
5 million.

6 KATHLEEN SMITH: Do we need a motion on
7 this?

8 TIM HOELTER: Yes.

9 KATHLEEN SMITH: I'd like to make a
10 motion we accept that bid.

11 CRAIG MASTANTUONO: I'll second.

12 TIM HOELTER: Any further discussion?

13 All in favor.

14 COMMISSIONERS: Aye.

15 TIM HOELTER: Okay. No abstentions.

16 This is unanimous.

17 Thank you.

18 STEVE PACZESNY: Good morning,
19 commissioners. The next item is the South Shore
20 Cruise Dock. As you can see in the upper
21 right-hand corner, dredging will go from the Lake
22 Express Fairy to DMDF, and the lower portion of
23 the platform, about 50,000 square feet, a large,
24 rectangular section contained by a steel pile wall
25 and tie rods, structural sill. And extended to

1 the north and the south, we have the steel catwalk
2 supported by non-pile structure, six-wide pipe
3 piles driven into the floor of the lake. Those
4 contain bollards, and ships tie up to the
5 eight-by-eight-foot fenders, fenders and bollards
6 along the rectangular portion. About a 750-foot
7 long platform able to accommodate Viking ships and
8 other cruise ships. And we are going to have
9 sewer, water, lighting, paved surface to provide
10 all services, currently provides the lift dock out
11 of view section of work.

12 Next slide.

13 CRAIG MASTANTUONO: Is the catwalk
14 similar to what we have now, the concrete
15 platform, and there's fingers going out into the
16 lake?

17 PETER DANIELS: Similar, eight-feet
18 wide, and, yeah, like a grade, similar. It's
19 going to allow people the access (indiscernible).

20 CRAIG MASTANTUONO: So, that's not for
21 passengers?

22 PETER DANIELS: No, the large docks --
23 going to be gates blocking the walkway area.

24 CRAIG MASTANTUONO: Thank you.

25 PETER DANIELS: We had three bidders on

1 this project. You will see Zenith Tech, McMullen,
2 and Michels. There was a total of 40 bid items, I
3 didn't list them all on the slide, but you can see
4 the totals at the bottom. About 11 million from
5 Zenith Tech, slightly higher from McMullen and
6 Michels. There is a 25 percent SBE requirement,
7 which Zenith Tech has committed to.

8 CRAIG MASTANTUONO: All three met that?

9 PETER DANIELS: Mm mm.

10 Next slide, please.

11 TIM HOELTER: One question. Back. Can
12 you tell us a little bit about Zenith Tech, only
13 because they're quite a bit lower? What is their
14 experience?

15 PETER DANIELS: Yeah, I've worked with
16 them at the City of West Allis. They do paving,
17 bridge work. They're sitting right behind here.
18 So, a lot of experience working with a lot of
19 roads for me in West Allis. And I know they do
20 bridges, tie into docks.

21 CRAIG MASTANTUONO: They are a local
22 company.

23 PETER DANIELS: Yeah, they've been
24 around a while.

25 CRAIG MASTANTUONO: Okay.

1 TIM HOELTER: Thank you.

2 PETER DANIELS: We recommend this
3 contract be awarded to Zenith Tech of Waukesha,
4 Wisconsin, for the low contract price of \$11
5 million. Looking at a completion date of June
6 30th next year, so a couple weeks past right now
7 in 2026.

8 Partial funding of this is through a
9 grant from Wisconsin Department of Transportation
10 Harbor Assistance Program, \$500,000 grant.

11 CRAIG MASTANTUONO: The rest comes from?

12 JACKIE Q. CARTER: City Capital, Port
13 carryover funds. So, we've been planning for this
14 project for a number of years. We had some
15 property sales, all kinds of funding, so.

16 KATHLEEN SMITH: We're going to pass the
17 hat.

18 CRAIG MASTANTUONO: So, the money is
19 there?

20 JACKIE Q. CARTER: That's right. Yes.

21 KATHLEEN SMITH: I'll make a motion that
22 we accept the bid as proposed.

23 CRAIG MASTANTUONO: I'll second.

24 TIM HOELTER: Any discussion?

25 All in favor of accepting the contract?

1 COMMISSIONERS: Aye.

2 TIM HOELTER: None are opposed, so the
3 contract is accepted.

4 I want to thank both of you for your
5 explanations on what is going into these contracts
6 and why we recommend each of the successful
7 bidders.

8 STEVE PACZESNY: And we did intend one
9 more slide, but go forward, show the related
10 contracts for this job. Two of them have already
11 been approved: 686 Roadway, 688 Lift Station.
12 The 690 dredging project, which Pete was just
13 telling you guys about, and 691 is the platform.
14 So, a grand total at the bottom for all of the
15 work.

16 CRAIG MASTANTUONO: So, this is where we
17 can fit two ships, one on the east and one on the
18 south?

19 PETER DANIELS: Yeah, the other one goes
20 here.

21 KATHLEEN SMITH: It looks a little bear
22 in that area.

23 JACKIE Q. CARTER: That's next.

24 (Overspeak.)

25 KATHLEEN SMITH: Okay. I'm sorry, I'm

1 jumping ahead. I can take a little bar there
2 maybe or something like that or a flower shop.

3 TIM HOELTER: Thank you both.

4 KATHLEEN SMITH: Wow, very good work.

5 TIM HOELTER: Port operations report.

6 Good morning.

7 ERIC POLZIN: Good morning

8 commissioners. Eric Polzin, operations manager.

9 So, we'll start out with the normal
10 slide. A couple of visits since the date of our
11 last board meeting. This actually represents
12 about a 30 percent increase from the same period
13 last year on steel ships, a couple new visits
14 there, grain, and also the gypsum vessels.

15 Next slide.

16 I thought it might be beneficial to kind
17 of shift course from my normal report and kind of
18 touch on the tasks the operations team performs
19 from day to day.

20 We do all our own preventative
21 maintenance, inspections, minor and major repairs
22 of equipment. There's approximately 45 pieces of
23 equipment, anything from chainsaws, lawnmowers,
24 cranes, forklifts. We always try to handle
25 everything inhouse whenever possible, the team

1 does. Occasionally, we do have to go outside when
2 we don't have the experience or the knowledge to
3 do something, but like I said, we always try to
4 handle everything inhouse.

5 CRAIG MASTANTUONO: Do you have actually
6 designated repair technicians?

7 ERIC POLZIN: Everybody wears the same
8 hat.

9 CRAIG MASTANTUONO: Right. Right.

10 JACKIE Q. CARTER: So, you might
11 remember last year we changed that where they had
12 all the different duties but, because most of the
13 year they're all doing the same work, there was
14 some inequities there. And so, everybody now is
15 on the same position, same title, but there's a
16 ladder. So, if you have a specific expertise, you
17 can kind of move up that ladder. And then if
18 you're performing crane work or operating a boat,
19 something like that, then you're at the top, but
20 you're only paid that while you're doing that and
21 then you come back. So, it was just really to
22 create some equity.

23 ERIC POLZIN: So, another task that the
24 guys do is groundskeeping, grass and weed cutting,
25 trash removal, snow and ice control. You all know

1 that the port encompasses about 467 acres, while
2 the guys are not responsible for all that, we
3 don't specify tenants individually or anything
4 like that, there is a lot of common area.

5 One thing I'd like to highlight, for
6 Earth Day this year, our entire team went out and
7 identified five areas around the port that had
8 significant trash accumulation, and over the
9 course of about an hour-and-a-half, the entire
10 team collected about 940 pounds of trash that we
11 were able to collect and properly dispose of.

12 KATHLEEN SMITH: Did it just blow in
13 here or people partying here?

14 TIM HOELTER: Or tenants or --

15 ERIC POLZIN: It was just the operations
16 team, our team --

17 TIM HOELTER: No, I'm sorry, but the
18 producers of the trash, I mean --

19 ERIC POLZIN: I don't think --

20 TIM HOELTER: -- it's the tenants or
21 not?

22 ERIC POLZIN: -- I don't think it's the
23 tenants so much. I think a lot of it is the truck
24 drivers that come in throwing water bottles,
25 things like that.

