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Meeting of the
BOARD OF HARBOR COMMISSIONERS
October 16, 2025 -- Port Milwaukee

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The BOARD OF HARBOR COMMISSIONERS
meeting was taken before KAREN RENEE, Court Reporter
and Notary Public in and for the State of Wisconsin on
October 16, 2025, commencing at 8:00 a.m. and
concluding at 9:44 a.m.

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

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3 President Tim Hoelter
4 Commissioner Claude Krawczyk
5 Commissioner Craig Mastantuono
6 Commissioner Sally Peltz
7 Commissioner Kathleen Smith
8 Alderwoman Andrea Pratt

6

7 Port Milwaukee Representatives
8 Jackie Q. Carter
9 Selena Cole
10 Maria Cartier
11 Korey Garseau
12 Madison Goldbeck
13 Eric Polzin
14 Brian Kasprzyk

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1 TRANSCRIPT OF PROCEEDINGS

2 TIMOTHY HOELTER: Call our meeting of
3 the Board of Harbor Commissioners to order.

4 We have a busy agenda in the fact that
5 we have a total of eight action items. The most
6 important one of course is the first one, which is
7 approval of the minutes.

8 KATHLEEN SMITH: Oh, that's the most
9 important one.

10 TIMOTHY HOELTER: We have Commissioner
11 Diel as excused, and I'm expecting Craig to come
12 in just about any time, but we do have a quorum.

13 So, the first item of business approval
14 of our August 7th meeting minutes.

15 KATHLEEN SMITH: I'll make the motion
16 that we accept the minutes.

17 CLAUDE KRAWCZYK: I'll second.

18 TIMOTHY HOELTER: No discussion. All in
19 favor.

20 ALL MEMBERS: Aye.

21 TIMOTHY HOELTER: Minutes approved.

22 The next item is to approve the Foreign
23 Trade Zone No. 41, Korey.

24 MR. GARCEAU: Good morning. Korey
25 Garceau, for the record.

1 KATHLEEN SMITH: I like that, never knew
2 your last name, Garceau, wow, that's fancy.

3 KOREY GARCEAU: So, this morning I bring
4 before you some proposed updates to our Foreign
5 Trade Zone 41 schedule. And the zoning schedule
6 is really like a port tariff, but specifically for
7 the Foreign Trade Zone.

8 An overview of what this is, since it's
9 been a little while is, the schedule defines the
10 general rules, regulations, and rates for each
11 specific zone. So, we here at Foreign Trade Zone
12 41 have our own, as do every other zone in the
13 country.

14 This schedule is posted publicly on the
15 Federal Foreign Trade Zone website, and it is
16 subject to review by the Foreign Trade Zone Board
17 in Washington DC.

18 We've conducted a thorough review to
19 determine the current expenses related to the
20 Foreign Trade Zone, and I note that because any
21 revenue that we bring in from the Foreign Trade
22 Zone Program operations must be returned back into
23 the Foreign Trade Zone. So, it is not a
24 profit-making program for the port. We must
25 balance out that account at the end of each year.

1 So, the proposed updates I bring
2 today --

3 CLAUDE KRAWCZYK: Do we ever have a
4 surplus?

5 KOREY GARCEAU: That surplus would need
6 to be put back into things like marketing efforts,
7 advocacy efforts related directly to the Foreign
8 Trade Zone Program.

9 JACKIE CARTER: We don't typically have
10 a surplus though. We use part of it to cover our
11 salaries for the trade development specialists and
12 then the marketing. Also some conference costs,
13 there's an annual conference, and things like
14 that. So, those kinds of things.

15 KOREY GARCEAU: So, the updates I bring
16 before you this morning are -- the first is just
17 general updates to administration contact
18 information and to board members, bringing that up
19 to dated.

20 The next is we've added the group
21 holiday of Juneteenth on the schedule.

22 And then finally is the zone fees. So,
23 we're looking to bring this up just a little bit.
24 So, we charge on a per-employee basis, as you
25 know. So, if a company has 1-to-300 employees,

1 currently they're being charged \$4,000 annually;
2 301 or more employees, they're being charged
3 \$6,600 annually. And we're looking to raise those
4 rates to \$4,900 and \$7,500 respectively.

5 CLAUDE KRAWCZYK: Is that something
6 recommended on the federal level or something --

7 KOREY GARCEAU: We've determined those
8 numbers when we're accurately bringing us to the
9 expenses that we incur for a new trade partner.

10 KATHLEEN SMITH: Sounds reasonable.

11 CLAUDE KRAWCZYK: Why not round it up to
12 5,000?

13 KOREY GARCEAU: Well, I think our
14 strategy a little a bit was it's about a 13
15 percent increase. Granted, we haven't updated
16 this in a few years, but we don't want to go too
17 heavy at first, because we also have to remember
18 if we bring more operators online, we may need to
19 reevaluate because, you know, we have to balance
20 that out. We don't want to shoot too high and then
21 have to, you know, adjust again.

22 JACKIE CARTER: You'll remember this is
23 the program that we're marketing more this year
24 because of the tariff situation, right. So, we
25 have seen more activity already.

1 KATHLEEN SMITH: Good.

2 TIMOTHY KRAWCZYK: Korey, as you
3 mentioned at the outset, we don't make money on
4 the Foreign Trade Zone --

5 KOREY GARCEAU: Correct.

6 TIMOTHY HOELTER: -- but that's not the
7 purpose. I mean, explain please what it does for
8 economic development for the region.

9 KOREY GARCEAU: Sure.

10 TIMOTHY HOELTER: I mean, that's the
11 knockdown effect, which is critical.

12 KOREY GARCEAU: So, the program itself
13 was established in 1934 by an act of congress.
14 And at that time and still today, the program as a
15 goal in general is to stimulate and promote U.S.
16 based jobs both in the manufacturing and in
17 distribution sectors. So, the program allows for,
18 if you will, a cheaper manufacturing here in the
19 U.S., whereas, those jobs could have been sent
20 overseas for cheaper production. So, it's meant
21 to keep the costs more competitive here in the
22 U.S. so that it compares and keeps operations
23 based in the U.S.

24 CLAUDE KRAWCZYK: So, by lowering the
25 tariffs that would otherwise be that's not in

1 foreign trade.

2 KOREY GARCEAU: Correct.

3 CLAUDE KRAWCZYK: And how many members
4 do you have?

5 KOREY GARCEAU: We have seven operators.

6 TIMOTHY HOELTER: Good. Any further
7 questions?

8 KATHLEEN SMITH: Do we need motions on
9 anything?

10 TIMOTHY HOELTER: We will need a motion
11 on an action item, yes.

12 KOREY GARCEAU: That's all I have.

13 TIMOTHY HOELTER: Okay. So, we're
14 approving the update to Foreign Trade Zone 41 zone
15 schedule. Can I have a motion?

16 KATHLEEN SMITH: I'll make that motion
17 that we accept.

18 TIMOTHY HOELTER: Thank you.

19 Can we have a second?

20 SALLY PELTZ: Second.

21 TIMOTHY HOELTER: Any discussion?

22 All in favor.

23 ALL MEMBERS: Aye.

24 TIMOTHY HOELTER: Thank you, Korey.

25 We have a bunch of lease agreements.

1 JACKIE CARTER: Yeah, so we were trying
2 to get these wrapped up so they didn't fall.

3 Now, some of them you'll see have
4 expired. So, this one in particular expired
5 earlier this year. We've been talking with them
6 and finally we came to terms. So, up to this
7 point, they had just been continuing on a
8 month-to-month with the current rate.

9 So, this is Compass Minerals. They are
10 long-term port tenant. The last lease term was 20
11 -- well, the lease was 2005 to 2025, so this is
12 actually a lease renewal, meaning it's not an
13 extension of the current agreement. It is a new
14 agreement all together. Because the last one has
15 completely expired, there were no further
16 extensions on it.

17 So, the new -- the current lease was
18 2005 to 2025, the proposed lease is '25 for 2045,
19 and the annual amount goes up by just about 30,000
20 for an annual basis. The escalation -- so that
21 means when we review for an increase in rent, it
22 would be every fifth year, and it would be based
23 on PPI, which is the Producer Price Index. And
24 their dockage/wharfage and any other fees would be
25 based on the tariff, which we know would be

1 subject to annual review.

2 This tenant or partner, as I like to
3 call them, has been collaborative -- and I see I
4 left the date off, but they took over -- you might
5 remember there was North American Salt, this was
6 the operator that took over that -- that lease.
7 So, they -- the commodities they move are salt and
8 other bulk products. They lease office space,
9 salt storage pads, and the operation of a public
10 scale. So, that is what's before you.

