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

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The above-entitled cause, taken under
and pursuant to all applicable rules, before KAREN
RENEE, Court Reporter and Notary Public in and for the
State of Wisconsin, at Port Milwaukee, 2323 South
Lincoln Memorial Drive, Milwaukee, Wisconsin, on
February 12, 2026, commencing at 8:30 a.m. and
concluding at 10:55 a.m.

1 APPEARANCES 2 2 President Tim Hoelter 3 Vice President Diane Diel (via videoconference) 4 Commissioner Claude Krawczyk 5 Commissioner Craig Mastantuono 6 Commissioner Sally Peltz 7 Commissioner Kathleen Smith 8 Alderwoman Andrea Pratt 9 10 Port Milwaukee Representatives: 11 Benjamin Timm 12 Selena Cole 13 Maria Cartier 14 Korey Garceau 15 Madison Goldbeck 16 Eric Polzin 17 Brian Kasprzyk 18 19 20 21 22 23 24 25	4 1 was just the way it had to work at that time. 2 CLAUDE KRAWCZYK: I'll second the 3 motion. 4 TIMOTHY HOELTER: The next item we have 5 is going to be to approve the Discovery World's 6 sublease for Forward Outdoor. 7 KURT BAEHMANN: Morning. 8 TIMOTHY HOELTER: Yes, morning. 9 Introduce yourself, please. 10 KURT BAEHMANN: Hello, everybody. My 11 name is Kurt Baehmann. My wife and I, Elizabeth, 12 own Forward Outdoors here in Milwaukee. And, 13 yeah, we are proposing to purchase the assets of 14 Lakeshore Paddle Sports owned by Tim Ritter and 15 his wife Val that ran the business for many 16 decades with great success and great partners in 17 the community. 18 So, we're here to get -- to kind of 19 reestablish that lakefront use with a simple 20 mission to get more people outside and help them 21 connect with the water, connect with nature. 22 A little bit of background, I do 23 sustainability consulting, the job is 24 sustainability analyst for Outpost Natural Foods 25 here. And so, I have a great respect for the
3 1 TRANSCRIPT OF PROCEEDINGS 2 TIMOTHY HOELTER: Good morning, 3 everyone. 4 KATHLEEN SMITH: Good morning. 5 TIMOTHY HOELTER: I am going to call our 6 meeting. 7 KATHLEEN SMITH: Go ahead, I'll second 8 that. Let's get moving here. 9 TIMOTHY HOELTER: We do have all our 10 commissioners in attendance, including 11 Commissioner Diel. 12 KATHLEEN SMITH: Who's sunning herself 13 in Saint Lucia. It's disgusting. 14 TIMOTHY HOELTER: We have four action 15 items on our agenda, and we'll start with the 16 first one, which would be the approval of the 17 minutes. Can I have a motion? 18 KATHLEEN SMITH: I'll make that motion 19 that we accept. 20 TIMOTHY HOELTER: These are the December 21 minutes. And let me say that I appreciate the 22 change to the minutes where we don't have, you 23 know, a verbatim transcript, but rather the key 24 discussions and decisions are reflected as opposed 25 to the long, lengthy minutes we had before, which	5 1 environment and society and businesses in the 2 world and community. My wife has also done 3 economic development work. So, that's kind of the 4 lens that we bring to all this. 5 We started our business just three 6 seasons ago, so we're only two seasons in, but in 7 that time, basically we started it because we had 8 a baby girl and, as many of you with children 9 realize, you start to look towards the future and 10 see how society is going, and really with us all 11 on our screens and being disconnected, we really 12 wanted to do something that gets people out into 13 nature and connecting with other people face to 14 face. We really believe that that's something 15 that's going to be good for society in the future. 16 And so, basically, we fell in love with 17 that lagoon this last summer. We had the 18 opportunity to, just in our second year, be the 19 kayaking provider for Summerfest and really just 20 loved that lagoon because of its centrality in the 21 city. It's got calm water. There's barely any 22 boat traffic. The water is clean, so it's really 23 just a perfect spot to introduce people to paddle 24 sports and get people out. 25 Our normal business is doing kayak

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1 shuttles on the Milwaukee River. We have a
2 public/private partnership with the Village of
3 Brown Deer where we host a shipping container in
4 Badger Meter River Park. And then we run kayak
5 shuttles mostly in the Thiensville, Mequon, Brown
6 Deer area.

7 And so, this is actually going to be a
8 perfect entry point because we found that some
9 people are a little bit more leery about being out
10 on the river by themselves. And so, this is a
11 great kind of training wheel, as we call it, for
12 people to kind of get comfortable on the water and
13 then kind of transition them into that.

14 So, in these two seasons, we've served
15 almost 3,000 participants, we have had zero
16 injuries or reportable incidents. In Summerfest
17 we did almost 2,000 people alone in the nine days
18 of Summerfest, had great success there, planning
19 to be doing that again. Summerfest is just
20 working on finalizing a sponsor.

21 CRAIG MASTANTUONO: Are you staging off
22 of their grounds?

23 KURT BAEHMANN: Yep.

24 CRAIG MASTANTUONO: On the dock that's
25 --

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1 KURT BAEHMANN: Just on the other side
2 of the bridge there.

3 And so, we -- we are American Canoe
4 Association Paddle Sports Safety facilitator
5 certified, Red Cross, CPR, and First Aid
6 certified. We have \$5 million of general
7 liability insurance. We would also name Discovery
8 World and the port on that as well to cover you.

9 And then we have a lot of partnerships
10 in that short time that we've built with other
11 organizations like Milwaukee Riverkeepers,
12 Shorewood Waters Project, again the Village of
13 Brown Deer. And then we've also worked with
14 Lakeshore State Park and Friends of Lakeshore
15 State Park.

16 We try and bring a little unique lens to
17 some of the activities, like we've worked at
18 Lakeshore State Park at the beach there doing
19 kayaking and yoga. We've done painting and
20 kayaking where we brought an artist in to -- after
21 kayaking to do a watercolor painting session.

22 So, just really trying to create
23 innovative things to get people outside and
24 experiencing the port and getting more folks to
25 enjoy more.

8

1 So, I think I'll just close, yeah, say
2 we're -- we're trying to get out, get people
3 outside and provide an accessible place for people
4 of all types to come and enjoy the outdoors. And
5 we would love to continue the mission that Tim and
6 Val have done at Discovery World and support their
7 mission as well.

8 BENJAMIN TIMM: Kurt, why don't you walk
9 through the next two slides just so you can point
10 out how it's going to function?

11 KURT BAEHMANN: Yep. So, you'll see
12 there in the left the existing Discovery World
13 dock. And then the view section is the dock
14 that's been established there for many years. And
15 then so basically they did paddle boats and hydro
16 bikes. And then we are going to be adding in
17 kayaks and standup paddle boards. So, we just
18 need to add on a small kayak launch there.

19 If you scroll down a little bit, you'll
20 see a picture of the -- the next -- yep, right
21 there -- is the proposed from the brand EZ Dock.
22 They're kind of an industry standard, very safe.
23 And then that's actually the one that the Village
24 of Thiensville has in their park. So, we've used
25 that, and people -- people love it.

9

1 So, yeah, it's basically a continuation
2 of an existing use of that with a minor
3 modification.

4 CLAUDE KRAWCZYK: So, this makes it
5 easier to board?

6 KURT BAEHMANN: Yeah. Because the dock
7 itself is probably a foot or so off the water.

8 CLAUDE KRAWCZYK: And you're taking over
9 all of the existing paddle boats?

10 KURT BAEHMANN: Yeah.

11 TIMOTHY HOELTER: Are there -- given
12 you're taking or purchasing the assets and so
13 forth, would the sublease that was presented to
14 us, are there any substantive changes to that
15 compared to the prior?

16 KURT BAEHMANN: I mean, it's basically
17 anything that dealt with adding in language on
18 kayaks, I think pretty much everything was --

19 TIMOTHY HOELTER: Okay.

20 KURT BAEHMANN: -- obviously copied
21 their previous lease, added in things to make it
22 specific to us, but that was about it.

23 CLAUDE KRAWCZYK: Have we ever approved
24 a sublease before? This is -- this is really
25 Discovery World's issue, isn't it?

10

1 KURT BAEHMANN: Discovery World's lease,
2 so it requires you to improve.
3 BENJAMIN TIMM: Correct.
4 CLAUDE KRAWCZYK: We must have approved
5 this in the past?
6 BENJAMIN TIMM: There is a question
7 about that.
8 KATHLEEN SMITH: Maybe.
9 BENJAMIN TIMM: Maybe. Put a big maybe
10 under maybe.
11 CLAUDE KRAWCZYK: You'll be taking over
12 and --
13 KURT BAEHMANN: Yep, we'll be having a
14 -- they've been gracious enough to join us for
15 part of the season to help us transition. And
16 then, yes, we'll be also hiring some folks.
17 CLAUDE KRAWCZYK: And, John, I -- I
18 assume you guys are on board with this?
19 JOHN EMMERICH: Yeah. Commissioners,
20 Director John Emmerich, Discovery World's
21 President, CEO.
22 Yes, I -- the activation that we've had
23 for years with Tim and Val, it has been valuable
24 to bring additional foot traffic down to the lake,
25 and more importantly from our perspective to put

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1 kids and families on the water and allow them to
2 experience that fresh water resource. It is
3 central to our mission at Discovery World, that
4 notion of exploration and inspiration, and Kurt
5 and his operation, we're confident that they'll
6 excel.
7 TIMOTHY HOELTER: And likewise the
8 usage, kayaks and paddle boats and so forth,
9 completely consistent with the port's mission as
10 well regarding recreation, lake access. I think
11 it's a great thing and glad you're doing it.
12 CRAIG MASTANTUONO: Two quick questions.
13 Does the city attorney's office see any issues
14 with the lease, subleasing?
15 CITY ATTORNEY: I looked at the lease
16 and the subjects and I saw no issues.
17 CRAIG MASTANTUONO: And the second
18 question I have is just the proximity from where
19 you're operating from, operating a lot closer to
20 go outside the breakwater and out to the lake, and
21 do you anticipate -- where do you anticipate your
22 clientele is going to be standup paddle boarding
23 and kayaking?
24 KURT BAEHMANN: Solely in the lagoon.
25 CRAIG MASTANTUONO: In the lagoon and

12

1 under the bridge. They're going to be -- going to
2 be watching it out there?
3 KURT BAEHMANN: So, I think one of the
4 reasons why we've had a pretty successful safety
5 record is that we are very big into safety and it
6 is our number one priority. We give people a lot
7 of instruction both in -- you know, you can kind
8 of give people instruction on the website before
9 they come so they know what they're getting into,
10 what their ability level should be. And this --
11 in this case, they're going to be river trips, you
12 don't need much ability level, but then we are
13 very good at having a pre-trip orientation to give
14 people any safety concerns and then rules of the
15 road as well. So, you're definitely going to be
16 telling people do not go beyond the breakwater
17 because we want to keep people in that protective
18 area.
19 CRAIG MASTANTUONO: And then the little
20 channel where things come into that, it can be
21 tight if there's a lot of things in there.
22 KURT BAEHMANN: We don't want anybody
23 going out there.
24 TIMOTHY HOELTER: Do we have a motion?
25 KATHLEEN SMITH: I'll make a motion that