1 CLAUDE KRAWCZYK: But there's not any
2 dumping going on?

3 ERIC POLZIN: No.

4 KATHLEEN SMITH: So, not like tires or
5 anything like that?

6 ERIC POLZIN: No. Okay.

7 KATHLEEN SMITH: Do we have cameras?

8 JACKIE Q. CARTER: Yes.

9 KATHLEEN SMITH: Okay. Just checking.

10 ERIC POLZIN: The operations team is
11 also responsible for maintaining, operating,
12 scheduling and deploying port vessels, cranes, and
13 equipment.

14 John and I always try to keep all of the
15 team involved with the scheduling. One thing that
16 we found that contributed a significant amount
17 towards the downtime of a piece of equipment, if
18 the guys know that we need this that day, they
19 spend the day before going through it and making
20 sure everything is functional. And we've noticed
21 that we have much better uptime for equipment.

22 The team is also responsible for minor
23 building maintenance and repairs. This is
24 anything from light carpentry, plumbing, replacing
25 valves, making sure the toilets are running,

1 things like that.

2 JACKIE Q. CARTER: Painting this room.

3 ERIC POLZIN: Painting this room.

4 KATHLEEN SMITH: Which is very nice, by
5 the way, yes.

6 ERIC POLZIN: Installing blinds.

7 KATHLEEN SMITH: Yes. We noticed.

8 ERIC POLZIN: We are also responsible
9 for minor railroad maintenance and repairs.
10 There's about 15 miles of railroad tracks, the
11 guys do a lot of tightening of bolts on joints,
12 lubricating switch points, switch stands,
13 replacing rail when necessary, items like that.

14 And assisting with cruise vessel
15 services as well. This could be anything from
16 taking out the trash on the boat to loading
17 groceries, handling stores, liquors, soda, water,
18 you name it, as well as ancillary services that
19 the customers request.

20 And that leads me to the next slide.

21 One neat project that the guys got to
22 help with this year, the Viking Polaris needed two
23 new front windows.

24 KATHLEEN SMITH: Oh, wow.

25 ERIC POLZIN: So, the windows were

1 shipped from Italy, shipped to the team, and our
2 crew worked with the guys to remove the bad
3 windows and they installed the new windows.

4 CRAIG MASTANTUONO: They planned that
5 here because it was their turnaround?

6 ERIC POLZIN: Because we have the best
7 access for cranes.

8 CLAUDE KRAWCZYK: So, a little bit of
9 both.

10 JACKIE Q. CARTER: And, yeah, they spend
11 the most time at the turnaround.

12 CLAUDE KRAWCZYK: And we bill on the
13 time and materials.

14 ERIC POLZIN: They do, yes.

15 CRAIG MASTANTOUNO: And for those other
16 services we were talking about?

17 ERIC POLZIN: Yes.

18 (Overspeak.)

19 ERIC POLZIN: Any time that we -- any
20 time that they request a service, we bill that
21 back, as well as any equipment that we use.

22 TIM HOELTER: Doing this work for them
23 might present further opportunities --

24 KATHLEEN SMITH: Absolutely.

25 TIM HOELTER: -- for us based on the

1 level of satisfaction they have and just how our
2 two teams collaborate.

3 ERIC POLZIN: That's exactly it.

4 TIM HOELTER: That's great.

5 ERIC POLZIN: We work together with
6 them, and if we're capable of doing a project,
7 they keep us in mind.

8 TIM HOELTER: Perhaps other lines will
9 hear about this as well.

10 JACKIE Q. CARTER: Yeah, to your point,
11 we actually met with Viking, Brian, Eric, Korey,
12 and I, and that was one of the things that they
13 said, that they were really happy in Milwaukee
14 because they can get what they need and it's
15 efficient, the service is great. So, kudos to
16 operations.

17 TIM HOELTER: Congratulations.

18 CRAIG MASTANTUONO: What's the size of
19 the team, Eric?

20 ERIC POLZIN: We have seven guys.

21 And next slide.

22 And then going into our quarterly
23 security report, it pretty much speaks for itself.
24 You can see the security areas are port after
25 hours and trespassing. We're still a little bit

1 short at the end of quarter two, but we expect
2 that number to be similar to quarter one, if not
3 maybe more because of nice weather.

4 But, once again, thanks to our security
5 contractors, they do a fantastic job of
6 intercepting people when they find them out here.
7 And, you know, a lot of times it's nothing
8 nefarious, it's just like they're lost. So, they
9 make sure that they get directed to the right
10 location and send them on their way.

11 KATHLEEN SMITH: We even get abandoned
12 cars down here, too?

13 ERIC POLZIN: Every once in a while.

14 KATHLEEN SMITH: Really.

15 TIM HOELTER: Are any arrests ever made?

16 ERIC POLZIN: Occasionally, yes. As
17 everybody knows, it's not always easy for MPD to
18 respond to things like trespassing, so. They have
19 a lot more problems on their plate. And if XPD
20 has any issues with the people, they do give them
21 a call, and if things work out, yeah.

22 TIM HOELTER: Okay.

23 JACKIE Q. CARTER: But that's rare
24 though.

25 ERIC POLZIN: It is rare.

1 JACKIE Q. CARTER: It's rare that they
2 even need to do that. Usually people will comply.

3 ERIC POLZIN: Okay. And that's really
4 all I have for you today, unless you have any
5 questions for me.

6 TIM HOELTER: Any questions or comments?

7 I do have to say thank you for giving us
8 kind of the overview of the multiple services that
9 your team provides. So, appreciate that very
10 much.

11 ERIC POLZIN: Thank you. Yeah, if there
12 is ever anything that you'd like me to dive into
13 more or talk about, let me know, I'd be happy to
14 do so.

15 TIM HOELTER: All right. Thank you,
16 Eric.

17 ERIC POLZIN: Thank you.

18 CRAIG MASTANTUONO: Quite the shirt
19 today, Eric.

20 KATHLEEN SMITH: Yeah, very fitting.

21 SELENA COLE: Good morning. Business
22 operations. This is my first official report.

23 The report for you is for pay period 11,
24 which is under halfway through the year. Both
25 revenues and expenditures are currently below

1 budget in the areas, however as you know, we
2 expect that to increase.

3 While revenues are low at this time,
4 it's not alarming. The timing of billing affects
5 this, and the seasonal nature of our operations
6 contributes to this. But we anticipate it to
7 improve as the season continues.

8 Expenditures are also currently low, but
9 are expected to increase. Salaries reflect our
10 current vacancies.

11 You can see that our collection efforts
12 have continued to show progress with over a
13 hundred thousand dollars in delinquent accounts
14 recovered during this period.

15 KATHLEEN SMITH: Kudos.

16 SELENA COLE: These continue to decline.

17 There's no major concerns with the
18 current expenditures at this time, but we continue
19 to monitor the revenue and collections especially
20 with forecasted halfway through the year.

21 Next page, please.

22 The revenues are outlined here. A few
23 categories you'll see are lower compared to this
24 time last year. That is primarily due to reduced
25 activity, lower call volume for the spring.

1 On the expenditure side, operating
2 expenses are tracking as expected. Special
3 funding is a little lower -- well, it's
4 significantly lower than last year, those
5 typically cover infrastructure and equipment
6 purchases, but those will also increase as we
7 cover projects this season.

8 Last year we took care of bigger
9 projects, such as track repair and utility and
10 design work.

11 And then we can go to the next one,
12 please.

13 And this is just the breakdown. You
14 will see a couple of our frequents have fallen
15 off, but that also highlights some other notably
16 --

17 CLAUDE KRAWCZYK: Some made some big
18 payments.

19 (Overspeak.)