11 And I apologize, last night, I did send
12 you all the long forms of the leases, but I got
13 those to you a little late, so you'll have those
14 in your email. They're not in the binder here.

15 CLAUDE KRAWCZYK: Is this lease terms,
16 and all of other terms been reviewed by Alex,
17 they're all the same terms?

18 JACKIE CARTER: Yes, in every case.

19 CLAUDE KRAWCZYK: So, we're just
20 increasing the rent then. Is it a 20-year term or
21 is it 5-year renewal?

22 JACKIE CARTER: It's 5 with 5-year
23 renewal.

24 CLAUDE KRAWCZYK: Okay.

25 TIMOTHY HOELTER: Is this the tenant

1 that is sometimes is slow to pay?

2 JACKIE CARTER: No, that one's common
3 up.

4 KATHLEEN SMITH: Yeah, that's somebody
5 -- that's somebody else.

6 CLAUDE KRAWCZYK: Is the lease the exact
7 same area?

8 JACKIE CARTER: Yes. No, change.

9 CLAUDE KRAWCZYK: Very good.

10 TIMOTHY HOELTER: Any further
11 discussion? Motion?

12 CLAUDE KRAWCZYK: I'll motion to
13 approve.

14 KATHLEEN SMITH: I'll second that.

15 TIMOTHY HOELTER: No discussion. All in
16 favor.

17 ALL MEMBERS: Aye.

18 TIMOTHY HOELTER: Approved. Thank you.

19 JACKIE CARTER: All right. Next lease,
20 South Harbor, LLC. So, this is an extension,
21 meaning they have a current agreement with an
22 extension. So, this term would be 2026 to 2030.
23 There is about a \$10,000 increase to their rent.
24 The PPI was every fifth year, we're moving it to
25 annually, so they'll have an annual escalation.

1 They're dockage and wharfage and other fees
2 throughput would be -- according to the tariff,
3 the change with the throughput was that we had it
4 in their lease where as they earned -- as they
5 brought in a certain amount of commodities, the
6 rate would reduce. So, I can't remember exactly
7 what the amounts were, but they would get to a
8 certain point where it would -- what we charge for
9 each metric ton would decrease. So, that was a
10 rescinding rate, and now it would be based on the
11 tariff solely.

12 This partner moves liquid bulk storage.
13 There is -- there also is an amendment in this
14 lease to include a new recycling business
15 component. They -- the new agreement will include
16 annual tonnage minimums.

17 And the -- so, this is the one that you
18 were referencing, President Hoelter, they are on a
19 payment plan to address their current delinquent
20 invoices and will continue on that plan.

21 SALLY PELTZ: What are those?

22 KATHLEEN SMITH: Yeah, how much?

23 JACKIE CARTER: They're in the finance
24 report, so you will see those there.

25 CLAUDE KRAWCZYK: It's mostly from this

1 year, it looks like.

2 JACKIE CARTER: Yeah.

3 SALLY PELTZ: And why?

4 JACKIE CARTER: Why what?

5 SALLY PELTZ: Why so delinquent?

6 JACKIE CARTER: So, they -- there's been
7 some -- this business hasn't had as much product
8 moving through the port. And so, because they
9 don't move product, they're not making as much
10 money. And so, they're not -- that's been an
11 issue to pay, right. So, part of the renewal of
12 the lease is giving them the opportunity, they
13 sought another business opportunity. And you will
14 have the executive summary for that business, it
15 was also e-mailed.

16 So, the reason that we're looking at the
17 annual tonnage minimums is, with this new
18 business, there is an expectation that the port
19 will collect a certain dollar amount based on
20 activity.

21 So, if they meet those minimums, then
22 there is nothing extra to pay. If they don't meet
23 the minimums, then at the end of the year, they'll
24 have to make the port whole based on whatever that
25 minimum amount is. And it escalates.

1 So, until they get to -- I think through
2 -- is it 2029, do you remember, Maria? So, there
3 is an escalation for '26, '27. And then 29 is
4 when they get their gap.

5 SALLY PELTZ: So, what is actually the
6 delinquent amount?

7 JACKIE CARTER: There's multiple
8 invoices, but it's in the finance report. So, we
9 can discuss that when we get there.

10 Do you want to pull it up now?

11 SALLY PELTZ: Just sort of a
12 guesstimate.

13 JACKIE CARTER: I don't have a total
14 amount.

15 KATHLEEN SMITH: We don't -- the finance
16 report is coming up.

17 CLAUDE KRAWCZYK: Is this a five-year
18 term or a one-year again?

19 JACKIE CARTER: Yes, it's a five-year
20 term.

21 CLAUDE KRAWCZYK: Should we put them on
22 a shorter lease, a one-year?

23 JACKIE CARTER: Well, the reason we
24 didn't is because their -- this new business
25 opportunity is contingent on them having a lease

1 in place. And so, that would have been -- that
2 wouldn't have been a good signal, and it would
3 have put their business opportunity at risk.

4 SALLY PELTZ: So, my only concern would
5 be that you've got them at 10,000 more a year
6 annually.

7 JACKIE CARTER: And this -- this will go
8 in effect January 1.

9 SALLY PELTZ: Was there any way for them
10 to cleanup the delinquency before the end of the
11 year?

12 JACKIE CARTER: Yeah, so we have them on
13 a payment plan.

14 They've been -- they started that plan
15 when, Selena?

16 SELENA COLE: Beginning of the year.

17 JACKIE CARTER: The beginning of this
18 year. So, they've been on that plan and been
19 paying according to the agreement.

20 CLAUDE KRAWCZYK: So, they're on target
21 with the agreement. So, how much are they
22 chipping away? Right now it looks like \$6,500 a
23 month, is that right?

24 SELENA COLE: That is the current rent,
25 and they pay 10,000 a month to chip away at it.

1 CLAUDE KRAWCZYK: So, they're paying the
2 6,500 --

3 JACKIE CARTER: Plus another --

4 CLAUDE KRAWCZYK: -- so they're paying
5 10,000 total.

6 KATHLEEN SMITH: Total right. They owe
7 about \$30,000 roughly.

8 CLAUDE KRAWCZYK: And the new business
9 is recycling of vats, oils, and grease?

10 JACKIE CARTER: Oil, yes.

11 CLAUDE KRAWCZYK: Same area again, no
12 addition spaces?

13 JACKIE CARTER: Right. Right.

14 CLAUDE KRAWCZYK: We already have MMSD
15 here, is there an issue with smells and --

16 JACKIE CARTER: I don't know about that.
17 Do you want to talk about --

18 CLAUDE KRAWCZYK: Open up a grease trap,
19 they stink.

20 KATHLEEN SMITH: I think we're getting
21 off topic.

22 JACKIE CARTER: Do you want to talk
23 about the business opportunity?

24 HARRY SWALL: Sure. Hello, Harry Swall
25 (sounds like). I've been before this committee

1 board many years ago, some of the faces are
2 familiar.

3 My company is Swall Consulting, I've
4 been engaged by South Harbor, LLC, to help them
5 with this development. And I have been working
6 with them particularly on this grease trap
7 opportunity.

8 And the business that they're
9 contemplating is essentially a processing step of
10 the grease trap waste prior to water going into
11 MMSD.

12 So, the whole purpose of grease traps is
13 to prevent the oils, fats, and greases that get
14 into the treatment system. And, oftentimes, these
15 fats and greases end up in landfills or they have
16 been taken by certain waste water treatment plants
17 to process and digesters, et cetera.

18 And what's happened is, those
19 opportunities for disposal of fats, oils, and
20 greases have narrowed over the last couple of
21 years. So, for example, the Potawatomi Casino has
22 a digester on site that operated up until COVID.
23 And since then, the collectors for the grease
24 trap, waste collectors in the Milwaukee area have
25 been forced to go to Madison or Green Bay, drive

1 significant lengths to get rid of this product.

2 In recent years --

3 CLAUDE KRAWCZYK: Why did it shut down,
4 not profitable?

5 HARRY SWALL: I -- I don't know for
6 sure. I know they had problems operating that
7 digester. So, I don't know if that was stock
8 related or operations related, but I think it
9 became more of a hassle for them than what is was
10 worth. So, beyond that, I don't know any specific
11 reason.

12 In recent years, the fats, oils, and
13 greases have become accepted as a renewable fuel
14 in biodegradable feed stock. So, there's
15 essentially been a new market opening for those
16 waste products.

17 So, our intent is to receive this waste,
18 recover as much of those fats, oils, and greases
19 as possible, and then sell those fats into the
20 market as a feed stock for diesel fuel or
21 bio-diesel.