13

1 we approve this.
2 CRAIG MASTANTUONO: Second.
3 TIMOTHY HOELTER: Any further
4 discussion? All in favor.
5 ALL COMMISSIONERS: Aye.
6 CRAIG MASTANTUONO: Good luck.
7 TIMOTHY HOELTER: Okay. Thank you very
8 much.
9 TIM RITTER: Can I get in my two cents?
10 There's a bit more involved in this than meets the
11 eye. You really -- we were just, we said we were
12 blessed when Kurt and Elizabeth came to us. We
13 were to the point where we were not going to pass
14 this business on to -- to younger people. You
15 need someone who -- you can never take your eye
16 off the ball. While we ran our business for 30
17 years, never had any incidents because you have to
18 pay attention, and you need -- you need -- Kurt
19 and Elizabeth could not be better people. We --
20 we just -- we were blessed that they came on and
21 did this because there's -- by default, we're not
22 the police, the water police or the Coast Guard by
23 default. Kurt is there, you got to be watching
24 everything. As part from the boat rentals, you
25 get incidents that happen down there. The fact

14 1 that we're there on the dock, you gotta stand up. 2 You have people who are coming through there too 3 fast, you've got to speak up. And a lot of people 4 don't have that skill and people skills. You have 5 to be a little bit of authority down there. And 6 some people don't like to be told to slow down and 7 whatnot, but you got to do it. And I -- Kurt and 8 Elizabeth, cannot get better people to take over 9 our business. And we run it the same way. And 10 it's their -- their civic mindedness is off the 11 charts, they are wonderful people. And you can -- 12 you can have your employees sit there all day or 13 do something. There's -- there's litter in the 14 water constantly coming in, and by default you 15 become the -- the -- what would the word -- 16 caretaker, the caretaker of the thing because 17 you're there, and you need someone -- like you 18 gotta -- you gotta, when you see trash, you pick 19 it up and not -- it's -- we all consider it kind 20 of our lagoon, that we're very proud of how we do 21 it. And when I come down, put people in the boat, 22 and if there was trash pulling there, I would be 23 personally embarrassed and apologize and get our 24 nets and get it out. You need that kind of people 25 running there. You can't have somebody in there	16 1 supervision responsibilities. 2 TIM RITTER: Blessing to have them. 3 They're going to take -- they're going to take us 4 to the next level, too. You know, I don't want to 5 talk too much, but, you know, the lakefront, 6 the -- and everything needs to be about -- and we 7 started at -- at the Veterans Park Lagoon and the 8 lake was always, I think it was always Bradford 9 Beach, and the whole -- the whole City of 10 Milwaukee started shifting farther south with all 11 the developments of the park and all that. So, 12 we -- we were kind of part of that. It took us a 13 while to build this up and -- and over there, so 14 it's a bit of a sacrifice, too, building a 15 business, so. 16 TIMOTHY HOELTER: Thank you for the way 17 you've handled it in the past. 18 We have another action item on our 19 agenda, which is to approve the date change for 20 our April meeting. Instead of the second Thursday 21 in April, it now will be on Thursday, April 23rd. 22 We did a poll and that seemed like the most 23 reasonable date change. So, could I have a motion 24 to approve this change? 25 KATHLEEN SMITH: I'll make that motion.
15 1 that's only after the bottom line. Kurt and 2 Elizabeth are so far beyond that, and beyond that 3 they're -- they're connected with the State Park 4 and Summerfest, and they're the perfect people. 5 And we turned people down. We -- we didn't want 6 to sell out to people who didn't know what they 7 were doing because you got -- you got kids in the 8 water, you've gotta -- you can never take your 9 eyes off the water. 10 KATHLEEN SMITH: You should be commended 11 for 30 years of service. 12 TIM RITTER: Thanks. We -- we've loved 13 it. You know, we -- we have been there 30 years, 14 we've never had to call the police to deal with 15 stuff. You have to deal with it. If you get 16 people down there who've been drinking, whatnot, 17 you have to know how to deal with those. And, you 18 know, again, college kids say they don't want 19 to -- we've never opened the business when either 20 Val or I weren't there. If there were situations, 21 we wouldn't open, just you have to -- you can 22 never take your eye off the ball ever. 23 TIMOTHY HOELTER: Thank you for your 24 remarks, Tim, and we expect also Kurt and all his 25 team to continue the same attention to detail and	17 1 COMMISSIONER: Second. 2 TIMOTHY HOELTER: Okay. Thank you. Any 3 questions? All in favor? 4 ALL COMMISSIONERS: Aye. 5 TIMOTHY HOELTER: Any opposed? 6 No. Great. Thank you. 7 Our final action item is to approve the 8 Harbor Assistance three-year Statement of 9 Intentions. 10 Brian. 11 BRIAN KASPRZYK: Good morning, 12 Commissioners. 13 So, again, this is an annual exercise, 14 which I assume you are all familiar with. So, 15 every year we need to submit a three-year 16 Statement of Intentions to be eligible to apply 17 for the Harbor Assistance Program Grant through 18 the Wisconsin Department of Transportation. So, 19 it's basically a wish list idealized. We're not 20 committed to any of these dollar amounts. 21 So, you can see, I'll just briefly run 22 through a few of them. So, this runs from 2026 23 through 2028. And you can see we focus on the 24 terminal buildings quite a bit here. We're trying 25 to keep them -- we have a lot of maintenance

18

1 items.

2 So, one -- one thing that we do have is

3 a fire suppression system that we've been looking

4 at completely replacing because we're having to do

5 patchwork and have a lot of issues with that.

6 Some other things are the roofs, which

7 I'll -- I'll talk about a little bit later in my

8 engineering report.

9 The next slide, please.

10 So, again, we do have more terminal

11 building warehouse needs. So, we keep that just

12 rolling, basically, through the -- through the

13 years. You can see there's a large one here for

14 \$10 million for -- for a potential new warehouse.

15 So, we're just in discussions with some of our

16 tenants about the needs in space. So, we're just

17 putting that as a placeholder.

18 Again, these are -- if it's basically

19 not called out on your list, except these we do

20 keep rather generic, then you're not technically

21 eligible or you could be denied your program

22 application.

23 And next slide, please.

24 And so, yeah, for 2028, out years, you

25 see we started mentioning the dredge material

19

1 management facility because we're going to have

2 some costs associated with that going forward in

3 the future. This is just to put the -- drop the

4 hint basically to the Department of Transportation

5 what we will be coming up with.

6 Any questions on any specific items or

7 the process? This will need to go to Common

8 Council for approval as well as due April 1st. If

9 we do decide to apply for another Harvest Program

10 grant, that's due August 1st, we may be looking

11 for a sponsor.

12 SALLY PELTZ: Let me ask you the

13 question in regards to the Common Council.

14 Usually they approve these types of reports?

15 BRIAN KASPRZYK: Yes, they do. Yeah,

16 it's typical, they approve it. And we're also

17 going to be -- along with this resolution will be

18 including the request to apply for and receive

19 grant funding, so we don't have to go back again.

20 CRAIG MASTANTUONO: In general, anytime

21 we're asking for money from another agency, the

22 council is generally in favor of that.

23 KATHLEEN SMITH: It's a huge

24 ticket item.

25 BRIAN KASPRZYK: Yeah. Harbor Program

20

1 is 80/20 percent, so it's pretty good, you know,

2 state --

3 CLAUDE KRAWCZYK: Move approval.

4 KATHLEEN SMITH: Second.

5 TIMOTHY HOELTER: So, DOT then also

6 maybe looks to the heads or some help here?

7 BRIAN KASPRZYK: Well, yeah, I was going

8 to bring that up later. So, we typically -- we --

9 there's a much larger ask or need from all

10 Wisconsin ports, you know, than the state is able

11 to fund. And I'll kind of revisit that during my

12 engineering report -- successful again with

13 another program.

14 KATHLEEN SMITH: They have that huge

15 project going on in I-94. I could -- trust --

16 trust me, it's a pain.

17 TIMOTHY HOELTER: All right. Brian,

18 thank you.

19 BRIAN KASPRZYK: Thank you.

20 TIMOTHY HOELTER: Oh, is there a vote?

21 We had a second.

22 All in favor.

23 ALL COMMISSIONERS: Aye.

24 TIMOTHY HOELTER: Thank you.

25 We have an update now, Discovery World.

21

1 Good morning.

2 JOHN EMMERICH: Good morning, Director

3 Tim, Commissioners. Thank you for having me.

4 I was saying on the way in, the last

5 time I had this opportunity was in 2019 when I was

6 serving as the Interim President CEO of Discovery

7 World at that time. So, newer to the position, I

8 took this role in October of 2024, but I am an old

9 dog as it pertains to discovery life. I've been

10 there since 2007, going on my 19th year here. Lot

11 of history with the commission, with the port.

12 I'm very appreciative for the opportunity.

13 Very quick agenda, we'll do a bit of an

14 overview for those that aren't familiar. I know

15 some of you have been with the commission for

16 quite some time. I'm seeing a couple of newer

17 faces, but we'll do a little bit of that. I'll

18 look back on 2025, how we performed and what were

19 the KPIs, and then a quick outlook into 2026.

20 So, for those of you that aren't

21 familiar, Discovery World started in the basement

22 of a Boys and Girls Club on the east side of

23 Milwaukee prior to moving inside the central

24 branch of the Milwaukee Public Library. We had

25 another move in 1995 in the building that the

22

1 Milwaukee Public Museum is currently moving out
2 of.

3 As you see there under the guidance of
4 some local philanthropy efforts, and I was very
5 fortunate to work with Mr. Cudahy every single day
6 when I started at Discovery World, and with some
7 strong support from the commission and from the
8 port and from the city, notably one of our
9 founders, Gary Brunow, Discovery World moved and
10 opened in 2006 down on the lakefront where we're
11 actually celebrating our 20th year of operation on
12 the lake.

13 Today we celebrate in inspiration or an
14 opportunity to inspire generations to discover the
15 wonders of science, which is our mission. A
16 vision where every child is empowered to be
17 curious and explore endlessly. And you heard some
18 of that opportunity and sentiment as it pertains
19 to activating the lakefront.

20 We bring in hundreds of thousands of
21 visitors on an annual basis. We bring in school
22 groups, we activate space with educational
23 programming. Anything that we can do to be a
24 platform for the community that dictates the
25 opportunity to go through that inspiration and

23

1 really be that -- that vision into the future for
2 students, whether they exist or whether they have
3 that opportunity in their community.

4 Some core concepts that we focus on is
5 we're developing educational programming,
6 exhibits, and public experiences. "You, Your
7 Lake, and Your World," there's a couple of
8 sub-contexts that are underneath each one of
9 those.

10 How'd we do in '25? General admission
11 was just under 201,000. So, coming out of the
12 pandemic, as you can imagine, we were a little
13 worried how would we do by way of performance. In
14 '19 -- I'm sorry -- in 2019, our attendance was
15 just under 190,000. And at that time, that was by
16 far our highest attended year ever. We came out
17 now over the last three years averaging 202,000 in
18 in general admission. So, we've achieved a new
19 plateau of general admission attendance, and the
20 hope is to continue to provide an upward
21 trajectory as we move forward.

22 Group admissions, those are school
23 groups that are coming into Discovery World,
24 Community Learning Centers, just shy of 55,000.
25 We've got a goal to exceed 60,000 upcoming this

24

1 year.

2 Private events. Well, as many of you
3 are aware, we do have the exclusive catering and
4 partnership contract with the Bartollota
5 Restaurant Catering Group. We see around 30,000
6 participants through those events. Last year we
7 did 137 events down at Discovery World and in
8 partnership with Paul Bartollota and Keith
9 Trapton. We're hoping, of course, that that
10 number continues to increase.

11 We'll go through a little bit more in
12 detail surrounding summer camps and active
13 memberships. These are the sports enthusiasts,
14 and these are season ticket holders. Just under
15 9,500 with the goal of exceeding 9,700 here by the
16 end of 2026.