20 SELENA COLE: I'm glad you noticed that.

21 CP Rail, too, has made significant
22 progress. A couple of others on here are who have
23 payment plans, so you will see them throughout the
24 year.

25 KATHLEEN SMITH: What's going on with

1 Cohen? Are they really doing anything?

2 JACKIE Q. CARTER: We haven't actually
3 sent anything out to Cohen.

4 CLAUDE KRAWCZYK: What about South
5 Harbor?

6 SELENA COLE: South Harbor is our tenant
7 that has an approved payment plan. So, we'll
8 continue to see their numbers reduce, but they're
9 going to be -- they're going to be on our account
10 through the end of the year.

11 CLAUDE KRAWCZYK: But they are chipping
12 away on it.

13 SELENA COLE: They are chipping away.
14 Every month they make a payment.

15 CLAUDE KRAWCZYK: Glad to see that there
16 is only five that are not in this decade.

17 KATHLEEN SMITH: I see Marek Landscaping
18 is still on here.

19 SELENA COLE: Yes.

20 Any other questions for me?

21 TIM HOELTER: I sees the US Navy is on
22 there.

23 JACKIE Q. CARTER: That -- that had a
24 lot to do with the federal budget. So, they just
25 got approval, so we'll see some of those fall off.

1 SELENA COLE: They're pretty good.

2 JACKIE Q. CARTER: Yeah, they pay. We
3 just -- we literally just got the signed agreement
4 from them, because the budget was holding it up.

5 CLAUDE KRAWCZYK: Those three big ones.

6 JACKIE Q. CARTER: Yeah, they all will
7 come through.

8 TIM HOELTER: Any further questions for
9 Selena?

10 Good job. Thank you.

11 SELENA COLE: Thank you.

12 KATHLEEN SMITH: Here is the good news.

13 MARIA CARTIER: Good morning, Maria
14 Cartier, market development manager, and Korey
15 Garseau, trade development representative.

16 We will go to the tonnage report.
17 Compared to 2024, we're down 28 percent. We are
18 however chipping away. It was quite a bit bigger
19 deficiency early in the year, and that really is,
20 I think, timing from the salt perspective. We're
21 lower on salt shipments. And we anticipate that
22 to pick up. You might have noticed some of the
23 piles are starting to build up, but there's still
24 quite a bit more that needs to be stocked up, it
25 was depleted. And then the liquid bulk shipments

1 over the past winter as compared --

2 CLAUDE KRAWCZYK: Why is that?

3 MARIA CARTIER: On the liquid bulk, that
4 had to do with processing equipment of the liquid
5 bulk, it was down. And so, they weren't able to
6 get those shipments out. We typically get those
7 shipments in the winter because Green Bay is
8 closed, that's normally where it goes. Now Green
9 Bay is open, so we would not be able to capture
10 that back.

11 CRAIG MASTANTUONO: What is the typical
12 liquid bulk?

13 MARIA CARTIER: I believe that is a
14 replomen (sounds like). It's a gasoline additive.
15 And then on salt shipments, we heard a
16 lot of the salt went to markets like Kentucky.

17 KATHLEEN SMITH: What the heck do they
18 need salt for?

19 MARIA CARTIER: Well, they did -- they
20 got hit this winter.

21 JACKIE Q. CARTER: It actually was
22 shipping by truck from this port down south.

23 KATHLEEN SMITH: Really? I don't
24 remember the winter being that bad this year.

25 JACKIE Q. CARTER: It wasn't. It was

1 the south.

2 KATHLEEN SMITH: Okay. I see. I see,
3 the south. Okay. I just care about what happens
4 here.

5 JACKIE Q. CARTER: Well, we like that we
6 can touch other markets.

7 KATHLEEN SMITH: Oh, absolutely.

8 JACKIE Q. CARTER: And then it gets out
9 of here, we can replace.

10 KATHLEEN SMITH: Exactly. No, no. I
11 agree.

12 MARIA CARTER: And then as Eric
13 mentioned, we had quite a few steel shipments, a
14 really strong May. We're actually about 40
15 percent higher than we were last year at this
16 time. We'll see now -- you know, now that 50
17 percent tariffs have been implemented on steel,
18 not sure what the impact will be and what the rest
19 of the season is. Because we had such a strong
20 beginning, it's probably going to level off a
21 little bit the next couple months and then wait
22 and see. A lot of people are on a wait and see.

23 TIM HOELTER: Perhaps also the early
24 volume of steel we've experienced with
25 anticipation, getting it in here before the

1 tariffs.

2 MARIA CARTER: Right.

3 One little highlight is that we had nine
4 breweries come in here.

5 CLAUDE KRAWCZYK: Where were they headed
6 to?

7 KATHLEEN SMITH: Where were they going?

8 MARIA CARTIER: To a brewery in the
9 Waunakee area.

10 The next shipment -- next slide, sorry.

11 It was a busy couple of months in
12 outreach both from a business development and a
13 community perspective.

14 On business development, I attended
15 Breakbulk Europe, which is one of the largest
16 breakbulk conferences in the Netherlands. I
17 participated along with other Great Lakes ports
18 and stakeholders. The show attracted 11,000
19 attendees. I got to meet with existing customers,
20 some new ones, shipping lines, shipping agents.
21 There also was a Women in Breakbulk, that was an
22 event that I attended. One of the shipping lines
23 I called on is an account I'm working on. So,
24 that's always a really good show.

25 CLAUDE KRAWCZYK: Can you explain

1 breakbulk?

2 MARIA CARTIER: So, breakbulk, an
3 example of breakbulk is for the breweries. Really
4 it's not dry bulk --

5 TIM HOELTER: Not in a container.

6 MARIA CARTIER: -- and it's not in a
7 container.

8 CLAUDE KRAWCZYK: Okay. Noncontained
9 items.

10 MARIA CARTIER: Correct.

11 And then in May, we also had a
12 delegation from the Port of Antwerp. It was a
13 reverse mission. Last year, the seaway went and
14 did a trade mission there. We did not attend
15 that, but all those folks came here. And the Port
16 of Antwerp is a port that we get a lot of our
17 shipments from. There's an established trade
18 lane. One of the shipping lines does have a
19 regular liner service that goes, and we partner
20 with them quite a bit. And they came and went to
21 Chicago here in Burnham Harbor. And in their
22 visit here, we met with Komatsu and went on a
23 really nice manufacturing tour. We met with their
24 international logistics manager and she shared
25 about how they import and export.

1 And one of the good things that came out
2 of that, I think for us, is they want to come,
3 that is Komatsu, and do a Port 101 tour. We have
4 that locked in, so something they were wanting to
5 do.

6 And then the delegation came here, we
7 did a Port 101, lunch, and we did a port tour.
8 And the governors and premiers hosted a reception
9 for them in Chicago, which I attended as well.

10 Okay. On the community side, so we
11 hosted three different student groups with around
12 250 students in total. The first one was an
13 industry interaction day that We Work the
14 Waterways coordinated with MPS here.

15 We Work the Waterways is a group that
16 tries to engage students with community and others
17 in the industry and educate them on maritime. So,
18 it was an interaction hands-on impact day. There
19 was a presentation that we did where we talked
20 about what a port does, we talked about Port
21 Milwaukee, different careers in maritime. We had
22 a panel where the students could ask questions.
23 They even talked about how to prepare for an
24 interview, what are some of the -- the basic 101
25 when you start a job. So, it was really quite

1 good.

2 Then there were activity stations, there
3 were about eight of them, hosted by port partners
4 where they did demonstrations of things like a man
5 overboard, there was how to work an excavator.
6 And in the middle the image there, there is Matt
7 Tillman from our operations team, the excavator
8 and the remote controls used. They showed how to
9 do proper PPE and line handling. So, all the
10 different aspects of maritime.