22 There will be some products that will
23 still have to be disposed of either at a landfill
24 or at another facility. And then of course the
25 bulk of the material will be water, which will be

1 sent to MMSD after a -- depending on how we
2 approach it, there's going to be some treatment
3 processes involved and that will be sent to MMSD.

4 But we've been in contact with the DNR,
5 we've been in contact with MMSD. We've been in
6 contact with Capital Partners.

7 So, you know, really as Jackie
8 mentioned, where we are is we're ready to deploy
9 between 1 and \$2 million of capital to build this
10 facility. But one of the concerns was, you know,
11 you guys have three months remaining on the lease,
12 you know, can we have some certainty that the
13 investments dollars will have a chance he recover.

14 CLAUDE KRAWCZYK: Is this a new building
15 or new equipment inside the existing building?

16 HARRY SWALL: We're still -- well, I'll
17 put this way: The existing buildings are not
18 large enough to handle this process. We're
19 considering some temporary tanks, landfill tanks,
20 to start initially. And then we've not decided
21 yet on whether or not we will expand the existing
22 building or put up a new building. But we've --
23 the experts we've dealt with have said that we can
24 start the business with temporary tanks, and then
25 as the business grows, transition to a permanent

1 facility.

2 CLAUDE KRAWCZYK: What about the smell?

3 HARRY SWALL: Yeah, these tanks are all
4 self-contained. And, you know, we've been told by
5 the contractors that we're dealing with that will
6 supply the processing equipment that there's odor
7 mitigation in there. So, we have visited several
8 facilities, you know, and we haven't had odor
9 issues.

10 CLAUDE KRAWCZYK: I'm wondering if
11 that's why Potawatomi shut it down.

12 HARRY SWALL: Yeah, that could be. I
13 mean, they took a lot of different kinds of waste,
14 grease trap was one of them. But, you know, so,
15 yeah, odor -- odor is something that we're going
16 to have to keep -- pay attention to for sure. The
17 facilities we visited have not had odor issues.

18 CLAUDE KRAWCZYK: What about other
19 tenants around that spot, this won't create issues
20 for them?

21 JACKIE CARTER: I don't think so, I
22 mean --

23 TIMOTHY HOELTER: It's self-contained.

24 JACKIE CARTER: Yeah, and you said --
25 tell me what the footprint is, Brian, who is next

1 to --

2 BRIAN KASPRZYK: Milwaukee Bulk.

3 JACKIE CARTER: So, there's an office
4 building with one of the bulk stevedore operators.
5 And so, they're on -- if you're familiar with the
6 island at all, they're on the eastern side but on
7 the west side of Lincoln Memorial, so.

8 CLAUDE KRAWCZYK: The white tanks,
9 right?

10 JACKIE CARTER: That's US Energy.

11 CLAUDE KRAWCZYK: -- the black -- okay.

12 JACKIE CARTER: But whatever equipment
13 they have, it will be in the same footprint as the
14 current agreement.

15 SALLY PELTZ: So, do you have contracts,
16 is that -- do you have a contract in terms of the
17 new operator?

18 HARRY SWALL: We haven't signed any
19 contracts yet because we're uncertain --

20 JACKIE CARTER: Contingent --

21 HARRY SWALL: -- contingent on the
22 lease. So, we have --

23 SALLY PELTZ: Contingent on the
24 extension of the lease.

25 HARRY SWALL: The lease extension, yes.

1 SALLY PELTZ: So, that contract, signed
2 contract, if we agree to that, I suspect today,
3 they will then come before this board?

4 JACKIE CARTER: No, that's a private
5 business. So, we only -- the only transaction we
6 have is the lease agreement.

7 Now, they do -- the port does, under the
8 authority of the port director, have the ability
9 to review any of those contracts, but there is no
10 action for this commission to take.

11 SALLY PELTZ: But I'm saying that the
12 whole basis of the extension and the increase and
13 the delinquency is all based on this new business,
14 right?

15 JACKIE CARTER: Well, the delinquency is
16 not. The delinquency is the previous operation
17 that the tonnage has decreased significantly. And
18 that was happening even when I first came to the
19 port back in 2017.

20 SALLY PELTZ: But I'm saying it's a new
21 piece of business --

22 JACKIE CARTER: It's a new piece of
23 business, a new opportunity, right.

24 SALLY PELTZ: -- extends the viability
25 of this company.

1 JACKIE CARTER: Yes.

2 SALLY PELTZ: And so, what I'm saying to
3 you is that without a signed contract, again I
4 understand an NDA kind of thing, I mean, if
5 somebody will be reviewing a signed contract, it's
6 all based on this new business that could get off
7 the ground and increase revenues over there,
8 right?

9 CLAUDE KRAWCZYK: Well, if this new
10 business doesn't pan out, do you still want the
11 five-year lease, right? Can you survive with the
12 existing business five years if this business
13 doesn't come to fruition?

14 HARRY SWALL: Well, I mean, I'm not part
15 of the terminal ownership, my understanding is
16 that the existing business right now is
17 insufficient to continue the maintenance of the
18 port, you know, leases. So, you know, my
19 understanding coming in is that the ownership
20 essentially is at a crossroads. As it is, you
21 know, this not a profitable business. We need to
22 bring in new business or terminate the lease.

23 So, you know, we are at a high-degree of
24 confidence, as I mentioned, really the only
25 sticking point right now is making sure that there

1 is a term on the lease to, you know, with a high
2 degree of confidence this business can start as
3 soon as possible pending the lease extension.

4 CLAUDE KRAWCZYK: I assume no one else
5 is knocking down the door.

6 JACKIE CARTER: That's exactly where I
7 was about to go.

8 CLAUDE KRAWCZYK: So, either their lease
9 expires this year and we have a vacant parcel or
10 we --

11 JACKIE CARTER: With tanks and things
12 that we would have to remove because clearly
13 there's already a payment plan. So, the risk of
14 -- this is less of a risk, in my mind.

15 CLAUDE KRAWCZYK: I think it's worth the
16 -- the leap of faith.

17 KATHLEEN SMITH: Right.

18 CLAUDE KRAWCZYK: Because -- unless
19 someone else really wanted this property, what
20 else are we going to do?

21 SALLY PELTZ: Can I ask though that we
22 get reports at least at some interval, first 12
23 months? I mean, this sounds like it's is a do or
24 die.

25 JACKIE CARTER: Well, you'll get -- so

1 we do get -- so, every partner, every tenant is
2 required to report their monthly tonnage to us,
3 and so you do see that in aggregate, but not in
4 detail. So, we can talk about what that looks,
5 like because we kind of have to be careful because
6 we're dealing with private businesses. And so, we
7 don't want too much of the specifics of their
8 information in our records because we're subject
9 to open records law, right.

10 CLAUDE KRAWCZYK: And we'll know if
11 they're delinquent on their lease.

12 JACKIE CARTER: Right. So, there will
13 be signs, basically.

14 SALLY PELTZ: Okay. How soon will you
15 be starting your project after the lease is
16 signed?

17 HARRY SWALL: Yeah, so we're hoping --
18 the answer is as soon as possible. Right now from
19 a permitting standpoint, we have at least between
20 30 or 60 days, providing things go to operation,
21 we're hoping -- we're hoping to start next year.

22 CLAUD KRAWCZYK: How many employees will
23 you add?

24 HARRY SWALL: So, there is one full-time
25 employee on the site right now, and initially the

1 goal would be to stick with that person. So, the
2 early stage, phase one, as we call it, will be
3 more manual. There will be need some assistance
4 for that probably for that one full-time employee.
5 And then once we get to a more automated process,
6 it's undetermined, but I would imagine it's
7 probably going to be one or two additional
8 employees over time.

9 SALLY PELTZ: And in terms of initial
10 startup money that needs go into this, what do you
11 anticipate?

12 HARRY SWALL: So, there is a couple
13 different options that we're looking at. It's in
14 to range of 1.5 to 2 million is what we're
15 currently budgeting.

16 SALLY PELTZ: And that's -- how?

17 HARRY SWALL: It's a combination of new
18 equipment, building -- essentially a new building
19 or building expansion, as well as some maintenance
20 or improvements to the exist assets.

21 SALLY PELTZ: Is that getting paid by
22 the current tenant, South Harbor?

23 HARRY SWALL: So, we have Capital
24 Partners, we are working with them to be a partner
25 in the new business, they'd be bringing capital.

1 SALLY PELTZ: I see.

2 TIMOTHY HOELTER: My assumption, of
3 course, is that you've pretty well negotiated what
4 your contract is going to be subject to our
5 approval of the lease extension. I mean, it's not
6 like you're starting at square one, of course.