17 One of the things I'm really proud of
18 down at Discovery World is the emphasis on
19 removing barriers to access. Those familiar with
20 free days, zoo, public museum, number of other
21 organizations do them in the area. Those are
22 opportunities for the community to go into
23 cultural attractions that maybe they can't afford.
24 The issue that I take and Discovery World takes is
25 the approach is it's prescriptive. It's telling

25

1 audiences that have a financial barrier to
2 experiencing any of our great cultural attractions
3 that that is the only day, those are the only days
4 that they are welcome into those facilities.

5 Discovery World takes a little bit of a different
6 approach. We reduced the price of our general
7 admission down to \$7 all year, and we reduced our
8 family memberships down from \$135 to \$50 all year.
9 Anyone on state, local government assistance is
10 eligible for these programs. We launched it in
11 2023 thinking it was a bit of a pilot program.
12 Just in three years, really two and three-quarters
13 of a year, we've got over 50,000 participants use
14 that access admission program. Another 3,500
15 families purchasing memberships.

16 We've provided over \$1 million in
17 valuation, and here at the end of January 2026,
18 we've actually cleared 1.1 million in valuation.
19 These are families that are raising their hands,
20 they're opting into a family based fun science
21 experience and that they can enjoy year round at
22 Discovery World.

23 CRAIG MASTANTUONO: Is that a real
24 person?

25 JOHN EMMERICH: That is. That is

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1 Mermaid Echo. Two weeks ago we just had a
 2 performance. We do a dry side, wet side
 3 performance where Mermaid Echo is inside the tank.
 4 SALLY PELTZ: Are your numbers -- in
 5 terms of growth every year, you're seeing numbers
 6 -- I can see that this is between '23 and '25,
 7 these numbers?
 8 JOHN EMMERICH: These numbers continue
 9 to grow year over year. The participation
 10 continues to grow. Just -- just January as a
 11 data, we were 14 percent year over year just for
 12 this access additional program. Our overall 2026
 13 attendance year over year in January was 8.71
 14 percent up from last year. So, we're seeing a
 15 proportional increase step through. And it's
 16 really the grassroots marketing. We have a number
 17 of outreach programming where we'll take
 18 information, we'll work with a number of other
 19 community organizations, education organizations,
 20 schools. Our Milwaukee Public School system is
 21 disseminating information. But the more that we
 22 can get the word out about the program and the --
 23 the longer runway that we've had on that marketing
 24 communication plan, we're seeing now seeing a lot
 25 of the return back.

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1 SALLY PELTZ: And do you have to -- how
 2 much of your budget do you have to raise?
 3 JOHN EMMERICH: We've raised -- and I'll
 4 get to some of the budget here.
 5 SALLY PELTZ: Sorry.
 6 JOHN EMMERICH: No, perfect segment.
 7 In 2026, our operating budget is just
 8 over 8.5 million. We were about 8.62 in 2025. Of
 9 that, we earn about 6 million. We raised about --
 10 we're budgeted to raise about 2.
 11 SALLY PELTZ: I see. And who's the
 12 chair of your board?
 13 JOHN EMMERICH: Mr. Bruce Keyes,
 14 Counsel.
 15 SALLY PELTZ: Oh, yes.
 16 JOHN EMMERICH: Long time been involved
 17 with the organization.
 18 SALLY PELTZ: And you are continuing to
 19 -- I'm asking these questions in terms of
 20 philanthropy. Philanthropy is so difficult or
 21 much more difficult than it has been in the past.
 22 JOHN EMMERICH: I agree. I agree.
 23 SALLY PELTZ: And you feel you'll
 24 continue the numbers to increase.
 25 JOHN EMMERICH: Our philanthropic

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1 support has increased year over year coming out of
 2 the pandemic, I still -- which is encouraging.
 3 Resiliency is paramount. When we think about
 4 planning both short term and long term, we're
 5 always looking to diversify our earned revenue
 6 streams. How can we bring in more opportunities
 7 for Discovery World to stand on its own two feet
 8 independently, but then also expanding our pool of
 9 philanthropic support, whether it's emerging
 10 corporate organizations, individuals, foundations.
 11 We try to keep a tight pulse on organizations that
 12 are investing in Milwaukee and corporate
 13 organizations that are moving their headquarters
 14 into expanding workforce and bringing jobs to the
 15 area.
 16 SALLY PELTZ: Getting back to
 17 philanthropic support.
 18 JOHN EMMERICH: We've -- we've continued
 19 to actually achieve and exceed our goals over the
 20 last three years. It's an effort though, I
 21 think -- I mean --
 22 SALLY PELTZ: I know, I'm asking
 23 because --
 24 JOHN EMMERICH: And it's not -- my
 25 approach to it is I'm not looking for a handout,

29

1 I'm looking for an organization to invest in the
 2 long term. In my opinion, we are one of the best
 3 investments in the city, and in the county,
 4 throughout the state. We can do more with less,
 5 and we always have a high emphasis on being the
 6 best stewards of our investors' knowledge as much
 7 as possible, being that conduit.
 8 SALLY PELTZ: But your revenues,
 9 basically they're coming from philanthropy and
 10 also membership?
 11 JOHN EMMERICH: Our revenue comes -- our
 12 earned revenue fees, that 6 million, comes from
 13 our admission, our membership programming, our
 14 private event business, some of our educational
 15 programming, some of our parking revenue, gift
 16 shop revenue, some investment income that it
 17 pertains to. And then as we go through our
 18 philanthropic efforts on the earn side, it's
 19 corporate individuals.
 20 KATHLEEN SMITH: I've been a member for
 21 years.
 22 TIMOTHY HOELTER: There's a fairly large
 23 board of directors also. When do you meet?
 24 JOHN EMMERICH: We meet quarterly, seven
 25 committee meetings, start next week.

30

1 TIMOTHY HOELTER: And what's the quorum?

2 JOHN EMMERICH: Quorum is 50 percent.

3 We're actually two down from where we were last

4 year. By the end of this year, we're projected to

5 be at 40. Our bylaws cap at 50, and we've been at

6 50.

7 It's an active -- actually engaged.

8 Activities were submitted to open doors and put in

9 the right rooms for conversations.

10 TIMOTHY HOELTER: Any -- anything

11 further?

12 JOHN EMMERICH: Oh, yeah, and I'll move

13 through fairly quickly.

14 We staff about 85, we typically balloon

15 a bit in the summer around 125, 130, mostly

16 because of our summer camp programming.

17 We lead with education at Discovery

18 World. We dedicate more resources and classroom

19 space than any museum in the state and really any

20 museum in the Midwest.

21 As I alluded to, we're hoping to achieve

22 a 60,000 field trip visitor threshold here in

23 2026. Of those 60,000, 7,500 of those students

24 will be taking hands-on classroom, project-based

25 learning inside of our classrooms. At Discovery

31

1 World, we attend different classroom spaces that

2 are housed internal at Discovery World facility.

3 Summer camp programming. In June, we

4 kick off 11 weeks of summer camp. That's over

5 1,600 students that will be served. Last year we

6 pulled from 84 different zip codes throughout the

7 state. We emphasize access for our summer camp

8 programming as well with the Gold Scholarship

9 being a minimum of 10 percent of those 1,600

10 students. There's a scholarship application

11 process that we go through that uses combined

12 household income.

13 Over 30,000 participants in our

14 community outreach programming. These are in

15 schools, out at some community events. You're

16 seeing a few photos here from Weather Day that we

17 do in partnership with the Milwaukee Brewers. And

18 we also run a number of special education

19 engagement events year round.

20 That picture to the right, we did our

21 very first sleepover event in partnership with

22 Scouting America in six years, and we had 200

23 participants that slept over at Discover World a

24 couple of weeks ago.

25 Exhibit capital projects, in a perfect

32

1 scenario at Discovery World, we're always

2 finishing a project, we're always talking about

3 when we're going to be breaking ground on a

4 project. And then we're talking about what's the

5 next big projects coming down the line. Those

6 that have been members for quite some time, that

7 is the most common question is "what's new?"

8 So, what's new at Discovery World?

9 We're just wrapping up, and for those of you that

10 are interested, we'll be on FOX 6 tomorrow morning

11 to do a bit of a preview, just wrapping up a major

12 aquarium renovation project in our Caribbean

13 tunnel tank. This is a 75,000 gallon saltwater

14 tank that hasn't had major renovation in the 20

15 years that it's been in existence. It was -- the

16 tank was drained for the better part of a year.

17 We redid all the core work, all the rock work, the

18 carpeting all throughout the tunnel, new lighting,

19 and most excitedly -- you can see me very

20 candidly, standing in the dome there -- we

21 installed a six-foot dome that allows kids and

22 families to now crawl in there. We introduced --

23 there's one ray in there right now, just one,

24 she's swimming around, she's the happiest member

25 of the live collection. But we'll be

33

1 reintroducing the live collection over the next

2 couple of weeks and do it in phases so that our

3 filtration can handle the waste.

4 TIMOTHY HOELTER: Do you have Latin

5 music playing in the back?

6 JOHN EMMERICH: It's not Saint Lucia,

7 but the water is 83 degrees in that sense.

8 Later this year we will be installing a

9 brand new exhibit called Life of Water. This is a

10 replacement of water, the water based exhibit that

11 focuses on conservation, environmentalism, water

12 stewardship, really telling that story that you as

13 a Milwaukee area citizen, that you are part of

14 that story of water and highlighting the

15 connection between Lake Michigan and all of the

16 water seasons.

17 This exhibit will -- the existing

18 exhibit will get demo'ed in September of this year

19 with this new exhibit getting installed for 2026.

20 On the horizon -- and I would be happy

21 to table part of this -- and anyone that's

22 interested in health sciences and in particular

23 emphasizing a health science platform that is

24 accessible year round to families in the community

25 with a community health lens. There is nothing

34

1 like this throughout the entire state. You'd have
2 to go all the way to Chicago to experience
3 something like this. It's a project that started
4 back in 2017 prior to our access programs. Now
5 that we have a much better representation and
6 diversity, a constituency, there is an opportunity
7 to engage with our community health organizations.
8 We started to have conversations with many of
9 those, 16th Street, Outlook, Progressive, Meta
10 House, Near West Side, MCW, Advocate Ascension.
11 How can we bring this opportunity to the mass and
12 how can we leverage the platform at Discovery
13 World to better support community health.
14 So, there -- I have a lot of detail on
15 this, so if anyone wants, I'm happy to talk to you
16 in the future.
17 A couple of big facility capital
18 projects. Of course, as a tenant, we want to make
19 sure that our building stays -- 20 years in, stays
20 as new and top notch as it was 20 years ago and 20
21 years from now it's in even better shape. This
22 year we've got some major ones coming down the
23 line.
24 Elevator modernization, Discovery World
25 has four elevator cars that will be going through

35

1 our modernization here over the next two years.
2 Two cars this year and two cars next year.
3 Discovery World houses and owns its own
4 transformer inside the building. It's been
5 identified as a single point of failure, meaning
6 it's a liability against our wants to deliver a
7 public experience. We'll be replacing that
8 primary transformer. Hopefully, pending
9 installation lead times, we'll be replacing it in
10 the summer this year. And we'll be utilizing our
11 existing transformer then as the backup.
12 We're always looking for improvements in
13 operational efficiency. One of those will be
14 adding variable frequency drives on our big
15 circulating pumps, two on the Caribbean tank and
16 then two on our big Lake Michigan tank. They're
17 20-horse pumps. Those VFD drives and motor
18 control will significantly bar energy efficiency.
19 And then as I was talking to Brian a
20 little bit right before the meeting, we do have
21 some road construction that will be happening here
22 east of LMD. I really appreciate the effort from
23 the city to engage with us as partners down on the
24 lakefront. We regularly speak with Milwaukee Art
25 Museum, with Summerfest, of course, with Director

36

1 Tim, and with Engineer Brian. There will be some
2 pain certainly to go through, but it's -- it's
3 desperately needed.
4 Any additional Q&A? Questions for me,
5 anything about Discovery World?
6 TIMOTHY HOELTER: You work with schools
7 with projects, water science, any of these things?
8 JOHN EMMERICH: We do. I just actually
9 met with Ms. Sutton last night to talk about some
10 activation for dedicated activation for that
11 exhibit. They were involved in the early concept
12 day, and now that the bricks and mortar piece of
13 it is done and fundraising, it'll be going in, now
14 it's time to come in.
15 TIMOTHY HOELTER: But, Caitlyn, just
16 thinking of all the, you know, the great articles
17 that she publishes regarding our lake and our
18 water.
19 JOHN EMMERICH: We regularly work with
20 our PR director, and working with directors, and
21 he'll regularly bring in media for different
22 opportunities to really gain access and tell us.
23 TIMOTHY HOELTER: Continue the
24 program -- and I will say, I've sent a number of
25 grandchildren for the summer camps.