11 And there were 250 students from Rufus
12 King, Milwaukee School of Language, and Ronald
13 Reagan.

14 And the other event was the Port of
15 Leadership Summit. This is the second year that
16 we did that. Our event tenant, Holcim, plays a
17 major role in coordinating that with us. And
18 there's students from the Milwaukee Future Urban
19 Leaders, high school students. And this year also
20 Project Kindred Milwaukee with middle schoolers.
21 So, we had over 40 students that day. So, they
22 got to spend a day looking at anything from
23 different careers in maritime as well. They --
24 you see on the bottom left there, there's a truck,
25 there's an excavator, the kids got to sit up on

1 it.

2 KATHLEEN SMITH: Cool.

3 MARIA CARTIER: They were shown how to
4 blow the horn. So, all the kids that went up on
5 the truck blew the horn.

6 But what was really neat, on the top
7 left photo, is that Holcim coordinated one of
8 their demos here, so the students got to go on the
9 ship to, you know, tour the ship, see the
10 different areas, talk to some of the folks that
11 worked on the ship. So, that was really great.

12 KATHLEEN SMITH: You really provided an
13 incredible experience.

14 MARIA CARTIER: Yes, being able to do it
15 versus --

16 KATHLEEN SMITH: Right.

17 MARIA CARTIER: -- talking to them.

18 TIM HOELTER: How do these -- excuse me.
19 How do these events come about? Does MPS contact
20 us, do we contact them?

21 MARIA CARTIER: So, We Work the
22 Waterways, we had a meeting here with them a year
23 or two ago, and they told us about their program.
24 And we knew it with the schools, and we brought in
25 MPS.

1 JACKIE Q. CARTER: That was it. We
2 connected them with MPS, and then they coordinated
3 it, but then Maria and Korey worked on -- and
4 Madison also, worked on getting things together.
5 We connected them with tenants and partners
6 locally so that they could do their outreach, and
7 then also served as support. So, part of the
8 career panel, Korey, I think, kind of coordinated
9 the activity site.

10 CLAUDE KRAWCZYK: And We Work the
11 Waterways, I assume that is maritime people that
12 put that --

13 JACKIE Q. CARTER: Actually a former
14 educator. And we connected with them because
15 we're members of the Inner Rivers Ports and
16 Terminals Group, and so they were originally part
17 of that group. They were brought in to kind of do
18 this in partnership with them. They since now
19 become two separate organizations. IRPT already
20 existed, but then We Work the Waterways, now that
21 they've kind of established, has established their
22 own entity. But they do that with ports all over
23 the country.

24 So, yeah, we started conversations for
25 Milwaukee last year, right around, what, May?

1 MARIA CARTIER: Yeah.

2 JACKIE Q. CARTER: And it took a --
3 because the timing didn't work. And so, MPS, we
4 connected them with the lead guidance counselor
5 for MPS. And so, she wanted to connect it -- they
6 have a tenth grade industry -- or interaction day,
7 so some type of career interaction, and so she
8 felt like this was a good fit, and so they
9 scheduled it. So, every tenth grader that day was
10 somewhere, but we had 200 of them here at the
11 port.

12 MARIA CARTIER: And then the terminal
13 manager at Holcim had relationship with the Future
14 Urban Leaders, and it's a passion of his to really
15 promote careers in maritime. So, he sort of
16 spearheaded that and brought us in.

17 You know, the kids came in, Jessie and
18 the mayor welcomed them. The mayor shared his
19 career path. The kids -- there was a Q and A, and
20 I thought they asked really great questions. So,
21 that was a good part of it.

22 And then in addition to showing them the
23 different modes of transportation, they also
24 shared how their operation works, how they bring
25 in the vessels and outgoing rails of cargo. So,

1 they got to learn kind of the ins and outs of the
2 daily work of the cement terminal.

3 CLAUDE KRAWCYZK: That all takes a lot
4 of coordination and work, and it's great that you
5 guys --

6 MARIA CARTIER: And they also sponsored
7 lunch. They're really -- it's a real passion of
8 theirs.

9 CLAUDE KRAWCYZK: And they pay their
10 bills.

11 MARIA CARTIER: Yeah.

12 KATHLEEN SMITH: That's Claude's main
13 thing, they pay their bills.

14 MARIA CARTIER: And then, finally, we
15 had -- there's a group of after-school students
16 that are in an all-hands outwork program, it's 15
17 to 17 year olds, that take part in an
18 on-water-skills program, introducing them to
19 recreation and maritime careers. So, we did a
20 Port 101 with them, tours.

21 So, a lot of our -- a lot of community
22 activity and just really highlighting, as in many
23 industries, there's a real gap as far as bringing
24 new workforce in.

25 CLAUDE KRAWCYZK: Absolutely.

1 MARIA CARTIER: I'll turn it over to
2 Korey.

3 KOREY GARSEAU: I'd like to provide an
4 update on some of our open FTZ cases as they stand
5 right now. So, we did have one activation, that
6 being Zebra Technology Corporation, down in
7 Kenosha. That was our first activation in quite
8 some time. So, exciting to have another new
9 company come aboard. So, their zone is moving
10 product now, so that's great.

11 CLAUDE KRAWCYZK: What do they do?

12 KOREY GARSEAU: They are a, call it,
13 computers, tablets, sort of manufacturer. So,
14 they're making different types of handheld
15 devices, sourcing parts from different countries
16 and manufacturing that.

17 We do have two approved operators. So,
18 the FTZ board has come back with their
19 applications and approved them. And at this time
20 they're waiting on coordinations with CBP to
21 activate those sites, so getting very close to two
22 more. Two are currently under FTZ board review,
23 that meaning the application has been submitted
24 and we're waiting on feedback from the FTZ board
25 in D.C.

1 And then we have one that is in
2 pre-submission review, so that will be submitted
3 to the board in the next few days.

4 So, those are our active cases,
5 obviously there was a lot of interest and has been
6 a lot of interest in the FTZ program. We've seen
7 that slow down a little bit, I think a lot of
8 questions came in when, you know, tariff talks
9 first started, but it's remaining steady.

10 And then we are staying involved with
11 the National Association of Foreign Trade Zones to
12 keep up to date on the different tariff news and
13 how that's impacting FTZ operations. So, some of
14 these new tariffs that are coming online have
15 their own implications and rules regarding what
16 can be done in FTZ, so a little different from
17 years past. So, trying to stay well equipped to
18 answer questions that any perspective operators
19 might have.

20 CRAIG MASTANTOUNO: But the primary
21 purpose of the FTZ anticipated the function with
22 the new tariffs -- kind of points, right, to void?

23 KOREY GARSEAU: Right. So, some of the
24 new tariffs that have come online, one of the main
25 benefits of the FTZ for manufacturers especially

1 is the inverted tariff duty, that being when you
2 bring multiple products in at different rates, and
3 then you -- let me back up. It's a little
4 confusing to explain.

5 So, you're bringing in different items
6 going into a finished product. In an FTZ, instead
7 of paying the individual duties on all of the
8 components, you just get one on that final
9 product. And now with some of these new tariffs,
10 they're saying, no, the tariff rates or the duty
11 rates are locked in on the individual components
12 coming in. So, that's one thing that we're really
13 monitoring, we're hoping that changes course on.

14 But there still are a lot of other
15 benefits. The duties are deferred until the
16 products actually go into production. So, there's
17 still a lot of cash flow benefits, there's no
18 quotas yet. You know, so a lot of those other
19 benefits are still in place.

20 CRAIG MASTANTOUNO: Thank you.

21 KOREY GARSEAU: And then for cruising.
22 So, obviously, we are well into our cruising
23 season now, and we've had a number of highlights
24 that I wanted to point out.

25 So, our cruising season kicked off on

1 April 28th, and we had a media event down at City
2 Heavy Lift where the Octantis pulled into port.

3 We had a Viking double visit again this
4 year on May 12th and 13th. This is our third year
5 in a row of having both Viking ships here at the
6 same time. It's always kind of a big thing, a
7 spectacle on the lakeshore. And this year it was
8 two dates instead of one date, so a little bit of
9 a challenge, but it went smoothly without a hitch.
10 So, very happy with how that turned out.