7 HARRY SWALL: Right. We've done
8 significant due diligence. So, we've had
9 extensive negotiations with Capital Partners.
10 We've obviously met with the DNR and MMSD on the
11 permit side. We've had extensive conversations
12 with the customer base, so the people that would
13 be bringing the product in, to discuss their needs
14 for a facility like this, as well as, you know,
15 price ranges.

16 So, yeah, we feel very confident that
17 once this starts, we're going to have a running
18 start on operations.

19 TIMOTHY HOELTER: Yeah, I'm not at all
20 surprised on that range of the need for extension,
21 and it's an exciting new business opportunity
22 here. I mean, we've already had it with our
23 facility, you know, DeLong, a whole new market
24 that's grown. So, personally, I think it's pretty
25 good. And, you know, we wish you a lot of success

1 pending, on our commissioners vote right now.

2 CLAUDE KRAWCZYK: I'll motion to
3 approve.

4 KATHLEEN SMITH: I'll second.

5 TIMOTHY HOELTER: Any further
6 discussion? All in favor.

7 ALL MEMBERS: Aye.

8 TIMOTHY HOELTER: Good luck.

9 HARRY SWALL: Thank you very much.
10 We'll keep you posted.

11 TIMOTHY HOELTER: Yeah. Please. Thank
12 you.

13 JACKIE CARTER: All right. So, the
14 final -- I will take E and F together because they
15 are the same company. So, Cargill -- Cargill
16 Incorporated currently operates under one
17 agreement, which is 4.866 acres. They are asking
18 that those two -- that the agreement be split.

19 So, initially when we had our agreement
20 with this company, they had two different parcels.
21 They added them together, and now they're asking
22 them to be split again because they have had some
23 restructuring within their company. And so, the
24 way their operations look like, the new split
25 between Cargill salt and Cargill deicing, is more

1 in line with what their new structure looks like.

2 So, the proposed extension, so right now
3 they are in the -- this ends at the end of this
4 year, December 31st, so this will starting 2026
5 through 2030, should be the extension years.

6 And then the annual amount is
7 essentially a split, because the acreage does not
8 change, but the annual amount between the two
9 would go from 105,176 to 120,952. So, there is a
10 bit of an increase, about \$15,000. They will
11 continue with the annual -- or the bi-annual PPI,
12 Producer Price Index increases. The
13 dockage/wharfage is based on the tariff. And then
14 they also have resending throughput rate. We are
15 now asking them to go through -- those rates will
16 be based on the tariff, which is subject to annual
17 review.

18 The product that they move, dry bulk,
19 salt, and packaging operations. Again, returning
20 to a split acreage for two separate operations.
21 No change in the total acreage. And the salt
22 operations includes rail track usage.

23 Any questions on that one?

24 TIMOTHY HOELTER: Apparently not. Thank
25 you.

1 So, we have two agreements to approve,
2 both the salt lease and then the de-icing
3 agreement. We'll do them together.

4 KATHLEEN SMITH: Okay. I'll make a
5 motion to approve both.

6 CRAIG MASTANTUONO: I'll second.

7 TIMOTHY HOELTER: Any discussion? No.
8 All in favor.

9 ALL MEMBERS: Aye.

10 JACKIE CARTER: And so, these will also
11 now be subject to common council approval as well.

12 TIMOTHY HOELTER: All right.

13 CLAUDE KRAWCZYK: And again, Alex has
14 gone through all these.

15 JACKIE CARTER: Yep.

16 SALLY PELTZ: Jackie, let me ask you,
17 this goes to common council this goes with
18 recommendation, right?

19 JACKIE CARTER: Yes.

20 SALLY PELTZ: And then they have final
21 approval.

22 JACKIE CARTER: They have final
23 approval, but we do let them know the harbor
24 commission has already reviewed and approved. I
25 don't -- I've never seen an instance where they

1 disagreed with what the harbor commission
2 recommended.

3 SALLY PELTZ: Very good.

4 TIMOTHY HOELTER: Brian. Good morning.

5 BRIAN KASPRZYK: Good morning.

6 Brian Kasprzyk, for the record.

7 So, starting off here, we have two
8 easements before the board today. The first one
9 is an easement with Milwaukee Metropolitan Sewage
10 District. And I have been updating you on this
11 project over the last couple years, it wrapped up
12 last year, whereas there is relocated very large
13 combined sewer overflow.

14 So, on the bottom left, you can see the
15 original location where the blue arrow is pointing
16 area, and it was moved north about 1,500 feet to
17 get out of the footprint of DMMF basically.

18 So, that -- the easement area shown on
19 the right here, I believe you guys have the full
20 documents in your binders, and it's a small area
21 about 45, 50-foot wide for access on maintenance.

22 And then if you move to the public
23 right-of-way extending underneath the Hone Bridge,
24 so it's a small portion that's outside of the
25 public right-of-way.

1 CLAUDE KRAWCZYK: Is there work going on
2 right now?

3 BRIAN KASPRZYK: No, we'll get to that
4 later.

5 KATHLEEN SMITH: Part two.

6 BRIAN KASPRZYK: So, yeah, this is all
7 complete, and this is one of the final pieces here
8 is the easement in place to register with the
9 county.

10 CLAUDE KRAWCZYK: Once again, you've
11 been --

12 KATHLEEN SMITH: He's on it.

13 CLAUDE KRAWCZYK: Move approval.

14 KATHLEEN SMITH: I'll second it.

15 TIMOTHY HOELTER: Further discussion?

16 CRAIG MASTANTUONO: It doesn't change
17 anything?

18 BRIAN KASPRZYK: No, just the location.

19 CRAIG MASTANTUONO: Just the location of
20 where the stuff is going to overflow, which is
21 very rarely.

22 BRIAN KASPRZYK: Yes.

23 TIMOTHY HOELTER: I will have to say,
24 relative to the fact they had to move it because
25 of their containment facility, you did a very nice

1 job on the tour that was organized by or in
2 cooperation with the harbor district.

3 BRIAN KASPRZYK: That was -- and I'll
4 chat about that a little bit later, too, but that
5 --

6 TIMOTHY HOELTER: All right. So,
7 motion.

8 KATHLEEN SMITH: I'll make a motion --
9 we already did that.

10 TIMOTHY HOELTER: Okay. All in favor.

11 ALL MEMBERS: Aye.

12 TIMOTHY HOELTER: Thank you, Brian.
13 Next.

14 BRIAN KASPRZYK: One more easement here,
15 this one is with We Energies. And this is over
16 near the DeLong facility. Again, I have arrows on
17 the picture showing where the transformer was
18 formerly located and where the new location is in
19 green. And that -- it's a shore power that we
20 have for vessels typically for winter they would
21 use that shore power there. And so, we relocated
22 that service line due to the construction with the
23 new grain silos you may have seen out there.

24 So, this again is just electric
25 relocation about 550 feet south of the original

1 location.

2 CRAIG MASTANTUONO: Same question:

3 Anything changing about it?

4 BRIAN KASPRZYK: No, nothing changed,
5 just moved south to get out of the way.

6 (Overspeak.)

7 BRIAN KASPRZYK: No, we wanted to add
8 identification language for when they're on site
9 or when they're doing maintenance, and they agreed
10 to it.

11 TIMOTHY HOELTER: Any further
12 discussion? Entertain a motion.

13 CRAIG MASTANTUONO: So move.

14 KATHLEEN SMITH: I'll make motion.

15 SALLY PELTZ: Second.

16 TIMOTHY HOELTER: All in favor.

17 ALL MEMBERS: Aye.

18 TIMOTHY HOELTER: Thank you, Brian.

19 BRIAN KASPRZYK: Thank you.

20 TIMOTHY HOELTER: Good morning, Selena.

21 SELENA COLE: Good morning.

22 The report before you reflects the pay
23 period 20 or approximately 77 percent of the year.
24 Both revenues and expenses are on track at this
25 point. Salaries continue to reflect our current

1 vacancies. There is no degree of concern there.

2 Overall, the expenditures are slightly
3 below budget but are expected to increase as we
4 move into the fourth quarter. Collection efforts
5 continue to show steady progress with delinquent
6 accounts continuing to decline, which is now at
7 9.6 percent from 17.7 last period.

8 There are no major concerns with the
9 current budget or spending levels. So, we
10 continue to monitor revenue timing, it's what
11 we'll see on the next one.

12 Revenues are outlined here. Overall,
13 they're slightly lower than this time last year,
14 but this is due to billing timing with some
15 fluctuations across individual categories that
16 higher than others.

17 The expenditure side, spending is
18 generally in line with expectations. Continue to
19 review the accounts, but no issues have been
20 identified.

21 And then we go to our favorite page
22 here, which is the current receivables. There
23 some that are, you know, standout more than
24 others, but that's because we're chipping away, so
25 some are starting to standout more.