37

1 JOHN EMMERICH: We appreciate it. We're
2 ready. They just went on sale. The camps just
3 went on sale last week. I'm happy to bring up --
4 yes, it's exciting too from our vantage point to
5 have some perspectives within the central service
6 office, and I believe that.
7 CLAUDE KRAWCZYK: And I'm very pleased
8 with the accessibility. It wasn't as good in the
9 past, so you're doing a good job.
10 JOHN EMMERICH: Those statewide access
11 programs continue to build and grow.
12 CLAUDE KRAWCZYK: Yeah, I'm talking
13 about the public access as well.
14 KATHLEEN SMITH: The lights and
15 everything, right?
16 CLAUDE KRAWCZYK: That's something that
17 is much -- it's better than it was, and I
18 appreciate it.
19 JOHN EMMERICH: Those -- those lights
20 that you're referring to on the front of the
21 building, that was from a third-gen family-owned
22 business in the Fox Valley area that donated
23 those. The generosity of the area never ceases to
24 amaze me.
25 But thank you for your time, appreciate

38

1 it.

2 TIMOTHY HOELTER: Thank you.

3 SALLY PELTZ: Can I ask, in terms of our

4 lease, we have -- I will say that as a new board

5 member here, new commissioner, can we discuss that

6 at some point so that I can get updated in terms

7 of this facility and the companies? And if you

8 don't have time now, that's okay.

9 TIMOTHY HOELTER: I'm not sure I

10 understand your question. The lease was

11 attached -- into 2033.

12 SALLY PELTZ: Okay. So, that -- that

13 answers my question is, is that -- that is a

14 long-term lease until -- and I didn't see that

15 part so. And what is it, 2033?

16 TIMOTHY HOELTER: Correct.

17 SALLY PELTZ: A long-term lease.

18 KATHLEEN SMITH: Wouldn't be here.

19 Trust me on that one. Yeah.

20 TIMOTHY HOELTER: It was a 30-year lease

21 that was initiated July 1st of 2003.

22 SALLY PELTZ: I see.

23 CLAUDE KRAWCZYK: It was amended in the

24 past. And that's what we saw in the -- in the

25 back of 2017, ended the state report. So, I was

39

1 around, Jim was around.

2 SALLY PELTZ: And I was not around,

3 that's why I'm asking.

4 BENJAMIN TIMM: I'm happy to share any

5 other documents with you. And we can talk about

6 that after the meeting.

7 SALLY PELTZ: Terrific. Thank you.

8 SELENA COLE: Good morning.

9 KATHLEEN SMITH: Good morning, Selena.

10 SELENA COLE: Go through the financial

11 report.

12 So, because we're only in February, this

13 is essentially its own -- you know, these figures

14 will continue to change as 2025 is finalized over

15 the next couple of months. However, to date,

16 you'll see that our revenue has exceeded initial

17 budget estimates by 6 percent. Salaries are

18 aligned with year end at 97 percent, ONM

19 expenditures are at 99 percent, though some final

20 expenses are still being processed. Late accounts

21 have continued to fluctuate, but we're monitoring,

22 collection efforts remain and are an ongoing

23 priority.

24 CLAUDE KRAWCZYK: What happened with --

25 something you may be getting to here, for South

40

1 Harbors, seemed to have fallen off here.

2 SELENA COLE: How? How do you mean?

3 CLAUDE KRAWCZYK: I may be getting ahead

4 of myself, it doesn't look like they've made a

5 payment to us since the last --

6 SELENA COLE: Well, we'll talk about

7 that a little bit.

8 Revenues are outlined here, overall

9 we're up 5 percent over the prior year. And this

10 will continue to increase as payments are still

11 coming in for 2025 for activity that was billed

12 later. And your increases are really due to the

13 fact of the payables.

14 KATHLEEN SMITH: Are coming in, that's

15 the reason?

16 SELENA COLE: Yes. Well, some of the

17 other increases are due to just increases in rent,

18 terms of the lease increases in some of the

19 activity. We had a little surprise or increase in

20 crane activity, I think in December, for some of

21 our ships. The dockage was increased a little bit

22 for vessels that are staying longer.

23 BENJAMIN TIMM: We received some gypsum.

24 So, there -- there's temporary or short-term

25 agreements too that happen throughout the year

41

1 that we're not anticipating that add to the bottom

2 line.

3 SELENA COLE: The expenditures, on the

4 expenditure side, again, we're still in line with

5 expectations. No issues have been identified as

6 we're closing out final expenses.

7 And a look at the receivables that

8 Claude was questioning, South Harbor is standing

9 out because they're on a payment arrangement with

10 us. We receive payments from them every single

11 month, probably just haven't noticed that some of

12 the amounts are decreasing, it's being applied to

13 their outstanding. So, they're paying their

14 current amount and then an additional amount to be

15 applied to their arrears. But they are on track.

16 We receive payment from them every month.

17 CLAUDE KRAWCZYK: Well, they're --

18 they're performing the plan?

19 SELENA COLE: They are, yes.

20 CLAUDE KRAWCZYK: That's good.

21 SALLY PELTZ: Well, let -- let me ask

22 you, the dates that you have there are, for

23 instance, the first on September 2017, heavy

24 equipment.

25 SELENA COLE: Mm mm. So, what's your

42

1 question?

2 KATHLEEN SMITH: That's in litigation.

3 SALLY PELTZ: All you guys know all

4 this.

5 KATHLEEN SMITH: It's right on the

6 board.

7 SALLY PELTZ: No, no, I understand, but

8 I'm saying that's a long -- but now you've

9 explained that in the years now it's converted to

10 litigation.

11 SELENA COLE: It has, but that's even --

12 I think eventually that's going to have to be

13 dealt with by the city attorney's office or

14 comptroller's office. Because I think even one

15 meeting Diane looked at it, it's a long time. So,

16 some of these will have to be --

17 SALLY PELTZ: How long has this been in

18 litigation?

19 SELENA COLE: I don't know offhand how

20 long in litigation. I think that even predates

21 me. Prior to --

22 KATHLEEN SMITH: It's a long time.

23 CLAUDE KRAWCZYK: Anyone will tell you

24 that as soon as anybody needs to collect --

25 KATHLEEN SMITH: It's a whole 'nother

43

1 story.

2 SALLY PELTZ: Well, then you decide on

3 what you're going to do --

4 SELENA COLE: Right.

5 SALLY PELTZ: -- about payment.

6 SELENA COLE: And that's where we are

7 with a lot of this, but the city attorney's office

8 also. And a certain amount has to go to council

9 before we can decide to just write it off.

10 SALLY PELTZ: Your -- what's your

11 intent? Because that's a large amount.

12 SELENA COLE: It is.

13 TIMOTHY HOELTER: If you noticed, we are

14 going to be going into closed session.

15 KATHLEEN SMITH: We can talk about it

16 then.

17 TIMOTHY HOELTER: Perhaps we can discuss

18 that.

19 SELENA COLE: But otherwise --

20 CITY ATTORNEY: It's an ongoing

21 litigation, so we probably can't talk about it

22 during closed session. But I just really quick

23 pulled it up on CCAP, it was filed in 2022, and

24 the case is shown as closed. I think it just

25 ended for failure to prosecute likely, so.

44

1 SELENA COLE: It has to stay this way

2 until we can have approval for it.

3 BENJAMIN TIMM: So, essentially, there's

4 a city ordinance that any write-offs over \$5,000

5 have to get common council approval. So, we'll

6 likely be taking some of these to the council in

7 the future.

8 SELENA COLE: Any other questions?

9 TIMOTHY HOELTER: Okay. Thank you.

10 Good morning, Eric.

11 ERIC POLZIN: So, kick off with the

12 number of ships -- ships that we have seen since

13 the last board meeting. Salt, cement, asphalt,

14 and petroleum were the highlights here. Better

15 quantities than what we saw in the same period

16 last year.

17 Next slide.

18 We saw 258 total vessel visits in '25.

19 This was down a little bit from '24 where we saw

20 270. I was doing a little research on where we --

21 where we lost those, and it looks like DeLong

22 didn't bring any vessels for their -- this winter.

23 And when you add those in, that's where the

24 difference came in. So, really we were right on

25 track with what we saw the previous year.

45

1 We are currently -- our Certificate of

2 Adequacy is in the hands of the Coast Guard for

3 our five-year renewal. As a refresher, the

4 Certificate of Adequacy allows us to act as a

5 steward for vessels that would be discharging

6 certain commodities, boiling water, bilge water,

7 regulated garbage. So, we're waiting on our

8 approval certificate from them, that should be

9 showing up hopefully within the next week or two.

10 We had our annual U.S. Coast Guard

11 Compliance Inspection yesterday. They found one

12 thing that they had an issue with, and that was

13 totally on me. I did not reference the actual

14 part of our security plan that the drill was

15 exercising. So, they gave me two weeks to

16 resubmit that to them and get the people there.

17 TIMOTHY HOELTER: Has it been

18 resubmitted or --

19 ERIC POLZIN: Not yet, this was just

20 yesterday.

21 TIMOTHY HOELTER: Okay.

22 ERIC POLZIN: I'm going to bounce down

23 to the bottom one. On January 28th, we had our

24 Port Operations and Maintenance Technician Exam.

25 The port hosted 17 people for -- for the exam.

46

1 They go through a number of stations. There's a
2 written portion, an area lift portion where they
3 have to retrieve an item from the roof and place
4 an item up there. We've got a station in the
5 garage where the candidates go through and they'll
6 pull a railroad spike, plug the hole in the tie
7 and then re-spike it. And then we also have a
8 station set up where they provide proper -- with
9 the form.

10 CLAUDE KRAWCZYK: Are these existing or
11 candidates for employment?

12 ERIC POLZIN: These are candidates for
13 the position that we currently have open.

14 CLAUDE KRAWCZYK: So, it's 17 for one --
15 ERIC POLZIN: For one position.

16 So, DER has provided us with the list of
17 the top five candidates, and we will be meeting
18 with them the 1st of March.

19 BENJAMIN TIMM: Just want to point out
20 that the operations team did a phenomenal job. It
21 was a really impressive scene throughout the
22 facility that day. We had a whole team from DER,
23 Department of Employee Relations, here as well as
24 the operations team. And all of the stations that
25 Eric mentioned, it was -- it was -- it spent -- it

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1 took some time, but it was really well designed,
2 really well set up. And I think we'll get a good
3 candidate out of it.

4 ERIC POLZIN: So, after last year of not
5 having any vessels here, we have a total of five
6 that are in for winter mooring this year. So, I
7 guess it's feast or famine. But port operations
8 team, it was total, all hands on deck.