11 Victory Cruise Lines made their
12 inaugural call on May 24th. So, we had a nice
13 little class exchange. You see Jackie and the
14 Viking Cruise Line CEO John pictured above.

15 KATHLEEN SMITH: Victory.

16 KOREY GARSEAU: Oh, sorry, Victory. A
17 lot of close names. Victory. Victory Cruise Line
18 CEO, yes.

19 And so, they were very happy to be here
20 for the first time. They actually did a cool
21 event down at Harley-Davidson where they raffled
22 off two bikes for passengers that were on the
23 ship. So, if you bought a ticket, you could have
24 won a free motorcycle. And from the sounds of it,
25 they're looking to do that again next year.

1 CLAUDE KRAWCZYK: Do they load them on
2 the ship then?

3 KOREY GARSEAU: I don't know how they
4 got it, but it wasn't on the cruise ship.

5 KATHLEEN SMITH: Have to ride it home.

6 JACKIE Q. CARTER: I think they took
7 them to the Harley Museum, and that's what all of
8 the -- because that's a common stop for the
9 passengers, so they did it there.

10 CLAUDE KRAWCZYK: No, I meant the
11 motorcycles.

12 KATHLEEN SMITH: Yeah, how did they get
13 the motorcycles?

14 JACKIE Q. CARTER: Oh, I don't know.
15 (Overspeak.)

16 JACKIE Q. CARTER: I guess we should
17 have asked the guy because he was there with us.

18 KOREY GARSEAU: I'm sure they arranged
19 stuff on the way.

20 KATHLEEN SMITH: Well, they have dealers
21 all over the world, so they can just-- you know --

22 JACKIE Q. CARTER: No, they pick their
23 bike. They had them sitting right there. So, the
24 first person that morning got the pick of the two,
25 and then the second person got what he didn't

1 want.

2 KATHLEEN SMITH: Well, there you go.

3 CRAIG MASTANTOUNO: Is Victory in the --
4 visiting --

5 JACKIE Q. CARTER: Oh, yes.

6 KOREY GARSEAU: Yes, so they're coming
7 two more times this year. Their three visits this
8 year are turnarounds. Next year they're going to
9 be coming over 30 times. They're adding us to
10 their regular itinerary. So, while we won't be a
11 turnaround port for them for most visits next
12 year, they will be making day stops and passengers
13 will be doing tours. So, still seeing a little
14 bit of that passenger footprint.

15 CRAIG MASTANTOUNO: What type of -- are
16 they a large, medium, small ship?

17 KOREY GARSEAU: They're a rather small
18 ship. So, they dock at Pier Wisconsin. I think
19 their capacity is about 180 passengers.

20 CRAIG MASTANTOUNO: That's great, more
21 of a frequent use of that dock.

22 KOREY GARSEAU: Right. Right. So,
23 we'll really see our cruise call increase by leaps
24 and bounds next year mostly in thanks to them
25 coming so many times and being a regular.

1 CRAIG MASTANTOUNO: Are they doing the
2 Great Lakes circuit, touring Chicago?

3 KOREY GARSEAU: Yeah, so they stop at
4 some other ports. Just because they're so small,
5 they can get into some other ports that other
6 lines don't go to. So, they'll visit Green Bay;
7 they'll visit Escanaba; Houghton, Michigan. So,
8 some examples where other lines aren't going. So,
9 they try to position themselves offering something
10 niche, but they do still try to hit the major
11 stops, Milwaukee, Detroit, Cleveland. And then do
12 a lot of touring as well.

13 CRAIG MASTANTOUNO: Thank you.

14 KOREY GARSEAU: And then finally, we had
15 a Pearl Mist media event on June 2nd. It was in
16 coordination with Pearl Seas Cruise Line. They
17 made their first call of the year on June 2nd and
18 were looking for a media opportunity. They liked
19 the feedback we had been getting from some of the
20 other things we had been doing regarding cruising.
21 So, we worked to put that together. And I'll let
22 Madison speak to that more coming up, I just
23 thought I'd call it out here.

24 CRAIG MASTANTOUNO: Where do -- this is
25 probably an unfair question, but -- an aggregate

1 question, but where -- do you have a feel for
2 where our cruise ship passengers are coming from?

3 KOREY GARSEAU: A lot of that -- well,
4 it varies line to line. So, there are some lines
5 like Victory, like Pearl Seas, where a lot of
6 those passengers are domestic coming from really
7 all over the states. See a lot of the coasts, the
8 south, not a whole lot of Midwest because we live
9 on the lake, you know, so, folks that are Midwest
10 natives. But then there's other lines like Ponant
11 and Hapag-Lloyd that really cater to those
12 international markets. In fact, Hapag-Lloyd had
13 planned tours, they had German food cruise
14 itinerary. So, those are going to be the ships
15 that have a lot of international passengers,
16 Germany. It's a lot of Europe. We have seen some
17 Asian, Australia, but not really in great volumes.

18 CRAIG MASTANTOUNO: Makes sense. Thank
19 you.

20 KATHLEEN SMITH: Great.

21 TIM HOELTER: Questions? Very good.

22 UNKNOWN SPEAKER: Is that our shot on
23 the right?

24 KATHLEEN SMITH: Yes, beautiful, isn't
25 it?

1 TIM HOELTER: Good morning, Madison.

2 MADISON GOLDBECK: Good morning.

3 Madison Goldbeck, public relations.

4 All right. So, as Korey mentioned,
5 Pearl Seas did reach out, answer to your question,
6 to our campaign to Viking Cruise ships. We
7 decided it was a good opportunity to try something
8 new. One of the top requests we get from the
9 media is that they want to board a ship, so we
10 thought this was a good time to give this a try.
11 So, we invited several outlets for a tour aboard
12 the Pearl Mist. We also highlighted our
13 partnership with Pearl Seas and Pearl Mist. The
14 captain of the ship, operations manager were on
15 tour to provide answers to questions. The media
16 also interviewed passengers who had great things
17 to say about Milwaukee and why they chose the
18 Great Lakes. And some of the things they said was
19 that the city was very clean and our attractions
20 are very incredible. As you can see, that
21 resulted in great coverage. And we also did a
22 collaboration with folks with On Milwaukee, which
23 in return helped.

24 JACKIE Q. CARTER: So, when Madison says
25 "we," she means Madison and Korey. And I really

1 want to just point out to give them credit because
2 we've gotten a lot of requests from media, and
3 when they got that request from Pearl Seas,
4 they're like, well, here's our chance. And they
5 took it, they put it all together, they handled
6 this, nobody else was really -- we didn't have to
7 do much at all. So, kudos to them.

8 And we sent an email with all the links,
9 so if you didn't get a chance to read it, really
10 good coverage. We got a lot of good feedback from
11 passengers in those stories.

12 CRAIG MASTANTOUNO: We have a member of
13 the media here, what did you think of it? You're
14 getting questioned.

15 JEREMY JANNEN: I've been on the
16 Octantis. I've been on the Pearl Mist now.
17 They're very different ships, and -- but seemingly
18 different clients. Encourage to get your own
19 tour. And I can talk to you after the meeting.

20 TIM HOELTER: A very careful answer.

21 JEREMY JANNEN: Caught that.

22 MADISON GOLDBECK: All right. So, we
23 also recently welcomed our first cruise ship of
24 the 2025 season. In advance of Viking's arrival,
25 we did some interviews with WTMJ radio and TMJ4 to

1 get the community excited as to what they can
2 expect. We also utilized social media to do a
3 countdown to the ship's arrival, and to let the
4 public know where they could go to view the ship
5 once it arrived.