1 CLAUDE KRAWCZYK: So, there's only three
2 in this decade, that's great.

3 SELENA COLE: Any questions?

4 TIMOTHY HOELTER: Questions?

5 CLAUDE KRAWCZYK: No, moving in the
6 right direction.

7 SALLY PELTZ: And I'm going to mention
8 that the year totals for September rather than the
9 last quarter.

10 SELENA COLE: Right.

11 SALLY PELTZ: So, your receivables -- or
12 your delinquent accounts are going to be more, but
13 obviously somewhat percentage-wise less.

14 SELENA COLE: Right.

15 SALLY PELTZ: Because of the total. So
16 it's, just commentary. And I'm getting a sense
17 that this is little bit like business as usual.

18 JACKIE CARTER: Yeah, this industry is
19 not as --

20 SALLY PELTZ: It's decreasing, but it's
21 a longstanding issue that's slowly correcting
22 itself.

23 JACKIE CARTER: Well, we did a lot of
24 work. Because I will say when I first got here,
25 it was much worse. We had things going back many,

1 many years. And so, a lot of work has been done
2 to clean up. Selena's done even more of that.
3 So, it's definitely gotten better, but I also
4 think that one of the things the city is in the
5 middle of is creating an enterprise system where
6 we'll be able to bill electronically. I think
7 that's also going to help.

8 SALLY PELTZ: We're still on paper?

9 JACKIE CARTER: We are on paper still,
10 yes, paper invoices.

11 KATHLEEN SMITH: We're a little behind
12 here.

13 JACKIE CARTER: So, I think there's a
14 couple things that are working. For one, I mean,
15 Selena's done an excellent job of going after some
16 of these things. So, the comment about only three
17 invoices that are not in this decade received and
18 -- that's a real thing though, like we had a lot
19 of them before.

20 CLAUDE KRAWCZYK: At lot before.

21 JACKIE CARTER: Yeah, so she's cut down
22 on a lot, but I think the e-invoicing is going to
23 help as well.

24 KATHLEEN SMITH: Oh, absolutely.

25 CLAUDE KRAWCZYK: Two of the biggest

1 ones are the Navy and the Coast Guard.

2 KATHLEEN SMITH: Yeah, what's with the
3 Navy?

4 SELENA COLE: The Navy, actually that's
5 not a timing issue that is --

6 JACKIE CARTER: Government issue.

7 SELENA COLE: Yeah.

8 KATHLEEN SMITH: Oh, well, that explains
9 a lot.

10 SELENA COLE: It's the same with the
11 Coast Guard.

12 CLAUDE KRAWCZYK: Do they both agree
13 it's owed?

14 JACKIE CARTER: Yes, they -- there's
15 some kind of mechanics that happens for federal
16 financials where even if they have the contract
17 there's some kind of lever that has to be pulled,
18 and I don't quite understand it, but we usually
19 get that notice and then they clean it up. So,
20 that just hasn't happened yet.

21 But I will say they have -- we have
22 received from the Navy the -- they have to
23 annually submit that they're going to renew, and
24 they have done that, so we'll get those funds.

25 CLAUDE KRAWCZYK: And most of these used

1 to appear all over the place, now that Selena --

2 SELENA COLE: -- now, but we have
3 cleaned them up.

4 TIMOTHY HOELTER: Keep flogging.

5 SELENA COLE: They love to see my
6 e-mails come.

7 CLAUDE KRAWCZYK: Are there any
8 agreements in place for South Harbor to catch up?

9 SELENA COLE: No.

10 JACKIE CARTER: That one -- that one we
11 put in place contingent because we knew this was
12 coming, and so we needed to have a plan for that.

13 CLAUDE KRAWCZYK: Should we have one
14 with Interlake and this --

15 JACKIE CARTER: Interlake -- so,
16 Interlake is not -- they're a vessel operator, and
17 so we don't have the same kind of leverage with
18 them.

19 SELENA COLE: Interlake is on there
20 though.

21 (Overspeak.)

22 SALLY PELTZ: -- that small amount to
23 the collection agency -- I mean, I couldn't
24 remember a couple of others, it was a number of
25 years ago.

1 JACKIE CARTER: Yeah, so we'll get that.

2 SALLY PELTZ: It's a dead issue.

3 CLAUDE KRAWCZYK: Just a small, fairly
4 recent, since July, what are those?

5 SELENA COLE: We shouldn't see those
6 next time either.

7 CLAUDE KRAWCZYK: Thank you.

8 TIMOTHY HOELTER: Thank you, Selena.

9 ERIC POLZIN: Good morning. Eric
10 Polzin.

11 Dive in with our vessel update from the
12 same period last year, salt, steel, cement, and
13 grain show a little uptick. So, hopefully look
14 for a tonnage report later in the year.

15 As I mentioned last -- back in August,
16 we were currently in the process of reviewing our
17 freight facility and security plan with the Coast
18 Guard. I think it's a whirlwind turnaround, we
19 did it in four weeks total. We received the
20 approval letter on August 18th. And this time it
21 was really nice, there was actually not a lot of
22 back and forth between us so, hashed out.

23 I want to thank Korey and John for
24 helping me proofread everything before sending it
25 in.

1 On October 8th, we had our last cruise
2 ship of the season, the Hanseatic Inspiration.

3 We saw 13,904 of baggage pass through
4 our x-ray trailer this year, down a little bit
5 from last year, obviously, because we did have
6 less vessels.

7 We billed out 658.5 hours of labor for
8 the guys on my team. Again, that's down due to
9 less ships.

10 September 28th we had the Joey D over at
11 Harbor Fest. While I don't have totals for how
12 many people went through the festival, my team
13 estimated that better than 300 people came by the
14 Joey D and took a look around.

15 And then I kind of wanted to touch base
16 on the August 9th storm, I think everybody here
17 can --

18 KATHLEEN SMITH: That was crazy.

19 ERIC POLZIN: Yeah, it was a pretty
20 significant weather event. We've still been in
21 the process of helping with debris, removing logs.
22 We've logged 94 vessel hours, which roughly
23 equates to 400 labor hours.

24 KATHLEEN SMITH: Wow, that's crazy. It
25 was a crazy storm.

1 CLAUDE KRAWCZYK: There's spots in the
2 river with log jams.

3 ERIC POLZIN: We've been working at them
4 and partnering with the river skimmer and trying
5 to get things cleaned up as fast as possible. You
6 know, some of the places that the logs are at,
7 they're not easy to get at, right, they're under
8 the bridge, pushed up on the poles.

9 There were also a total of nine sunken
10 vessels from that in the different rivers, three
11 in the Kinnikinnick, and the rest being in
12 Milwaukee.

13 TIMOTHY HOELTER: As a result of the
14 storm?

15 ERIC POLZIN: Yes. Yes, breaking loose
16 from their docks, yes.

17 KATHLEEN SMITH: It was a crazy storm,
18 terrible.

19 (Overspeak.)

20 ERIC POLZIN: I'll get into that.

21 This was the photo from Monday morning
22 right afterwards. First, one of the streets, the
23 second picture is Wisconsin. There were docks
24 broke all up and down the river catching material.

25 The picture of the Joey. Some of the

1 items that we retrieved. As you can see in the
2 picture on the right, some of the materials were
3 not small, very heavy, all water logged. The guys
4 did an excellent job of getting these things back
5 to shore.

6 CLAUDE KRAWCZYK: How did that stuff get
7 into the river, people through it in? Got to be.

8 ERIC POLZIN: So, a lot of stuff comes
9 from the shoreline. Water comes up and elevates
10 the river level, that stuff washes into the river.
11 I live up in Grafton, and right now below the dam
12 there is probably a pile of debris 20-feet tall by
13 a hundred feet long just waiting for the next rain
14 storm so it can come down to river.

15 KATHLEEN SMITH: It was a wicked storm.
16 Terrible.

17 MARIA CARTIER: I saw logs in the middle
18 of Villard.

19 KATHLEEN SMITH: Yeah, Menomonee River
20 Parkway, those houses were totally flooded out.

21 CRAIG MASTANTUONO: How did the Joey D
22 perform doing this work?

23 ERIC POLZIN: Fairly well. It had some
24 deficiencies. It's not a good boat for working in
25 current.

1 CRAIG MASTANTUONO: Oh, is that right?
2 Is that because of the engine, prop placement?

3 ERIC POLZIN: Yeah, when it was
4 designed, the hydraulic pump for the boom runs off
5 the same engine as the propulsion. So, if you
6 want to use the crane, you have to have the boat
7 throttled up, which means now you can't put it in
8 gear and use your steering or anything like that.