9 John and myself, we installed 1,200 feet
10 of security fencing for the vessels to maintain
11 compliance. One of the hardest things that we've
12 been dealing with this year is, if you remember
13 from the past, we used to be able to, when a
14 vessel came in during layup, we used to be able to
15 do our security posture. For once the vessel was
16 off -- off generator power, onshore power, the
17 crew left the vessel, basically, just there for
18 the winter. The Coast Guard, even when that
19 vessel is inactive, they consider it active. So,
20 continuous monitoring for that vessel means 24
21 hour a day security or a way to provide that.
22 It's been one of the heartaches this year because
23 vessel agents and owners remember how it was in
24 the past and they haven't exactly liked taking on
25 that extra cost of security.

48

1 KATHLEEN SMITH: So, it's worth the
2 cost, isn't it?

3 ERIC POLZIN: On Average, I guess I
4 would say it's about 750 bucks a day per vessel to
5 maintain a security guard.

6 BENJAMIN TIMM: And they're here for
7 three months.

8 KATHLEEN SMITH: And they're here for
9 three months. That's a lot of money.

10 BENJAMIN TIMM: Yeah.

11 TIMOTHY HOELTER: What is the security
12 guard doing? I mean, is this exterior to the
13 ship?

14 ERIC POLZIN: Yes. So, basically the
15 security guard needs to be able to monitor the
16 area that is fenced around the vessel, and also
17 monitor any gated access. So, one guard typically
18 monitors that entire area.

19 KATHLEEN SMITH: They have people with
20 no 24/7.

21 TIMOTHY HOELTER: We have cameras?

22 ERIC POLZIN: We do have cameras. We
23 have determined -- tried to do a little test run,
24 and we determined that they were completely
25 inadequate for what we needed. So, that's one of

49

1 the items that John and I have been looking at
2 going through our security plan and seeing where
3 we could possibly implement new tech to help us
4 with that, be it trailer-mounted security cameras,
5 motion detecting equipment, things like that, and,
6 you know, putting a plan together to get these
7 items, I guess. So, we've definitely been talking
8 with Benji and keeping him on board.

9 TIMOTHY HOELTER: Well, I think the
10 commission would certainly support that, you know,
11 enhanced monitoring that way.

12 CLAUDE KRAWCZYK: 750 a day, that's
13 divided by the vessels?

14 ERIC POLZIN: No.

15 KATHLEEN SMITH: No, per vessel.

16 ERIC POLZIN: Per vessel.

17 So, here's a little bit of what it looks
18 like. Start kind of on the left there. We've got
19 the Wilfred Sykes, Joe Block tied up next to him,
20 Integrated tug barge Albert Margaret closest to us
21 there. Little bonus, we had the Intrepid
22 offloading salt that day, so you can see the
23 Intrepid in the middle, Integrated tug barge
24 Integrity. And then up in the top there, you can
25 see the Stewart J. Cort.

50

1 So, for -- now, to go back to your
2 question, so for like the Wilfred Sykes and the
3 Joe Block, because of the way they're docked, they
4 can have one guard for those.

5 A couple more images for you. Sykes,
6 Joe Block, and with the bow shot of the Cort
7 there.

8 Lastly, the quarterly security report.
9 Once again, nothing out of the ordinary here, port
10 after hours and trespassing are the top
11 categories. This was also a little bit short
12 given the timing of the reports and everything,
13 so.

14 CLAUDE KRAWCZYK: I assume the cold
15 weather keeps it down.

16 ERIC POLZIN: It does. You know, we
17 tend to see a lot less racing and things like
18 that.

19 That is all I have for you unless you
20 have any questions for me.

21 TIMOTHY HOELTER: When do we expect the
22 St. Lawrence to open?

23 ERIC POLZIN: I don't know if I've seen
24 the --

25 UNIDENTIFIED SPEAKER: End of March.

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1 TIMOTHY HOELTER: Thank you. Appreciate
2 it.

3 MARIA CARTIER: Good morning,
4 Commissioners.

5 KATHLEEN SMITH: Good morning.

6 MARIA CARTIER: Okay. Now that we're
7 into 2026, we have all of the tonnage data from
8 2025, going up like that on today. Looking at
9 municipal tonnage, so that is the tonnage that is
10 handled by our tenants solely, came in at 1.906
11 load metric tons, which was 3 percent ahead of
12 2024. It's -- actually had a good December. Last
13 year was a good December, too.

14 Next slide please.

15 So, looking at total harbor tonnage, and
16 broken down by categories, dry bulk, that being
17 the largest commodity handled here at the port,
18 grew 6 percent over 2024. And we're really
19 pleased with this in particular because salt was
20 down considerably, but the deficit was made up
21 with agriculture, limestone, and other dry bulk.

22 SALLY PELTZ: Why was salt down?

23 MARIA CARTIER: I'm sorry? Oh, so, a
24 lot of 2025, we had carryover from the year
25 before. It was a mild winter. There were other

52

1 markets that experienced bad weather, like
2 Kentucky, Tennessee, other areas. And that's
3 where the salt went instead of coming here. But
4 as Eric mentioned, we've already had a couple
5 ships. There's several ships coming in. I don't
6 know if you noticed when we came in, there's salt
7 piles. So, we're starting to get it now. Because
8 we're open in the winter, we can accept salt
9 deliveries; whereas, other ports are closed and
10 they can't. So, that's typically where they tend
11 to go earlier in the winter, so.

12 KATHLEEN SMITH: There's a shortage,
13 that's what I'm hearing, correct?

14 MARIA CARTIER: Correct, just because of
15 the early winter, you know, the big storm that
16 happened around Thanksgiving, other markets that
17 typically don't get soaked have got salt, and
18 there are only so many salt mines, right, that can
19 supply the whole country. So, salt has been going
20 to those areas, but we're starting to see it, they
21 pick up. As you'll notice, our piles are -- are
22 pretty low.

23 SALLY PELTZ: Thank you.

24 MARIA CARTIER: Steel, we're up 2
25 percent. We did -- I would say there was a lot of

53

1 front loading, especially early on in the season.
2 Suppliers were trying to get ahead of the new
3 tariffs that were going into effect.

4 General cargo, that is your brake bulk,
5 so things like brewery tanks, limestone blocks.
6 We had a few extra things this year. We had a
7 small sailboat, some engines for ships, a couple
8 different things. So, we don't get a ton of
9 general cargo, like to see more of that, but it
10 was a little bit more than the previous year.

11 And then liquid cargo was down 51
12 percent. So, during -- during the year, we get
13 most of that cargo will be on land, so rail and
14 truck. Later in the winter months, we'll get it
15 via barge as well. That typically goes to Green
16 Bay, but later in the winter, Green Bay closes and
17 so those cargos come here.

18 In 2025, the refinery was down, so they
19 were unable to do shipments. It never got
20 repaired through the winter months, got repaired
21 in spring, and then we were out of the picture.
22 But we've already seen two shipments thus far.
23 And there's, I guess, one scheduled to come later
24 today or tomorrow. So, we should see those
25 numbers --

54 1 SALLY PELTZ: What's liquid cargo? 2 MARIA CARTIER: So, that is -- I believe 3 it's petroleum. It's a gasoline additive. 4 SALLY PELTZ: Most of it comes through 5 trucking? 6 MARIA CARTER: During the regular 7 season, yes. And then in the winter, the barging 8 comes out. 9 So, again, municipal tonnage that is 10 handled by our tenants was up 3 percent. 11 The private dock -- so after the end of 12 the calendar year, we ask to get tonnage 13 information from the private dock so that we can 14 look at overall harbor tonnage. They had a 15 stronger year last year. So, overall we were up 4 16 percent, coming in at 2.322,072 million metric 17 tons. Really pleased with this performance, 18 especially given all the uncertainty and 19 volatility that was experienced in international 20 markets with tariffs and all of that, weren't sure 21 how the year was going to end up, and we're really 22 happy that we've -- 23 CLAUDE KRAWCZYK: Is that on South 24 Harbor? 25 MARIA CARTIER: That is US Energy	56 1 that comes in from import or export going through 2 the St. Lawrence Seaway was up 78 percent. And in 3 2024, we were up 70 percent. So, really excited 4 to see that growth in international trade, and it 5 just really highlights the importance of Port 6 Milwaukee as a supply chain to local and regional 7 businesses. 8 So, that will set us up for the 9 Pacesetter Award, which is an award that the Great 10 Lakes St. Lawrence Seaway Development Corporation 11 gives to Great Lakes ports that have increased 12 international tonnage. 13 KATHLEEN SMITH: Can you name the 14 countries, the nine countries? I'm -- I'm curious 15 who wants to be in business with us. 16 MARIA CARTIER: Yeah. I should have 17 mentioned, most of those were in Europe. Some of 18 the key ones are the UK, Ireland, Belgium, the 19 Netherlands. We call on a couple of ports in 20 Spain, and a new one this year was Portugal. But 21 also Middle East, so Turkey and Morocco. So, 22 yeah. And that's multiple ports within those 23 countries. 24 And outreach and engagement. Not too 25 active given the winter and then the holidays, but
55 1 mostly. A little bit of South harbor, but mostly 2 US Energy. 3 CLAUDE KRAWCZYK: Shortfall business is 4 what led to South Harbor's financial problems 5 perhaps? 6 MARIA CARTIER: No, that -- most of it 7 is US Energy. 8 Just a few highlights from the 2025 9 season. We had one new carrier and ten new ships. 10 So, these are first-time visitors, first-time ship 11 visitors. One notable thing is three of the 12 vessels were on their maiden voyage. So, they 13 were new ships designed specifically for the Great 14 Lakes. They did a call here to Milwaukee. 15 TIMOTHY HOELTER: Excuse me, the new 16 carrier was? Who are they? 17 MARIA CARTIER: Forest Wave -- I'm 18 sorry. Yeah, Forest Wave. That's right. So, 19 yeah, and they called on the DeLong terminal. 20 Steel and agriculture will really be the 21 highlight products from an import and export 22 perspective, respectively. 23 We did direct shipments with ports in 24 nine different countries. 25 And then seaway tonnage, so the cargo	57 1 the highlights were Benji and I attended Marine 2 Club, which is held in Toronto as an annual event 3 by the marine industry stakeholders that look to 4 promote and create awareness, and just celebrate 5 the industry as a whole. 6 There are a couple different events that 7 happened during that time. One, our tenant 8 Logitech holds a networking event that we 9 co-sponsored. So, it was us, Port of Cleveland, 10 Port of Thunder Bay, and Port of Toronto. Those 11 are all ports where Logitech has operations. So, 12 they call the networking event that we 13 participated in. 14 The Canadian Chamber of Commerce holds a 15 luncheon where they also bring a guest speaker in 16 where they talk about issues involving trade 17 between Canada and the US and looking at the 18 outlook for 2026. 19 Highway H2O, which is in Canada still 20 wants to do business with that. It was an 21 interesting discussion. Yes, a lot of the talk 22 was concerns about the upcoming renegotiation of 23 USFCA or they refer to it as USMA. 24 CLAUDE KRAWCZYK: What is that? 25 MARIA CARTIER: So, that's the -- the

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1 trade path between the US and the -- Mexico --

2 BENJAMIN TIMM: The successor to NAFTA.

3 MARIA CARTIER: Yeah.

4 Highway H2O, which is the binational

5 marketing organization that promotes trade within

6 the Great Lakes St. Lawrence Seaway, they had

7 their annual meeting that we attended.

8 Also Women in Logistics events that I

9 got to go to. So, overall, it was a very good

10 meeting.