6 On the day of the ship's arrival, we
7 held a press conference at City Heavy Lift dock.
8 Jessie provided statements and answered questions.
9 We also invited a local Milwaukee photographer, he
10 has a pretty large following. We invited him and
11 he did a great shot of the ship and then he also
12 did some coverage with social media, which also
13 helped us. And then as the slide show, TV 12 came
14 down with the news chopper and got a great aerial
15 shot.

16 KATHLEEN SMITH: Hitting it out of the
17 park.

18 SALLY PELTZ: Let me ask you a question.
19 So, 2025, why do think this is the first cruise
20 ship to ever enter our port?

21 MADISON GOLDBECK: No, this is the first
22 cruise ship of the season.

23 SALLY PELTZ: The season. And how many
24 more cruise ships do you expect during the season?

25 JACKIE Q. CARTER: This year, it's 21

1 more, 22 total, yeah.

2 SALLY PELTZ: Is that a big increase?

3 JACKIE Q. CARTER: No, that's actually a
4 slight reduction from last year, but it's because
5 Viking is going to pull one of their ships. They
6 have two that come into the Great Lakes. One of
7 them will exit the Great Lakes midway through the
8 year, and then we'll see them come back next year.

9 SALLY PELTZ: And any other ship that
10 fills that spot?

11 JACKIE Q. CARTER: No, there is --
12 there's not very many ships that currently operate
13 on the Great Lakes, because it's a smaller vessel,
14 smaller number of passengers. So, there's a very
15 specific group.

16 And, Korey, you can jump in if I'm
17 messing this up.

18 But we've got -- basically, we have a
19 schedule, right now we're scheduling into '26/'27.

20 KOREY GARSEAU: Yeah, even into '28.

21 JACKIE Q. CARTER: Okay. So, we get
22 these reservations well ahead, so we kind of know.
23 We won't -- we will not get new additions for this
24 year, because they've already started selling for
25 the further years out.

1 SALLY PELTZ: Well, I guess my question
2 is, is this a moneymaker --

3 JACKIE Q. CARTER: Yes.

4 SALLY PELTZ: -- or is it for Milwaukee?

5 JACKIE Q. CARTER: Well, we recover our
6 costs and we make a little bit more. Because they
7 also add to our dock workers' charges. But the
8 big thing with the cruise ships is the overall
9 economic impact, because they're bringing visitors
10 here, they're spending money in the city.

11 SALLY PELTZ: But not specific to the
12 port.

13 JACKIE Q. CARTER: We do make some
14 money, but it's specific to the city and the
15 region.

16 TIM HOELTER: And especially with the
17 turnaround.

18 KATHLEEN SMITH: Shopping and spending
19 money.

20 SALLY PELTZ: Is it isolated out in
21 terms of --

22 JACKIE Q. CARTER: We can get you some
23 information, yeah, we've got some data.

24 SALLY PELTZ: It would be interesting to
25 know.

1 JACKIE Q. CARTER: Yeah.

2 SALLY PELTZ: I mean, most cities that
3 have cruises that come in, it's a big revenue
4 stream.

5 JACKIE Q. CARTER: Yes.

6 TIM HOELTER: I'm sure Visit Milwaukee
7 pays very close attention to the cruises.

8 SALLY PELTZ: And my question, there are
9 very few ships that really come into the Great
10 Lakes --

11 JACKIE Q. CARTER: Well, because some of
12 them are too large to come into the Great Lakes,
13 they have to be a specific size.

14 SALLY PELTZ: I see, so it is a finite
15 number that we will always -- it's not a huge
16 growth area to --

17 JACKIE Q. CARTER: Well, we don't know
18 because there are ships currently being built that
19 will meet that size. And so, we're doing some
20 marketing now to try to draw them in.

21 SALLY PELTZ: New ones.

22 JACKIE Q. CARTER: Yes.

23 SALLY PELTZ: I see. I see.

24 TIM HOELTER: But I believe, correct me
25 if I'm wrong, overall if you look at the trends

1 Great Lakes cruising is going up.

2 JACKIE Q. CARTER: It's growing, that's
3 right.

4 KATHLEEN SMITH: And they're getting off
5 the ships and spending money at our local
6 businesses and restaurants.

7 SALLY PELTZ: Yes, so maybe those
8 numbers could be pulled together by some
9 organization.

10 JACKIE Q. CARTER: No, we have it. I'll
11 send it to you, yes.

12 SALLY PELTZ: I mean, that's such good
13 -- you generally want to get these cruise ships to
14 come into the communities, right?

15 JACKIE Q. CARTER: Yep.

16 TIM HOELTER: And not only that, I think
17 from a brand perspective, it probably helps the
18 City of Milwaukee.

19 (Overspeak.)

20 MADISON GOLDBECK: All right. Other PR
21 news, Channel 12 did a new dredging site and how
22 it's cleaning up the waterways. We also saw
23 online content of the Viking Cruise ship, as you
24 know, they have a large following. And then a UWM
25 short video sharing his vision for the lakefront

1 and port and then connected the project to a
2 larger story about the Great Lakes Region.

3 And then as for social media, we
4 showcased out student events that Maria discussed.
5 We also did Earth Day posts as Eric discussed.
6 And then we also posted on Lake Express Ferry
7 about the 2025 season.

8 Our team got great photos of
9 Harley-Davidson giving the bikers a very Milwaukee
10 sendoff to Viking passengers with the bikes down
11 there in those pictures.

12 And then as always, we continue to share
13 the great drone shots that are seen of the vessels
14 via the port.

15 And then lastly with this moment, I'm
16 going to share some positive analytics we've seen
17 in the last 90 days. So, Facebook has seen a 144
18 percent in viewing, 89 percent increase in our
19 reach, 156 percent increase in interaction.

20 On Twitter, we've seen over a hundred
21 percent increase in both our impressions and
22 engagement, a 27 percent increase in our visits,
23 94 increase in our likes.

24 LinkedIn, we have a 90 percent increase
25 in our impressions, over a hundred percent

1 increase in interactions.

2 And then Instagram is our baby trying to
3 grow, we've seen a 65 percent increase in our
4 reach.

5 So, the cruise ships are definitely
6 helping us.

7 KATHLEEN SMITH: Helping a lot.

8 MADISON GOLDBECK: Thank you. That's
9 all from me.

10 KATHLEEN SMITH: Good news. Wonderful
11 news.

12 MADISON GOLDBECK: Thank you.

13 PETER DANIELS: All right. The
14 engineering report, I'll begin with the water
15 levels. Water levels are inching up this time of
16 year. We're still 6 inches below average, but
17 fortunately we're 16 inches above the low water
18 data for getting ships in and out.

19 Next slide.

20 TIM HOELTER: Excuse me for
21 interrupting, are there any like forecasts, other
22 that the seasonal that we always experience, but
23 forecasts as far as long term?

24 PETER DANIELS: I've read some articles
25 that try to predict global warming. I don't know.

1 They're predicting a downward trend with climate
2 change, but I don't purport to know.

3 JACKIE Q. CARTER: There is the Army
4 Corps -- and you all help me out here -- they're
5 working on a new low water data number. So, there
6 is some change coming, so we'll see a little bit
7 of a difference in how this chart looks, because
8 they're changing what low water data is, what the
9 number is.

10 KATHLEEN SMITH: We were in Door County
11 on Lake Michigan and the water is significantly
12 lower than it has been in the past.

13 PETER DANIELS: But some of that is
14 seasonal.

15 KATHLEEN SMITH: Right. It goes like
16 this, yeah.

17 PETER DANIELS: So, yeah. But right now
18 it's a little bit low, not drastically.

19 TIM HOELTER: Okay. Thank you.

20 PETER DANIELS: I wanted to highlight
21 the dock wall repair work that Michels is doing
22 for us right now. It's kind of nearing completion
23 and going well. They're shoring up several areas
24 of that dock that are bulging or that is lower in
25 the left.