9 CRAIG MASTANTUONO: That's hard, and
10 your on the river.

11 ERIC POLZIN: And, you know, with the
12 docks and piers and everything, we had a hard time
13 finding places to tie up actually, you know, grab
14 a hold of anything.

15 CRAIG MASTANTUONO: And you need to be
16 stationary for that on the river, so you got more
17 things to tie up someway, that's hard.

18 ERIC POLZIN: What we tried to do with a
19 lot of the bigger stuff was actually bring it down
20 the river and get it out into an area by MMSD,
21 that way we can tie up and actually grab ahold.

22 CRAIG MASTANTUONO: Okay. Interesting.

23 ERIC POLZIN: Next.

24 Couple pictures of the guys, you know,
25 pushing stuff out, underneath with the skimmer to

1 try and grab.

2 The skimmer is absolutely amazing in
3 working to get this cleaned up. The team
4 encounters big logs they can't handle, trying to
5 get them in a safe place where we can handle and
6 get them. Another push of a log on the back of
7 the boat.

8 And then here, sunken vessels. Picture
9 on the left, you can see that's right over by the
10 marine, the bow sticking out of the water. The
11 picture on the right is a side scan sonar image.
12 That was right by the swing bridge. About a week
13 after the storm, the Army Corps of engineers came
14 in and they ran the river to look for that. They
15 were able to locate this boat, fortunately it
16 wasn't in the -- in was in the navigation channel,
17 but not on the side of the bridge that was
18 normally used. So, it took us about a month to
19 find its owner. Finally, I was able to locate
20 where it came from, and two weeks ago it was
21 removed. That was the last one.

22 CLAUDE KRAWCZYK: And who paid for that?

23 ERIC POLZIN: The owner of the boat.

24 CLAUDE KRAWCZYK: That's good.

25 ERIC POLZIN: Well, the Army Corps of

1 Engineers was in the process of -- they were
2 prepared to remove this if it was in the
3 navigational channel. And I had talked to a
4 couple people over there, and made a phone call
5 and said, hey, you know, before you dive in, let
6 me make a few phone calls. I called Jerry Geiger
7 and he said, no, I haven't removed that boat. I
8 didn't know where it was, but I betcha that's one
9 of the three that -- three boats from Horny Goat,
10 and I bet that's the last one from there that we
11 hadn't found. So, we had contacted them and they
12 said, yes, that's the one we're looking for.

13 CRAIG MASTANTUONO: It drifted up that
14 far?

15 ERIC POLZIN: Yeah.

16 CRAIG MASTANTUONO: Unmanned.

17 ERIC POLZIN: Yeah, there were unmanned
18 boats in the harbor.

19 SALLY PELTZ: Boat that was owned by the
20 company rather than the individual?

21 ERIC POLZIN: It was owned by an
22 individual that rented space at Horny Goat.

23 SALLY PELTZ: I see. It's shocking to
24 me as an individual that you're not out hunting
25 for your boat.

1 ERIC POLZIN: You know, so many people
2 though, they'll put their boat in the water in the
3 spring and may not look at it again until the
4 fall.

5 CRAIG MASTANTUONO: A little -- looking
6 at a MotoCraft.

7 ERIC POLZIN: A 28-foot.

8 KATHLEEN SMITH: Not a little thing.

9 SALLY PELTZ: So, that person just -- I
10 mean, that's always amazing to me, that's personal
11 property that they sort of stopped looking for it.

12 CLAUD KRAWCZYK: Maybe never knew it was
13 gone.

14 ERIC POLZIN: Yeah, I don't know if they
15 knew it was gone.

16 SALLY PELTZ: I see.

17 KATHLEEN SMITH: People are crazy. Look
18 at that deep -- that thing that was sitting out
19 there for years, that wreck on the beach there.

20 ERIC POLZIN: Right.

21 KATHLEEN SMITH: It was tagged and
22 everything else.

23 CRAIG MASTANTUONO: In terms of budget,
24 I know that we make annual -- we contribute to the
25 river skimmer an annual contribution, right, and

1 the rest of -- could you remind us how the rest of
2 who pays for all this affects our budget when you
3 have an extraordinary event like this?

4 ERIC POLZIN: So, what we contribute to
5 the river skimmer is we supply labor hours and
6 training to assist in the water in the spring and
7 removal in the fall.

8 CRAIG MASTANTUONO: Is that the extent
9 of our commitment?

10 ERIC POLZIN: A little bit more. We
11 also are committed to if they have issues with the
12 vessel that they need to pull it out during the
13 season, we usually go assist with that as well.
14 And we also pay for the diesel fuel with the
15 fueling locations. But that's basically the
16 extent of what we contribute.

17 CRAIG MASTANTUONO: And this work is in
18 our budget, right?

19 JACKIE CARTER: Yes.

20 ERIC POLZIN: And I did -- after the
21 storm, I was in the meeting with the -- for FEMA
22 reimbursement. I did end up finding out that our
23 portion of it would not have been reimbursable,
24 because it's a service provided before this
25 incident happened.

1 SALLY PELTZ: So, speaking of FEMA, with
2 the shutdown, has that impacted this operation at
3 all?

4 JACKIE CARTER: Not ours, because we
5 don't -- well, I mean, we have a federal grant
6 that is due for reporting and reimbursement, so
7 they -- we will submit our report, but I don't
8 expect we'll see any movement on that until the
9 government is back up and running. But it doesn't
10 hamper our operations at all.

11 SALLY PELTZ: What is the amount of the
12 grant?

13 JACKIE CARTER: That's the \$9.3 million
14 grant from MARAD that is associated with DeLong.
15 That's not money -- the city does not have any
16 dollars in that. That's a private --
17 public/private partnership where we are the
18 sponsor, but DeLong pays the expenses. So, it
19 does not put us on the hook for anything.

20 ERIC POLZIN: Last slide.

21 And then our security report.

22 Nothing out of the ordinary. The report
23 after hours and trespassing are still the big
24 ones.

25 KATHLEEN SMITH: People just come down

1 here and park and --

2 CLAUDE KRAWCZYK: Watch the submarine
3 races.

4 KATHLEEN SMITH: Yeah, right, okay.

5 ERIC POLZIN: Favorite pastime is
6 bringing their cars down and filming them in front
7 of the salt piles.

8 KATHLEEN SMITH: Really.

9 CLAUDE KRAWCZYK: Filming them in front
10 of the salt piles.

11 KATHLEEN SMITH: These guy need a life.

12 ERIC POLZIN: That's all I have for you,
13 unless you have any questions for me.

14 KATHLEEN SMITH: Well, street racing is
15 down.

16 ERIC POLZIN: Yeah, our security
17 contractors have always done a fantastic job of
18 trying to curb anything there.

19 TIMOTHY HOELTER: It looks like a lot of
20 improvement there.

21 KATHLEEN SMITH: Yes, absolutely.

22 TIMOTHY HOELTER: Thank you, Eric.

23 ERIC POLZIN: Thank you.

24 KATHLEEN SMITH: Here comes the team.

25 TIMOTHY HOELTER: Good morning, Maria.

1 Korey, again.

2 MARIA CARTIER: Good morning. Maria
3 Cartier, for the record.

4 Okay. Starting with the tonnage report.
5 We are down 5 percent over last year at this same
6 period. The last time we were before you was 24
7 percent, so we're chipping away. The majority of
8 that is in the dry bulk space. Overall, dry bulk
9 is down 5 percent, but the bigger -- the biggest
10 chunk of that is salt, and salt is still about 40
11 percent down from last year at this time.

12 Steel is -- and within dry bulk though,
13 a positive note is that agriculture is grown
14 triple digits from this time last year.

15 KATHLEEN SMITH: That's great.

16 MARIA CARTIER: Steel is still up 13
17 percent over last year. We are coming to the end
18 of the international shipping season, the last
19 three months. Last year we had a very strong last
20 three months, in particular in December, because
21 the seaway was open a bit later. We don't have a
22 date yet when the seaway will close, typically
23 it's around December 31st. Last year it was
24 January 5th. So, we'll wait and see.

25 We have heard that on the steel side,

1 customers are holding back on placing orders
2 pending the decision on the tariffs. So, we're
3 hoping to come out about even to last year, we'll
4 see what happens in the next couple months.

5 Okay. Outreach and engagement, it's
6 been a very busy couple of months.

7 On the business development side, we
8 engaged with multiple international entities. The
9 Wisconsin Economic Development Corporation hosted
10 a networking event with the State of Brandenburg
11 in Germany. For positioning, that's on the
12 northeastern part of Germany. Berlin is in that
13 region. So, there were businesses from the area
14 and Korey and I went and attended that.