11 And then the Harbor District puts on

12 lunch and learns, and they did one focused on

13 foreign trade zones that was held through the

14 board, and Korey did a nice presentation on what

15 trade zone and what some of the benefits are,

16 opportunities there, for outreach.

17 TIMOTHY HOELTER: Any questions?

18 SALLY PELTZ: The tariffs, in terms of

19 their -- how they're really affecting business is

20 really showing up now in '26. You know, rather

21 than showing up, we thought in '25, is that right?

22 MARIA CARTIER: Well, the -- the

23 steel -- the steel tariffs went into effect, I

24 believe, the end of June. So, it's 50 percent,

25 except for out of the UK it's 25 percent. So, as

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1 I mentioned, the suppliers kind of inventoried up.

2 So, we have inventory here in our warehouses. So,

3 there's -- I think we will see some impact in

4 2026.

5 TIMOTHY HOELTER: Additionally, the

6 Supreme Court should be issuing a decision.

7 CLAUDE KRAWCZYK: May not be as bright

8 in the spirit.

9 MARIA CARTIER: It -- it is a

10 combination of steel and agriculture, so. The one

11 point I will make, too, is a lot of the steel,

12 though it's not available here in the US. So,

13 it's needed, right? So, it's -- there's not an

14 alternate available. So, it's not like all our

15 steel is going to go away.

16 TIMOTHY HOELTER: But some steel is

17 different from other steel.

18 MARIA CARTIER: Right. And it's mostly

19 used in -- for making products and all of that,

20 and that's -- that's not going to go away.

21 TIMOTHY HOELTER: Korey.

22 KOREY GARCEAU: Starting off with a

23 foreign trade zone update. We've been gathering

24 data from our operators for our 2025 annual

25 report, which is due to the FTC board on March

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1 31st. So, we have some time, and those numbers

2 are first coming in from our operators now.

3 Speaking of operators, I'm happy to

4 announce another a new approved operator. This

5 one is Dedicated Computing. They're a

6 technologies manufacturer out of Waukesha. That

7 brings us up to 11 approved and seven active

8 operators.

9 The 2024 National FTZ Annual Report was

10 recently released by the Foreign Trade Zone Board.

11 So, 2024, now over a year ago, but it takes some

12 -- quite some time to put together all of the

13 stats from 200-plus FTZs around the country.

14 So, I thought I would share some of the

15 State of Wisconsin stats that came out of that

16 report. I'll remind you that there are three

17 foreign trade zones in Wisconsin: Obviously, us,

18 Zone 41, there's a zone out of Madison, and the

19 zone out of Green Bay. So, for the State of

20 Wisconsin, foreign trade zones supported between

21 3,001 and 4,000 jobs or directly employed 3,001 to

22 4,000 employees. There was between 1 and \$5

23 billion in total value of merchandise received

24 into Wisconsin foreign trade zones. They keep

25 that information pretty broad as operators

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1 generally don't like to share specifics, so they

2 keep that at a high level. And Wisconsin was

3 ranked No. 25 for total merchandise received. So,

4 we're about average.

5 I'll note that we were not on the top 25

6 list for total exports out of FTZs. So, what that

7 tells me is the goods being brought into Wisconsin

8 foreign trade zones are then submitted in the US

9 consumption rather than exported, so.

10 TIMOTHY HOELTER: And where does Trade

11 Zone 41 rank relative to the other Wisconsin trade

12 zones?

13 KOREY GARCEAU: We make up the majority

14 of that data. So, we are by far the largest

15 foreign trade zone in Wisconsin at this time. I'm

16 not sure that Madison has any active operators,

17 and Green Bay only has a few. So, most of that

18 data is Southeast Wisconsin.

19 TIMOTHY HOELTER: Well, it would be very

20 interesting to go back years when we first started

21 working with Foreign Trade Zone 41 to see the

22 exponential growth that the port has been

23 responsible for. Do you know how -- do you have

24 data? It would be interesting.

25 KOREY GARCEAU: I could -- I could pull

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1 that together, I think, for the next meeting,
 2 especially because I will have the final numbers
 3 for the 2025 annual report. So, I could do some
 4 comparisons for how -- at least it was that we've
 5 been --

6 TIMOTHY HOELTER: I think that would be
 7 very good, very informative.

8 SALLY PELTZ: When did you -- when do
 9 you think -- it just started?

10 MARIA CARTIER: 2011 is when we took
 11 over. Before that it was handled by WDC, economic
 12 entity.

13 TIMOTHY HOELTER: Yeah, just basically
 14 on paper.

15 KOREY GARCEAU: The program has existed
 16 since 1934. So, it's a longstanding federal
 17 program, but it hasn't always been --

18 SALLY PELTZ: I see. I see. I think
 19 that's an interesting thing to take a look at in
 20 terms of --

21 KOREY GARCEAU: Yeah, I'll pull some of
 22 that data together for the next report.

23 Then shifting to our cruise outlook for
 24 this upcoming season, our season is going to kick
 25 off on April 23rd with the Viking Polaris this

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1 year.

2 I'll note that April 23rd is the date of
 3 our next board meeting. The vessel is expected to
 4 arrive sometime late in the morning, so shortly
 5 after our meeting will wrap up. And depending on
 6 the wonderful press event that Madison's going to
 7 pull together, I'm sure we can share some of that
 8 information if anybody's interested in attending.

9 KATHLEEN SMITH: That would be great.
 10 Love it.

11 KOREY GARCEAU: We are expecting 62
 12 cruise vessel calls in 2026, which shatters any
 13 record we've had. Thirty of those visits are
 14 going to be turnaround calls. We have 81 total
 15 itineraries that include Milwaukee. And new this
 16 year is that 11 -- 11 trips are roundtrip out of
 17 Milwaukee. So, we've never had roundtrip
 18 Milwaukee cruises before. So, if nothing else,
 19 these passengers will have an experience to -- or
 20 have an opportunity to experience Milwaukee before
 21 they go on their cruise and then maybe hit some of
 22 the things they didn't get to see before their
 23 cruise when they get back. Viking and American.

24 We'll have six companies calling between
 25 eight different vessels and over or approximately

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1 19,000 passenger visits forecasted.

2 We touched on this previously, but
 3 American Cruise Lines is kicking off Great Lakes
 4 itineraries this year. This will be the first
 5 year in the Great Lakes system. They are the
 6 parent company of Pearl Seas Cruises, which has
 7 been a long-time caller in Milwaukee. American
 8 Cruise Lines has six turnaround visits scheduled
 9 this year. And they have extended their schedule
 10 with us through 2028 with more visits coming in
 11 the next few years.

12 And then just thought I'd highlight that
 13 there -- with -- with there being 62 calls this
 14 year, there are multiple dates where we will have
 15 two or even three cruise vessels in port. So,
 16 it's going to be a very busy year on the
 17 waterfront for cruising.

18 KATHLEEN SMITH: How's our cruise dock
 19 coming along?

20 BENJAMIN TIMM: I think Brian's going to
 21 touch on that in a minute.

22 KATHLEEN SMITH: Okay. Sorry about
 23 that, Brian.

24 Wow, this is going to be one heck of a
 25 season. I mean, great work. I mean, this is

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1 wonderful. This is terrific. Kudos.

2 KOREY GARCEAU: All right. Thank you.

3 MADISON GOLDBECK: Good morning.

4 KATHLEEN SMITH: Good morning, Madison,
 5 How are you?

6 MADISON GOLDBECK: I'm good, how are
 7 you?

8 So, I recently issued a press release
 9 announcing Governor Evers and DOT awarded Port
 10 Milwaukee 1.4 million structure upgrades. This
 11 was picked up by several maritime outlets.

12 SALLY PELTZ: And is that what you were
 13 asking for, Madison? Is that -- is that the
 14 amount you were asking for?

15 BENJAMIN TIMM: I think Brian -- Brian
 16 is going to talk about that. Lot of anticipation.

17 MADISON GOLDBECK: We also were included
 18 in the American Great Lakes Port Associations
 19 press release on these studies to expand cargo
 20 shipments between Great Lakes and waterways.

21 And then we also have features coming up
 22 on our upcoming cruise season on our new cruise
 23 dock in both Cruise and Ferry and the Maritime
 24 Executive magazine.

25 And then today I will also issue a press

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1 release on our tonnage reports that we just
2 publicly presented to you.

3 Social media posts went out in
4 conjunction with our press releases. Recent posts
5 have been using drone shots of ships to highlight
6 urban ship layup and winter traffic. Local
7 favorites Stewart J. Cort really overperformed for
8 some social media, which I'll show you in a
9 minute.

10 Next slide.

11 But the City of Milwaukee's official
12 channels have been doing collaboration posts with
13 us on Instagram, which is really helping expand
14 our reach. And we've also been sharing tenant
15 news to our social media channel.

16 The port was included in the mayor's
17 video on social media highlighting 2025
18 accomplishments. Benji talked about our
19 infrastructure improvements, the kickoff of
20 construction for our new cruise dock and progress
21 on the dredge materials and management facility.

22 And then we also continue to utilize
23 social media to highlight job opportunities.

24 And then we also, from our last meeting,
25 we shared pictures of Sean in crane operator

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1 training, and we used that on social media to
2 highlight how we serve customers.

3 BENJAMIN TIMM: Madison, if I could just
4 add, too. The previous -- yeah, Logitech, one of
5 our tenants highlighted Port Milwaukee as part of
6 their social media posts, too. So, we're really
7 excited about that.

8 MADISON GOLDBECK: The next slide.

9 So, then our analytics in the last 30
10 days, we've seen nothing but increases, which was
11 really great.

12 LinkedIn, our impressions went up by 23
13 percent, followers increased by 1.5 percent, and
14 our search appearances went up by 8 percent.

15 On Facebook, this is always our big one.
16 Our viewers went up by 156 percent, interactions
17 207 percent, visits went up 115 percent, and our
18 followers increased by 246 percent.

19 I think they just really like the drone
20 shots, and they take really great drone shots, and
21 they -- they do really good. The only way I can
22 explain it.

23 KATHLEEN SMITH: I'm a follower, I'm a
24 commenter.

25 MADISON GOLDBECK: You're helping us

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1 out, which is great.

2 Instagram is our, what I like to call,
3 our baby account, it's new. And because I think
4 the City of Milwaukee is doing collaboration posts
5 with us and we have these great photos, our views
6 went up 913 percent, and we saw an increase of 11
7 percent in our followers.

8 And then Twitter, our impressions went
9 up over 153 percent, engagements 208 percent, and
10 our engagement rate went up 9.1 percent.

11 KATHLEEN SMITH: Kudos.

12 MADISON GOLDBECK: Thank you.

13 TIMOTHY HOELTER: What do
14 you think is the most effective generator of all
15 these increases?

16 MADISON GOLDBECK: Well, what I can see
17 on the back end is that multiple photo posts
18 performed the best. So, not just one photo, but
19 if we include like three photos, they always
20 perform the best, because then you get people
21 clicking through it.

22 KATHLEEN SMITH: It catches people's
23 eyes, so they keep moving and watching it.

24 TIMOTHY HOELTER: It's very important,
25 good.

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1 MADISON GOLDBECK: Thank you.

2 TIMOTHY HOELTER: Good morning, Brian.

3 BRIAN KASPRZYK: Good morning, again.

4 Give a brief update on some engineering
5 projects.

6 Of course, starting with the traditional
7 water level. So, as you can see, we're a little
8 low, 13 inches below average. Again, the blue
9 dash line is the all-time average, and the red
10 line is recorded, and where it gets to the green
11 dash, that's the forecast for the next six months.