1 KATHLEEN SMITH: That's a mess.

2 PETER DANIELS: So, they're patching
3 that up.

4 CRAIG MASTANTOUNO: Where are we?

5 PETER DANIELS: That picture is closer
6 to Holcim.

7 JACKIE Q. CARTER: So, south of DeLong.

8 PETER DANIELS: North of DeLong.

9 JACKIE Q. CARTER: I mean, north. I'm
10 sorry, wrong direction.

11 CRAIG MASTANTOUNO: The inner harbor.

12 JACKIE Q. CARTER: Yes.

13 PETER DANIELS: But all that wall from
14 DeLong to Holcim is where we're making repairs
15 with new tie rods, railer, I-beam that holds the
16 wall, upper right. And then he's patching the
17 Swiss cheese with actually sort of a concrete
18 behind that, it's almost like tinfoil, concrete --
19 is putting in new plates. So, it will be much
20 stronger and should last another decade.

21 Next slide, please.

22 When we were digging this, in the upper
23 right -- upper left there, I -- it jogged my
24 memory that I had seen this similar photo the day
25 that the dock was built. The dock was built with

1 steel, and a crane with -- on top of it. So, the
2 big slabs of concrete that we're refurbishing and
3 the tie rods on the left there, on the right,
4 lower right, that day that it was being built
5 there in 1917. So, a bit of history that we
6 uncovered there dating back to when the steel mill
7 was here.

8 CRAIG MASTANTOUNO: That's a massive
9 piece of concrete.

10 PETER DANIELS: Yeah, and it's still
11 solid.

12 STEVEN PACZESNY: And I'm going to go
13 over a couple of maintenance items that we are
14 doing at the port.

15 Kinder Morgan Office, there is some
16 brick failing and some mason repair work. While
17 they're up there, they noticed there was ponding
18 on the roof. And we think the damage was done
19 from the water, figure out a way to get that to
20 drain better. You can kind of see the hole in the
21 right picture, kind of in the corner. That's the
22 outlet from the water, and we had to roller the
23 brick and form a couple scupper boxes, that's the
24 sheet metal box on the outside of the building
25 which connects downspouts, and that's what enabled

1 the drainage issue. We also put on new rubber
2 matting, flashing to take care of that ponding.

3 CLAUDE KRAWCZYK: Is it our crew that
4 did that?

5 STEVEN PACZESNY: We did contract that
6 out.

7 Next slide, please.

8 And our terminal five building, we did
9 have some water intrusion, and at the top of the
10 building, we discovered that we have large vents
11 and three of them were missing the covers. So, as
12 you can imagine that it wouldn't be great at
13 keeping things dry inside. We replaced those, and
14 since then there has been no issues with water.

15 TIM HOELTER: How do we learn that these
16 need to be taken care of? I mean, do we go up
17 there periodically and inspect, or there were
18 symptoms that suggested?

19 STEVEN PACZESNY: Well, a lot of times
20 we get the alarm from tenants, but there are
21 visual times, like this brickwork, I mean, it was
22 starting to fail, signs, look at things like that
23 around the port. You know, a lot of it is we have
24 a program to look at that gives us guidelines of
25 when the roof needs -- just the condition of the

1 roof. A lot of it is a lot of the old
2 infrastructure that we kind of take it as it
3 comes. You know, see something starting to fail,
4 zero in on it.

5 TIM HOELTER: Thank you.

6 STEVEN PACZESNY: Yeah.

7 That's it.

8 TIM HOELTER: Any further questions?

9 Appreciate the report, thank you, gentlemen.

10 JACKIE Q. CARTER: All right. So, this
11 is our final report. So, for the last two months,
12 I feel like it's been super busy. Even though
13 this slide looks like it is pretty bear, we've had
14 some pretty hefty meetings in Milwaukee. So, one
15 of the first things, the business community
16 connection, I was at the mayor's CEO roundtable.
17 He does those, I believe, monthly. And they have
18 a different person come and talk. So, we talked
19 about the port, and the CEOs had nothing but good
20 things. So, kudos to this team. Because we had
21 really done a good job of elevating the profile.
22 Everybody there knew what the port was, what it
23 was about, and I don't know that we could say that
24 a few years ago. So, we're -- all of the outreach
25 is working.

1 CRAIG MASTANTOUNO: This roundtable is
2 local companies --

3 JACKIE Q. CARTER: This is local
4 companies, yep.

5 CRAIG MASTANTOUNO: -- and you were the
6 featured speaker regarding the port?

7 JACKIE Q. CARTER: Yep. But the mayor
8 does that with them on a monthly basis, from what
9 I understand.

10 CRAIG MASTANTOUNO: And about how many
11 people?

12 JACKIE Q. CARTER: At that meeting, I
13 want to say there were about 11 people there. So,
14 Sara from World Festivals was there, Komatsu,
15 Baird, Costco, there was a bunch of folks.

16 TIM HOELTER: Might there be
17 opportunities for commissioners who might be
18 interested to attend, like, some of these things
19 where --

20 JACKIE Q. CARTER: Oh, sure.

21 TIM HOELTER: -- we talk about the port
22 and how it interconnects --

23 JACKIE Q. CARTER: Oh, yeah.

24 TIM HOELTER: -- to various programs
25 within the city?

1 JACKIE Q. CARTER: We can do that. We
2 can -- so, when we do those, we'll just shoot you
3 guys out a message.

4 TIM HOELTER: That's all we need.

5 JACKIE Q. CARTER: Okay.

6 TIM HOELTER: As long as we'd be invited
7 by other sponsors and would be welcomed.

8 JACKIE Q. CARTER: Yeah.

9 TIM HOELTER: I'm personally just
10 thinking about this, I think it would be very
11 informative.

12 JACKIE Q. CARTER: Okay. In terms of
13 industry events, this year there are a lot of
14 conferences coming to Milwaukee that are related
15 to Port. We did -- we were part of the Great
16 Lakes St. Lawrence Cities Initiative. And the key
17 part, component of that conference was the -- this
18 is the counsel of the Great Lakes mayors all
19 coming together to talk about water quality, water
20 issues, restoration, all these things, water
21 cleanup. So, we were part of that. We were
22 actually one of the sponsors for that event. And
23 so, we attended that, that was downtown at the
24 Saint Kate in Milwaukee.

25 The very next week, we had the American

1 Association of Port Authorities host their
2 leadership summit. So, that's the either current
3 or upcoming leaders in the port in the maritime
4 industry coming together. That was also at the
5 Saint Kate. So, we hosted a Port 101, Korey and I
6 tagteamed on a port tour. And we also hosted a
7 reception at city hall, which was a big hit by the
8 way. And so, that group was here for about a
9 week. And they also did some -- did a lot of
10 receptions and things outside of what we hosted at
11 different restaurants and places around the city.
12 So, that was good.

13 And that same week, we had the In the
14 Rivers, Ports, and Terminals hold their great
15 lakes basin meeting. Maria coordinated that with
16 them. That was held at DNS Lake Tower. And so,
17 that's where they bring in members and also folks
18 who might be interested in being members to talk
19 about issues on the inland river system but
20 specific to the Great Lakes.

21 So, we had, what would you say Maria,
22 about maybe 25, 30 people there?

23 MARIA CARTIER: Yeah, 25.

24 CLAUDE KRAWCZYK: So, who coordinated
25 that or just coincidence?

1 Jackie Q. CARTER: No, they were
2 coordinated.

3 So, we were part of helping to plan or
4 connect them with people who knew the plan. So,
5 Visit Milwaukee, of course, is always the first
6 website we send and connect them there. And then
7 any other support they need, they'll reach out and
8 we can direct.

9 And just so you know, the AAPA event,
10 the IRPC Great Lakes Basin Meeting, was all the
11 same week that Maria and Korey were doing We Work
12 the Waterways, and we ended that week with the
13 Port Leadership Summit. So, that was a crazy week
14 for us.

15 In terms of Port 101, we got a new
16 alder, Alderman Alex Brower. We've done a Port
17 101 with him. We're actually in the process of
18 coordinating a tour, a boat tour with him as well.
19 So, he was very interested in the work that we do.