15 We hosted the UK Consul General out of
16 Chicago. He had not been to Milwaukee before, so
17 we met with him, gave a report overview and a port
18 tour. He said he was aware of services if they're
19 engaging with any UK business that are here or
20 looking to come here, they're aware of the port,
21 and what we have to offer.

22 And the city hosted an event with our
23 sister city in Ireland, Galway. There was a nice
24 welcome reception at city hall. And then
25 following that, a few representatives from the

1 city, city officials and economic entities met
2 with folks at DCD and myself to give them an
3 overview of some of the projects within the city,
4 gave them a brief overview of the port. They did
5 indicate that next year they were looking into
6 more of a business development focus, so we can
7 look forward to that.

8 Jackie participated in the Wisconsin
9 Policy Forum at Marquette University along with
10 MMSD president and a representative from the
11 Canadian Consul General office in Chicago talking
12 about trade and tariffs.

13 We hosted -- there was a group from
14 Uline that came from their research group and
15 someone from the logistics group. We did a Port
16 101 tour with them.

17 The Wisconsin District Export Council
18 networking event that I attended.

19 And Biz Times hosted their manufacturing
20 summit last week, and I attend that as well.

21 The BreakBulk Americas Conference was in
22 September and Korey represented Port Milwaukee,
23 met with some existing partners and made some
24 contacts there.

25 And then the Inland River Port Terminal

1 Association held their annual conference here, and
2 I attended that. And I did a virtual Port 101,
3 having videos.

4 TIMOTHY HOELTER: Who would be attending
5 the IRPT?

6 MARIA CARTIER: So, there are members
7 from all throughout the Inland River system and
8 them some folks from different businesses.

9 TIMOTHY HOELTER: International.

10 MARIA CARTIER: With the national
11 conference?

12 TIMOTHY HOELTER: Yes.

13 MARIA CARTIER: They had networking
14 event at South Shore -- South Shore Yacht Club,
15 which is a great overview. And so, many people
16 had never been to Milwaukee before, and they were
17 really impressed with the beautiful weather we
18 had.

19 And then one evening after the day's
20 conference they had a dinner at the Third Street
21 Market and the Milwaukee market was going outside
22 afterwards, everyone enjoyed that. It was a great
23 impression of Milwaukee at night, they were
24 hosting.

25 JACKIE CARTER: So, IRPT is another

1 association. So, like Great Lakes Port is the
2 national, this is an Inland River. So, this is
3 that business that -- we're actually working with
4 the Port of Chicago and Ports of Indiana to do a
5 study on inland river traffic getting into the
6 Great Lakes. So, that's the connection there. We
7 are also members of that.

8 TIMOTHY HOELTER: Okay.

9 MARIA CARTIER: Okay. Next slide.

10 On the community outreach side, a lot of
11 activity there as well.

12 We hosted a group of students from the
13 Great Lakes Community Conservation Corps, which is
14 a small alternative high school here in Milwaukee,
15 young adults who are aging out of the public
16 education system. They have a focus on career
17 pathways, giving students exposure to different
18 career opportunities. And they asked to come
19 visit us to learn about transportation. And our
20 dry bulk stevedore was gracious enough to host.
21 On that top left photo, took them out to terminal
22 one to the salt piles where Tinder Morgan was
23 loading it up and delivering it to one of their
24 salt pads. So, they got to see actual action and
25 what one of our terminal operators did. Tinder

1 Morgan shared their background, skills needed,
2 what their day job looked like. So, I thought
3 that was really an excellent way to get real-life
4 exposure to what kind of happens down at the port
5 in an aspect of transportation.

6 MMSD in partnership with Milwaukee
7 Metropolitan Reflo hosted a week-long
8 environmental program called Waves of Change with
9 15 high school-age interns. And they had a couple
10 different pathways to focus on and one was civil
11 engineering. And so, the students did a tour of
12 DMFS and then they came here for -- there was a
13 panel set up with policymakers, scientists, and
14 engineers. And Brian represented the port and
15 shared some of his experiences. They were asked
16 to share what were some of the challenges they
17 faced during their career. And Brian talked about
18 the flood and what he went through in 2020.

19 CRAIG MASTANTUONO: Dealing with the
20 board a harbor commissioners?

21 MARIA CARTIER: That was a tough one.

22 KATHLEEN SMITH: That was number one.

23 MARIA CARTIER: And then as Eric
24 mentioned, we provided the Joey D for Harbor Fest
25 for tours of that.

1 And as President Hoelter mentioned, the
2 part of the DMMF project, public engagement and
3 hosted an event to give an update and allowed the
4 community to come to that.

5 And Brian hosted one of the stations,
6 I'm sure he'll share a little more that in his
7 update.

8 And then, of course, groundbreaking for
9 the new cruise dock. Several representatives,
10 both officials, stakeholders, contractors,
11 representatives from the governor's and premiers
12 Great Lakes group. Very busy.

13 CLAUDE KRAWCZYK: Did you participate in
14 doors open?

15 MARIA CARTIER: No, we did not. We had
16 the DMMF conflict.

17 CLAUDE KRAWCZYK: How many people came
18 out for that?

19 JACKIE CARTER: Port always sells out
20 for that event, but we just didn't have the
21 manpower this year.

22 CRAIG MASTANTUONO: Did MMSD do one?

23 JACKIE CARTER: I believe they did.

24 MARIA CARTIER: They usually do.

25 CRAIG MASTANTUONO: My theory is you can

1 give out you-know-what for free and Milwaukee
2 people will line up to grab it.

3 KOREY GARCEAU: So, as with our outreach
4 and engagement, it was a very busy month for
5 foreign trade zone-related activity. The first
6 was Maria and I attended the Madison International
7 Trade Association luncheon on international trade
8 and tariff policy. I gave a, if you want to call
9 it, an that FTZ 101, the background of what
10 foreign trade zones are and how to get established
11 as well as a little more information about our
12 zone here in Southeast Wisconsin.

13 I then attended the National Association
14 of Foreign Trade Zone's Annual Conference in
15 Kansas City. And that's always a great event.
16 This year they shared updates to the application
17 process, some implications that FTZs are facing
18 with the current tariffs, as well as the changes
19 to the foreign trade zone board and its staff in
20 DC. And then some good information was shared on
21 how to increase advocacy for our operators that we
22 have here in our zone with selected divisions.

23 Then moving into the Wisconsin --

24 TIMOTHY HOELTER: One question. Sorry,
25 Korey.

1 When you go to a national conference
2 like that and you have a lot of speakers who are
3 sharing ideas and things, what from this, you
4 know, conference, what were your takeaways, and
5 has it changed as a result given best practices
6 maybe to some of the things we're doing here?

7 KOREY GARCEAU: I think so. One thing
8 that came out of that conference was I had
9 conversations with other grantees, as we are,
10 about zone schedules and how to get those to
11 appropriate levels.

12 As I mentioned, there are some
13 implications to the application procedures that
14 we're seeing. So, as administrations change,
15 because appointees are the -- make up the FTZ
16 board, secretaries, treasuries, head of commerce,
17 there have been some modifications to the
18 application procedures for when we're helping a
19 new company come online. So, that was discussed.

20 Again, changes with their staff, so our
21 points of contact change in DC. And so, it's good
22 to have those and to be able to communicate with
23 them.

24 And then, yeah, as you mentioned, best
25 practices. So, one of my favorite events at that

1 annual conference is there is a special session,
2 it's a few hours long, and it's dedicated for only
3 grantees. And so, we all gather in a room,
4 grantees from Puerto Rico to California, all of us
5 there, and talk about trends we're seeing, best
6 practices, how to advocate for your zone, how to
7 market your zone.

8 And so, I bring a lot of that material
9 back, and whether it's incorporating that into our
10 presentations when working with the new business
11 or new ideas for how we can communicate with the
12 electives to benefit the program.

13 TIMOTHY HOELTER: And I think it's
14 important for us to remember, when you're
15 traveling, these are not boondoggles.

16 JACKIE CARTER: That's right.

17 TIMOTHY HOELTER: We're coming back with
18 some really good information to make us more
19 efficient and productive as well. And then you
20 pass the information again to your colleagues.

21 JACKIE CARTER: So, we in the last year,
22 so as a team included now in our -- because we
23 have to do a report, a travel report, where we
24 were, what it cost, and we do all that for
25 accounting, but now we added to that a summary of

1 discussing whether or not this was worthwhile, is
2 it something we would recommend, what kind of
3 takeaway. So, we have that as a record going
4 forward.

5 KOREY GARCEAU: Okay. So, the next
6 event was the Wisconsin Manufacturing and
7 Technology show that Maria and I attended a couple
8 weeks ago. And that was held at the State Fair
9 Grounds. And the goal of that event was to go and
10 see who the local major manufacturers are and if
11 they might benefit from the foreign trade zone
12 program. So, just for marketing related to the
13 FTZ.