12 So, we're a bit below average, and we're just
13 right near the low water or zero on the chart
14 there.

15 Next slide.

16 CLAUDE KRAWCZYK: Is that not a danger
17 zone to reflect shipping at that point?

18 BRIAN KASPRZYK: It gets to be a
19 concern, yeah, so. We had good ice cover this
20 year, which helps, you know, preventing the
21 evaporation. And then we had good snow, which is
22 melting, and we're hoping to have a robust spring
23 melt here, so.

24 But getting on the low water, high
25 water, it's coastal resiliency. So, we're --

1 we're coordinating with the corps -- Army Corps of
2 Engineers who started this Great Lakes Coastal
3 Resiliency Study among the eight Great Lakes
4 states. And so, we are a participant in this
5 Wisconsin Coastal Management Program through the
6 Wisconsin Department Administration is basically
7 the lead for Wisconsin, and Port Milwaukee was one
8 of the four chosen sites basically for the study.

9 So, the other is MMSD, the Jones Island
10 Water Reclamation Facility or the sewage treatment
11 plant at the north end here, McKinley Marina and
12 Bender Park.

13 So, what this is, we're looking majority
14 of flooding. So, we had a lot of good data back
15 from the 2020 flood that we saw, and then again
16 with the recent August storm last year, as well
17 as, you know, the consequences of low water and
18 high water. So, we have a lot of good data.

19 Back in 2021, if you recall, we did our
20 capital asset renewal plan. So, we've got to kind
21 of jump on this because we have a resiliency
22 component to that as well.

23 So, the benefit of -- of this is, you
24 know, there's potential spin-off studies that
25 could come out of this. It would be a case study

1 basically for other Great Lakes ports and -- and
2 harbor facilities that are not included in this.

3 And another great proponent to this
4 being included gives us a better chance if we do
5 go through the federal government, the Corps of
6 Engineers, they offer some funding. Feasibility
7 studies and then as far as even into construction,
8 they can help us with projects.

9 Next slide, please.

10 And as mentioned, we were recipients of
11 another Harbor Assistance Program Grant. So, I
12 want to thank the team for helping out to get
13 another grant awarded to us. This one was
14 specifically for terminal roof improvements. And
15 you can see we got 1.4 million from the state and
16 our share is -- behind Diane there -- is 360. So,
17 yeah, so we're -- it's a total of \$1.8 million
18 project.

19 And then to Commissioner Peltz's
20 question, we applied for -- our application
21 included \$4.5 million for all of the terminal
22 roofs basically. We knew that was a large ask and
23 we probably wouldn't get it, but we're fairly
24 happy with the result that we did get of 1.8.

25 So, we did -- we're going to have to

1 scale back, and we can go and show you kind of
2 what we're looking at. So, you see on the left is
3 the Jones Island, the green highlighted buildings
4 are where we're going to be focusing first.

5 Out on the outer harbor is Terminal 2 --
6 Terminal 2, and I do have more photos of that, but
7 we're going to do a complete reconstruction of
8 that roof. And then the other, Terminal 5, a
9 little more inland there, we're going to do some
10 small repairs on the exhaust fans and the exhaust
11 system on that. All right.

12 SALLY PELTZ: Let me ask you this
13 question: Did you ask for four -- I mean, I
14 always find this interesting. And -- and did the
15 state provide the -- what was -- what was the
16 amount that they had in that particular grant,
17 that they had available for the State of
18 Wisconsin?

19 BRIAN KASPRZYK: I believe they
20 typically have 20 million for biannual, so about
21 10 million a year.

22 SALLY PELTZ: I see. So, we've got a
23 million-four of that. The rest of it went to an
24 our competitors in the state?

25 BRIAN KASPRZYK: In the state. The

1 State of Wisconsin ports. I think most of our --
2 we were, I believe, the second largest. I'm going
3 to look through that again, but we were -- we were
4 one of the largest.

5 SALLY PELTZ: You're going to manage --

6 BRIAN KASPRZYK: We'll make do, yeah.
7 Like I said, we were -- we were -- again, our
8 hopes were high. Obviously, we knew we wouldn't
9 get that much. So, we -- we're going to scale
10 this project or phase this project.

11 KATHLEEN SMITH: Exactly, go big or go
12 home.

13 BRIAN KASPRZYK: Yes. Yeah. So, we
14 were anticipating this, the smaller amount.

15 BENJAMIN TIMM: Commissioner Peltz, the
16 DOT has a website and they list all of the
17 awardees on the website per year. So, we can -- I
18 can send you that link and you can see that.

19 SALLY PELTZ: And you think that we got
20 the largest out of the pocket?

21 BRIAN KASPRZYK: I believe the second
22 largest. I'd have to look back at the list.

23 BENJAMIN TIMM: Green -- Green Bay has
24 been -- they have a -- they have a big dock
25 project.

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1 BRIAN KASPRZYK: Yeah.

2 BENJAMIN TIMM: That's been going on the

3 last few years. So, they've been getting a lot of

4 resources.

5 SALLY PELTZ: Do we have lobbyist that

6 lobbies for money out of the state?

7 BENJAMIN TIMM: We have a city lobbyist,

8 yes. Yeah. Jordan.

9 SALLY PELTZ: Do we utilize that

10 lobbyist?

11 BRIAN KASPRZYK: Or sometimes, like with

12 the State of Wisconsin, the Harbor Assistance

13 Program. We have a great long relationship with

14 them as well as a lot of the Harbor Advisory

15 Council who actually makes the votes or votes for

16 the project, we have a longstanding history with

17 them as well. So, I don't think we really had to

18 go full lobby mode on this yet. What we would

19 like is to lobby for more funding for this

20 program. So, we've always been --

21 SALLY PELTZ: A larger pot.

22 BRIAN KASPRZYK: A larger pot, yeah.

23 SALLY PELTZ: I see. I see.

24 BRIAN KASPRZYK: The ask is usually 20

25 million a year, at least, I believe.

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1 SALLY PELTZ: But for all?

2 BRIAN KASPRZYK: For all the applicants.

3 BENJAMIN TIMME: So, the last time we

4 really used the lobbyist for anything was under

5 the Walker administration. He proposed cutting

6 this program. And so, all of the ports around the

7 State of Wisconsin got together, hired a lobbyist

8 to lobby for that money, and it was successful, so

9 it was reinstated.

10 And -- and then with Brian's, with

11 the -- the three-year outlook that he provided

12 earlier in this meeting, that kind of sets the

13 stage for the DOT. They -- they know -- they have

14 some sense of what we're going to ask, where our

15 needs are. And so, they can adjust the program

16 accordingly or just have some idea of how

17 different communities are, how they can kind of

18 divide it up, kind of a head start.

19 CLAUDE KRAWCZYK: Earlier today we

20 approved their ask, and what we get we'll find

21 out.

22 BRIAN KASPRZYK: So, I'm just -- go

23 ahead.

24 TIMOTHY HOELTER: Well, I was just going

25 to ask, relative to these longstanding

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1 relationships with the people that actually make

2 the decisions, how do we manage those

3 relationships and, you know, and just to continue

4 communication to let them know, you know, how

5 appreciative we are?

6 BRIAN KASPRZYK: Yes.

7 TIMOTHY HOELTER: Are we actively

8 engaged and maintaining them?

9 BRIAN KASPRZYK: Yes, we -- we are,

10 because we see these members in other aspects or

11 for other projects, other regulatory, some of them

12 are from DNR, DOA -- I don't know who else was all

13 on there -- but there's quite a few that we

14 interact with regularly and we show appreciation.

15 We don't directly go in front of the council.

16 They always try to keep the applicants separate

17 from it.

18 TIMOTHY HOELTER: Yes.

19 BRIAN KASPRZYK: And so the harbor

20 assistance program manager, she's new and she's

21 hit the ground running. She's doing great. So,

22 she comes down -- she came down to view this

23 project and everything that we were proposing

24 here. And she kind of is our advocate on the

25 inside, the state side, yes.

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1 SALLY PELTZ: With the gubernatorial

2 election coming up, things could change, will our

3 relationships get affected?

4 BENJAMIN TIMM: It could, yeah, I mean,

5 usually at the staff level those -- those

6 positions don't change, it's the appointees that

7 do. But if they cut this program, then, yes, it

8 could. And -- and Brian and I talk with Erica,

9 the new harbor assistance program manager probably

10 one or two times a month, just regular directions.

11 And then also I mentioned the Wisconsin

12 Commercial Association support at the port. We're

13 kind of ramping up in anticipation of the November

14 election. We're going to -- planning to host our

15 annual meeting after that election because there

16 could -- well, there will be a change in the

17 governors -- in the governor. There could be a

18 change in the state legislature. There could be

19 changes in the Congress, U.S. Congress. So, we're

20 kind of ramping up to address issues if and when

21 they arise.

22 KATHLEEN SMITH: We have a lot of good

23 candidates, so I'm not -- I'm not worried about

24 that.

25 CLAUDE KRAWCZYK: Well, if it's Tom

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1 Tiffany --

2 KATHLEEN SMITH: It's not going to be

3 Tom Tiffany, I'll tell you that right now.

4 TIMOTHY HOELTER: Back to my question

5 regarding managing relationships, I mean, we just

6 had a very interesting report from Discovery

7 World, what's new, what they're -- what they're

8 working on, do we ever do that or just, you know,

9 a coffee, arrange something just to let them know

10 what's -- what's happening now with the port, with

11 Benji as our relatively new director, and some of

12 the things that are going on just -- just to keep

13 the information flow going and let them know that

14 we think enough about them that we want to tell

15 them what's going on, regardless if there's a

16 particular issue or grant request?

17 BRIAN KASPRZYK: Yes, I guess to a

18 lesser extent of myself as far as taking them out

19 for coffee. But like, as I did mention with, you

20 know, the Harbor Assistance Program, we did make a

21 day of it, went out for lunch and everything to

22 get updates.

23 TIMOTHY HOELTER: And identifying other

24 DOT staff members, for example, and others. I

25 think it's pretty important to keep the

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1 administration engaged in various ways.

2 BRIAN KASPRZYK: Yep, absolutely. Yeah,

3 we'll keep that in mind, more proactive.

4 TIMOTHY HOELTER: Yeah, I'm not

5 questioning that you're not, I'm just saying that

6 I think it's important and there are a lot of

7 different ways to do it.

8 BRIAN KASPRZYK: Absolutely.

9 And I'll -- just a couple of photos here

10 of just the condition currently on Terminal 2

11 roof, and you can see there's grass, just turning

12 into somewhat of a green roof, could use some --

13 and we've -- and we've made multiple repairs on

14 this. And the cargo is the steel cargo in here,

15 which is sensitive, so that's why we're shifting

16 focus to this one in the first place. Included

17 with this is new gutter systems, a lot of the

18 gutters are in very poor condition here.

19 CLAUDE KRAWCZYK: Craig had asked in the

20 past about can we put "Port Milwaukee" across the

21 roof?

22 BRIAN KASPRZYK: We will keep that in

23 mind.

24 CLAUDE KRAWCZYK: Thought I'd bring it

25 up again.

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1 BRIAN KASPRZYK: That is -- yeah, that

2 is not a bad idea. We -- we've been thinking

3 about it, and we will keep it in mind as far as --

4 CLAUDE KRAWCZYK: Or solar panels across

5 there.

6 BRIAN KASPRZYK: So, we think --

7 KATHLEEN SMITH: That's one idea.

8 BRIAN KASPRZYK: Except for all the

9 seagulls.

10 KATHLEEN SMITH: Well, yeah.

11 BRIAN KASPRZYK: That is -- funny or

12 not, but that is a challenge here with getting

13 roof work done at the port. When the seagulls are

14 up there nesting, they scare away the different

15 contractors. So, we're going to have to time this

16 out. But we'll be looking in the solar panels and

17 some marketing on that.