20 TIM HOELTER: Given the fact that he
21 represents both Sally and I --

22 JACKIE Q. CARTER: Gotcha.

23 TIM HOELTER: -- the alderperson, any
24 particular highlights of interest that you would
25 like us to share?

1 JACKIE Q. CARTER: No, I think he was
2 just kind of taking it all in. But he was
3 surprised to know all that we do down here. And
4 so, I think when we do -- when we coordinate that
5 boat tour, maybe we can shoot you guys an email
6 for that and you can tag along.

7 CRAIG MASTANTOUNO: Did you let him know
8 that we're off the power grid?

9 (Overspeak.)

10 CRAIG MASTANTOUNO: It's -- with our
11 windmills.

12 JACKIE Q. CARTER: No -- oh, absolutely.
13 That's always part of our -- I didn't know where
14 you were going. Yes, we always highlight that in
15 our Port 101.

16 CRAIG MASTANTOUNO: Good. For him I
17 think he'd be particularly interested.

18 JACKIE Q. CARTER: Yeah, no, he was --
19 he was interested in that, so.

20 And then the Wisconsin Marine Historical
21 Society held their annual dinner at the South
22 Shore Yacht Club. So, I was their speaker for
23 that. And so, we did a -- it was interesting
24 because they had this B-roll from a 1980 PBS
25 special that was about a ship that sank, the

1 Vernon. But there was B-roll that had Harry
2 Brockel in it, and he was talking about the port,
3 and there's some footage at the port. And so, I
4 put together a Port Milwaukee then and now, and
5 maybe -- I'll share that out with you guys so you
6 can see the slides. But that happened at South
7 Shore. And I forget the number, but it was a full
8 house. They were very engaged, it was a good
9 night.

10 And then tariffs. So, Korey talked a
11 little bit about this, but at the last meeting I
12 shared that we were really concerned about some of
13 the impact that the US Trade Representative
14 proposals would have on the Great Lakes. So, the
15 things that are consistent, we are excited about
16 the focus on American shipbuilding. The
17 international shipping impact that we were
18 concerned about are going to be less of an issue
19 for the Great Lakes, but they are not going away
20 completely. The coastal ports will still steal
21 some of that as of now. That could change,
22 because we know stuff is changing all the time.
23 But what essentially has happened, they have made
24 some changes where they're going to take a more
25 measured approach to what they're doing and they

1 essentially exempted Great Lakes' traffic.
2 Because the size of the vessel, the quantities in
3 which the vessels can come in, the class of the
4 vessels, so laker class, laker vessels are
5 completely out of it. And then there is a voyage
6 distance, which essentially anywhere in the
7 country if we do some inland transport, those
8 would not be effected. But coastal, anything
9 international, we would -- we might see some
10 impact.

11 But again, because of the size of the
12 vessels that come into the Great Lakes, we're not
13 going to see the same impact as the coastal ports
14 will see. That does not exempt us though from the
15 cost increases, because if you remember, the
16 coastal ports are the ones that get all the
17 containers. And so, some of those products that
18 are coming overseas, as they're charging these
19 larger tariff fees and vessel fees, that's got to
20 be passed on to consumers. So, we won't be a
21 exempted from that, but we don't think it's going
22 to impact the business at the port as much as we
23 thought it was. But again, the associations are
24 still at the table, they're still talking about it
25 because while the Great Lakes' ports are good to

1 go, on a national level, they're still advocating
2 for some changes at the coastal ports.

3 KATHLEEN SMITH: It changes daily.

4 JACKIE Q. CARTER: It can. And, you
5 know, as Korey kind of talked about, we try to
6 monitor it as best we can. It's a lot to try to
7 keep up, but we're doing what we can. And we're
8 just -- our strategy is keep doing what we're
9 doing until we're told to do something different.
10 And that's just kind of how we're moving.

11 CRAIG MASTANTOUNO: No other choices.

12 JACKIE Q. CARTER: Yep. Right, so. And
13 the next slide.

14 So, staffing, of course, we talked about
15 the administrative assistant. What we're doing
16 with that though, we're going to request a
17 reclassification. If you guys remember, since
18 Shawna left, we had three individuals in this
19 role, we have some needs in the department that I
20 think this role could be useful, so we're going to
21 reclassify it, add some additional duties.
22 Hopefully, that will get it to a higher pay grade
23 and then we'll attract some starry candidates so
24 we can hold on to somebody.

25 With Selena's promotion, the finance

1 specialist is also open. We actually have a list
2 of candidates we are reviewing. She's -- or we've
3 reviewed them and Selena is currently scheduling
4 them for interviews. So, hopefully by next
5 meeting, we'll be introducing you to somebody in
6 that spot.

7 And then for the port operations
8 technician, we currently have two vacancies. We
9 are holding those for now. One we were not sure
10 about. The second one, that's a recent vacancy
11 from a termination, we had to let somebody go.
12 But that one we're going to hold until the fourth
13 quarter. Because right now these guys are in the
14 middle of their season, they really don't have the
15 time to kind of insert somebody. And they think
16 they're good. We've got a few less cruise ships,
17 so that helps. But in preparation for next year,
18 we're going to start the recruitment in the fall.
19 That will give them a few months to get people
20 trained and ready to go and then we'll be ready
21 for the next season.

22 And that is my report unless there are
23 questions.

24 SALLY PELTZ: Can you tell me, in terms
25 of, like, Shawna, why did she leave to go to the

1 police department?

2 JACKIE Q. CARTER: That's where she came
3 from, and so she --

4 Sally PELTZ: Why did she leave here,
5 just out of curiosity?

6 JACKIE Q. CARTER: She chose to transfer
7 back. I think she was having some challenges,
8 too. This is not an easy industry to learn, and
9 with that job in particular, because that person
10 is not in it every day, I think she saw some
11 challenges there. And so, the city has it where
12 if you worked in a department, if they will accept
13 you back, if you'd like to go back, you will, and
14 so they did.

15 SALLY PELTZ: She went back to the
16 police department?

17 JACKIE Q. CARTER: She did.

18 KATHLEEN SMITH: Wasn't a good fit.

19 (Overspeak.)

20 JACKIE Q. CARTER: No. She went back to
21 the same position she came from. Yeah.

22 KATHLEEN SMITH: It wasn't a good fit.

23 JACKIE Q. CARTER: No.

24 TIM HOELTER: Okay. Anything further?

25 JACKIE Q. CARTER: Not from me.

1 TIM HOELTER: Thank you. We'll

2 entertain --

3 KATHLEEN SMITH: I'll make a motion that

4 we adjourn.

5 CRAIG MASTANTOUNO: Second that.

6 KATHLEEN SMITH: Look at this, holy cow,

7 this is a record breaker.

8 TIM HOELTER: Any questions or comments?

9 All in favor.

10 ALL COMMISSIONERS: Aye.

11 TIM HOELTER: We are adjourned.

12 (Proceedings concluded.)

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1 STATE OF WISCONSIN)
2 COUNTY OF WALWORTH) SS:

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5 I, KAREN RENEE, Court Reporter and
6 Notary Public in and for the State of Wisconsin, do
7 hereby certify that the above meeting of BOARD OF
8 HARBOR COMMISSIONERS was recorded by me on
9 June 12, 2025, and reduced to writing under my personal
10 direction.

11 I further certify that I am not a
12 relative or employee or attorney or counsel of any of
13 the parties, or a relative or employee of such attorney
14 or counsel, or financially interested directly or
15 indirectly in this action.

16 In witness whereof I have hereunder set
17 my hand and affixed my seal of office at Burlington,
18 Wisconsin, July 15, 2025.

19

20

21 _____
22 Karen Renee
23 Court Reporter and Notary Public
24 In and for the State of Wisconsin

25

24 My Commission Expires: March 06, 2028.

25