18 Another Harbor Assistance Program funded

19 project here continues and we're making some dock

20 wall improvements in the mooring basin. The

21 majority of the repairs were completed last year.

22 There was a major delay on some of the fendering

23 systems, which you see there's a long lead time on

24 these composite fenders, which you see on the

25 left-hand side there. And on the right-hand side

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1 were also included safety ladders. For Milwaukee

2 city ordinance, safety ladders need to be every

3 100 feet, and ours were in poor conditions so we

4 were going through to reinstall those, basically

5 assess.

6 And also you can see we have some timber

7 fenders that were included on the right side. So,

8 the composite fenders were from the original

9 contract, and we figured we had a little more

10 money in this budget, so we went on and did

11 additional timber fenders.

12 If you recall our last meeting, the

13 commissioners did approve our cost increase

14 amendment to this cap grant, additional \$250,000

15 of additional dock wall repair work that came

16 about after the flood. So, that'll be taking

17 place this spring.

18 And then update on the South Shore

19 cruise dock. Again, this is another small portion

20 of this is funded by a state with funding from

21 Harbor Assistance Program. So, you see how

22 generous they've been with us.

23 But this is a more recent picture from

24 earlier this month showing the size of the actual

25 platform and how it's starting to fill in. We're

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1 creating new land actually. So, we're seeing over
 2 100 dump trucks per day the last few weeks here
 3 going through Lake Express. We keep them up to
 4 date and they've been very okay with, I guess, all
 5 the progress and the traffic going through there.
 6 Most of the land-side work is done that
 7 can be done. So, in spring we'll be coming back
 8 for the -- the roadway, widening the driveway
 9 approach, and repaving all that, and the
 10 landscaping, etcetera.
 11 But this work will continue on. It's
 12 currently on schedule and the completion date is
 13 end of June -- June 30, 2026. So, we are -- we're
 14 optimistic, cautiously optimistic that we'll
 15 complete that by the middle of the cruise season
 16 dates.
 17 CLAUDE KRAWCZYK: So, they can continue
 18 filling all the winter, it's going to have --
 19 TIMOTHY HOELTER: They're going to be
 20 filling -- so they're filling for a portion of it
 21 currently, and then they're going to be going in
 22 shortly to install a deadman system. So,
 23 basically a drag wall, tie rods, an anchor system,
 24 and then they'll continue filling. So, they don't
 25 want to fill too much before they get in. And

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1 then they'll be coming in in March. The plan is
 2 that they'll start vibro compacting that, sticking
 3 rods in the water and to compact all that. And
 4 so, that'll be sort of a dance, putting those tie
 5 rods, vibro compaction, and then continue on.
 6 So, now I've got another photo here, you
 7 can see also the DMMS, not much work going on
 8 currently in there. They're actually building the
 9 additional two foot -- there's a two-foot wall
 10 that they're building on top of it for additional
 11 capacity. And that is basically the only work
 12 that's kind of going on currently.
 13 Here's another shot looking north, you
 14 can see there's the -- I can't think of the word
 15 currently -- the catwalk, yeah -- is this --
 16 what's the word for the structures -- templates,
 17 that's the word, thank you very much, Pete.
 18 So, there's templates of where the
 19 monopiles will be going. There will be a catwalk
 20 on either side of the platform. It's a total of
 21 750 feet length along there. So, there'll be
 22 large monopiles that are driven in where they'll
 23 have tie downs for them to tie the -- the vessels.
 24 KATHLEEN SMITH: Quite the project.
 25 BRIAN KASPRZYK: So, it's progressing

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1 quite well. And, again, most of the land-side
 2 work is done. We anticipate that to be as soon as
 3 the thaw comes in, we'll see a new driveway out
 4 there. And this work will continue on the
 5 waterfront.
 6 CLAUDE KRAWCZYK: So, when you say
 7 "June," the first ship in the dock here in June?
 8 BRIAN KASPRZYK: The hope is after, yes,
 9 in July potentially, and Korey has a few already
 10 lined up to dock here, but that is the plan as
 11 soon as --
 12 CLAUDE KRAWCZYK: And it's on target?
 13 BRIAN KASPRZYK: It's on target.
 14 CLAUDE KRAWCZYK: Good.
 15 BRIAN KASPRZYK: Currently on target.
 16 And if there's any other questions
 17 regarding this -- there's a slide I didn't have
 18 here, but I guess I should mention DeLong, you
 19 guys have noticed the new silos that went up along
 20 the western side of Jones Island. That project is
 21 anticipated to be completed for spring shipping
 22 season. So, they're on track and we're helping
 23 them with some near port infrastructure
 24 development program funding. So, that project is
 25 moving along as well.

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1 TIMOTHY HOELTER: DeLong's growth
 2 continues on the trajectories currently on the
 3 move. Any chance we can run out of space for
 4 them?
 5 BRIAN KASPRZYK: That's a great
 6 question. They're getting a little big for their
 7 britches. I think they're out performing what
 8 they even expected. We are doing as best we can
 9 to balance. We have limited space here on Jones
 10 Island and we're doing our best to balance their
 11 operation along with all of our 20 other tenants
 12 that we are working on.
 13 TIMOTHY HOELTER: We want DeLong.
 14 BRIAN KASPRZYK: Oh, yes, we definitely
 15 want DeLong, absolutely. But we don't want to --
 16 we also don't want to cut out some of our others,
 17 of course. Yeah, yeah. So, it's -- it's a
 18 delicate balance, but we are -- we're working
 19 closely with them.
 20 Any questions?
 21 TIMOTHY HOELTER: Thank you.
 22 BRIAN KASPRZYK: Thank you.
 23 BENJAMIN TIMM: Go to the next slide.
 24 Good morning, everyone.
 25 So, port director's report. So,

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1 President Hoelter and Vice President Diel and I
 2 met at the end of December where we talked about
 3 and reviewed the bylaws. We went through those,
 4 there's some suggested changes. We haven't gotten
 5 those out to the board yet, but we will be working
 6 on that probably for the April meeting.

7 TIMOTHY HOELTER: And committee
 8 structures.

9 BENJAMIN TIMM: And we talked about that
 10 a little bit at the December meeting, so just
 11 wanted to follow up -- follow up and let you know
 12 that those -- those discussions are progressing.
 13 And then any changes will, of course, be approved
 14 by -- have to be approved by the board.

15 I've continued in January meeting with
 16 our tenants and port partners. That's been a big,
 17 a big thing, US Ventures, Amrize, Cargill. We met
 18 with the Logitech leadership in Toronto, as Maria
 19 mentioned earlier, there's a photo up there.
 20 We've been, you know, just getting my feet under
 21 me, getting to know and understand what all the
 22 people and tenants at -- on Jones Island do and
 23 all of our shipping partners as well.

24 I'll jump back up to the second bullet.
 25 We hosted a "Meet the New Director" event on

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1 January 13th. We had about 17 people show up,
 2 which was pretty good turnout, a few harbor
 3 commissioners as well as tenants. So, that was
 4 nice, I got to meet some additional people at that
 5 meeting as well.

6 And then we are kicking off the
 7 Association of Great Lakes Port Authorities Inland
 8 Waterways Study. That's -- that's to -- Milwaukee
 9 is certified as the northernmost port for the
 10 inland waterways. And so, we're looking at
 11 opportunities working at the AGLPA, Milwaukee,
 12 Burns Harbor and one other port are sponsoring
 13 this to figure out how we can grow our market
 14 share in this area as well as look at increased
 15 job opportunities and just overall economic growth
 16 in the system.

17 CLAUDE KRAWCZYK: So, that's AGL?
 18 BENJAMIN TIMM: Excuse me? Association
 19 of Great Lakes or Great Lakes Port Authorities,
 20 yeah. That's one of our primary advocacy
 21 organizations.

22 And then we were also fortunate enough
 23 to receive a congressional earmark from
 24 Congresswoman Moore, and that's going to be
 25 invested in the South Shore Cruise Ship Dock.

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1 This is the case where we asked for, you know, a
 2 lot of money and we got a bit of money. We'll
 3 take what we can get. Very, very grateful for
 4 what we're given. But, yeah, I just wanted to
 5 mention that.

6 And there will likely be a press release
 7 for all of the earmarks coming up. I don't want
 8 to yet, because it's -- there'll be a formal press
 9 release, but I just want to mention that since
 10 this was in the budget approved by the -- by the
 11 congressional budget.

12 KATHLEEN SMITH: Congressman Moore does
 13 a lot of work for us.

14 BENJAMIN TIMM: Yeah, she's very -- we
 15 appreciate her for support.

16 So, that's about it. It's been an
 17 exciting, I think it's been two-and-a-half months
 18 in now. So, it's been exciting and learning a
 19 lot, meeting a lot of new people and -- and
 20 looking forward to moving forward.

21 SALLY PELTZ: An announcement is going
 22 to come out of the alderman's office?

23 BENJAMIN TIMM: Probably come out of the
 24 mayor's office, yeah, because there were a number
 25 of entities within the City of Milwaukee who

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1 received earmarks, we were one -- one of them.

2 Questions?

3 ALDERWOMAN PRATT: Just thought I'd say
 4 is there anything about the closing, how that will
 5 that affect the board?

6 BENJAMIN TIMM: That won't affect the
 7 board. Very, very -- so what the alderwoman is
 8 referring to is the Cargill facility in the
 9 Menomonee Valley announced that they're closing,
 10 and they have a food plant there. And so --

11 KATHLEEN SMITH: Protein.

12 BENJAMIN TIMM: Protein, yeah, yeah.
 13 All fun things in different ways, but, yeah. So,
 14 that's very unfortunate for the City of Milwaukee
 15 and -- and the Menomonee Valley and those
 16 employees. That will not affect operations here
 17 in the port. This is their salt operation. So,
 18 Cargill has many.

19 All right, thank you.

20 TIMOTHY HOELTER: Thank you.

21 That includes this portion of the public
 22 meeting. We now are going to be going into closed
 23 session. And I would like a motion.

24 CLAUDE KRAWCZYK: I'll move.

25 KATHLEEN SMITH: I'll second.

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1 TIMOTHY HOELTER: All in favor.
2 ALL COMMISSIONERS: Aye.
3 (Closed session.)
4 (The following notes were provided by
5 the secretary after the closed session was
6 completed.)
7 Session started at 9:49 am CST
8 Motion to go into open session was made by
9 Commissioner Krawczyk and seconded by Commissioner
10 Smith. Motion carried by consensus. Closed
11 Session ended at 10:45 am CST
12 **Open Session**
13 Commissioner Krawczyk made the following motion:
14 Board moves to authorize the Port Director and
15 staff to pursue lease termination with Marek
16 Landscaping and Perch Point for the subject
17 property including mutual lease termination and up
18 to service of an eviction notice and filing an
19 eviction matter in small claims court
20 Motion to approve was made by Commissioner Peltz
21 and seconded by Commissioner Smith. Motion
22 carried by consensus.
23 **XI. Adjournment**
24 Motion to adjourn was made by President Hoelter
25 and seconded by Commissioner Krawczyk. Motion

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1 carried by consensus.
2 (Proceedings concluded.)
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1 STATE OF WISCONSIN)
) SS:
2 COUNTY OF WALWORTH)
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4
5 I, KAREN RENEE, Court Reporter and
6 Notary Public in and for the State of Wisconsin, do
7 hereby certify that the above deposition of meeting of
8 the Board of Harbor Commissioners was recorded by me on
9 February 12, 2026, and reduced to writing under my
10 personal 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, March 14, 2026.
19
20
21 _____
22 Karen Renee
23 Court Reporter and Notary Public
24 In and for the State of Wisconsin
25
26 My Commission Expires: March 06, 2028.

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