14 And then finally, I attended a logistic
15 council event that was from foreign trade zones
16 and bonded warehousing as well as some other
17 tariff mitigation programs and strategies. And
18 that provided a great opportunity to meet with
19 some of our current operators as well as those
20 companies that, again, might be looking at foreign
21 trade zone to mitigate their establishments.

22 CRAIG MASTANTUONO: Was that local,
23 Korey?

24 KOREY GARCEAU: Yes, it was at the
25 Hilton Airport.

1 CRAIG MASTANTUONO: So, are you getting
2 just, you know, anecdotally a lot more people
3 interested in FTZs in light of the tariff
4 uncertainties?

5 KOREY GARCEAU: I would say that in
6 spring there was an exponential growth in the
7 amount of inquiries we got. It slowed down a
8 little bit over the summer, and then in the fall
9 it's really taking off again. So, I've been busy
10 talking with prospects of companies again.

11 And whether or not FTZ is always the
12 best strategy or program for them, it's nice to be
13 able to share what some other resources are, which
14 is why the logistics council.

15 SALLY PELTZ: Korey, could you explain
16 to us how all this tariff stuff, how is that
17 affecting this operation as a plus or a minus?

18 KOREY GARCEAU: Well, so what this
19 program is there to do is to help companies
20 reduce, defer, or eliminate tariffs. So, it's a
21 way to help them reduce their costs. So, I mean,
22 in terms of our zone in specifics, the more
23 interest we have, the more operators we have, the
24 more funds we have coming in. But then as I
25 talked about before, that gets reinvested into the

1 program.

2 So, if we do have excess money, and
3 hopefully we do with more operators coming on,
4 we're able to then use that money to market the
5 zone in the port. So, in theory, it's going to be
6 more operators equals more chances for marketing
7 and expansion, which will then bring more
8 businesses. So, it will keep going, if that kind
9 of answers your question.

10 JACKIE CARTER: It elevates the port's
11 profile.

12 SALLY PELTZ: But are tariffs in how
13 they operate and who ultimately pays for them, all
14 these things that we're all questioning, are you
15 finding a more difficult environment to work in?

16 KOREY GARCEAU: I am not here
17 necessarily in a grantee role, because we're doing
18 the oversight. We aren't, you know, dealing
19 directly with tariffs. It's the businesses that
20 are dealing with the tariffs. So, while I've had
21 increased commitment in working with the FTZ
22 program to help these businesses that might be
23 struggling with the tariffs, I here at the port am
24 not.

25 SALLY PELTZ: Just to understand that,

1 so you become sort of the facilitator rather than
2 any moneys that are being taken, you're a PR or an
3 informational resource?

4 KOREY GARCEAU: So, yes, our role is
5 largely to administer, so we help companies with
6 their application and then again with their annual
7 reporting to the federal board in DC.

8 CLAUDE KRAWCZYK: It seems like there
9 has been more interest in trade pending approval
10 and one more --

11 SALLY PELTZ: That's been approved.

12 CLAUDE KRAWCZYK: -- that's a pretty big
13 increase.

14 JACKIE CARTER: But it impacts their
15 business, not us. That's what I think he's trying
16 to say.

17 SALLY PELTZ: Claud is also saying it
18 doesn't look like these companies are being
19 frightened off.

20 JACKIE CARTER: No, no.

21 SALLY PELTZ: In other words, it's not
22 like zero.

23 JACKIE CARTER: The application and
24 their interest indicates that they're looking for
25 a way to reduce their costs in response to the

1 tariffs, that's what this is.

2 KATHLEEN SMITH: And then they pass the
3 tariffs on to the local people.

4 CLAUDE KRAWCZYK: Well, that's another
5 issue, but we --

6 CRAIG MASTANTUONO: I think what we're
7 missing here is that Commissioner Krawczyk is the
8 elevator pitch as to how the tariffs work for a
9 company here. So, if you're company XYZ, right,
10 you can -- like walk us through.

11 KOREY GARCEAU: Okay.

12 CRAIG MASTANTUONO: Give us the one
13 sentence.

14 KOREY GARCEAU: So, some of the big
15 benefits of using the foreign trade zone program
16 are if -- so the goods within the geographically
17 designated zone are considered foreign status, so
18 no duty is paid on that product while its inside
19 that zone. So, if it's here in Southeast
20 Wisconsin, no duty will have been paid on it
21 because it's in an area that's considered outside
22 of the U.S. commerce. As soon as that good has
23 moved into U.S. commerce outside of their
24 warehouse, it then becomes a U.S. status product
25 where duties must be paid on it.

1 So, if there is a manufacturer that does
2 a lot of assembly with parts that are foreign,
3 they do this within a foreign trade zone and then
4 sell the finished goods to another foreign market,
5 they'll never had paid the duty on it because it's
6 never inside U.S. consumption.

7 There are -- when you look at it from a
8 cash flow standpoint, because you're not having to
9 pay the duty immediately, you can wait until your
10 selling that product. So, it helps in that since
11 a lot.

12 There's also a benefit called inverted
13 tariff, and this is when if all of your components
14 are coming in at a high duty rate and you're
15 making it into a finished product with a low duty
16 rate, generally you pay for the low duty rate on
17 the finished product instead of all the individual
18 components.

19 Now, what they have to address with that
20 is with current tariffs that are in place, that
21 has been exempted. That is no longer a benefit
22 with the current tariffs. So, companies must
23 submit the goods into their zone at the rate of
24 the date of which it was admitted into the foreign
25 trade zone. So, if you bring it in today, it's

1 locked into as the tariff rate that you brought it
2 in at today, even if you ship it out of a zone
3 five years from now.

4 So, that has been a challenge because
5 companies are still wanting it from a cash flow
6 standpoint or a fee export.

7 Does that help a little bit?

8 SALLY PELTZ: No, no, no. I didn't
9 realize, obviously, that it's so complicated. So
10 thank you for explaining it to us, because this
11 tariff thing is creating too many bottlenecks all
12 over the world.

13 CRAIG MASTANTUONO: FTZ always operate
14 to help companies avoid foreign tariff, but it
15 takes the right kind of business. You've got to
16 be adding value, you've got to be taking advantage
17 of schedules within the confines of the
18 improvement plan. You can probably talk to ten
19 people and only one may have a particular business
20 focus set with a benefit.

21 SALLY PELTZ: Let me ask you, the zone
22 is -- what's the zone?

23 KOREY GARCEAU: So, we oversee 12
24 counties in Southeast Wisconsin, so that is Zone
25 41; however, designated subzones within these 12

1 counties are where these activities actually take
2 place. So, if a manufacturer in Fond du Lac wants
3 to have a zone, they designate a certain amount
4 acreage at that facility, that is where the
5 benefits are realized. Not all 12 counties, it
6 has to be a specific acreage within a business'
7 layout.

8 CRAIG MASTANTUONO: We're kind of the
9 license administrator of that.

10 TIMOTHY HOELTER: Very good explanation,
11 Korey.

12 SALLY PELTZ: Thank you. Thank you
13 very, very much.

14 CLAUDE KRAWCZYK: Maybe at some point we
15 can have a FTZ 101 for all of us.

16 KOREY GARCEAU: If that's something of
17 interest, I can certainly do that. I've been
18 doing it a lot lately.

19 SALLY PELTZ: It is more complicated now
20 because of the tariffs.

21 KOREY GARCEAU: A little bit, yes,
22 because the tariffs have certain implications that
23 come along with them.

24 TIMOTHY HOELTER: But the benefits
25 remain --

1 KOREY GARCEAU: The benefits -- right.

2 TIMOTHY HOELTER: -- regardless of the
3 tariffs.

4 SALLY PELTZ: Thank you.

5 KOREY GARCEAU: So, happy to announce
6 that we have a new operator activation, that being
7 Fresenius Kabi, USA. They have a medical
8 warehouse operation in Pleasant Prairie that's
9 come online. So, they're all the way through the
10 process.

11 That brings us up to seven active
12 operators at this time. And as you see, we have
13 three applications that have been approved by the
14 FTZ board that are pending activation with
15 customs, and one application that is pending
16 approval with the FTZ board right now.

17 CRAIG MASTANTUONO: Have we ever been in
18 double digits?

19 KOREY GARCEAU: No, this is the highest
20 we've been.

21 CRAIG MASTANTUONO: I don't recall this
22 ever.

23 TIMOTHY HOELTER: We started from
24 nothing.

25 KOREY GARCEAU: Right. And we held

1 pretty steady at five or six for many, many years.

2 CRAIG MASTANTUONO: That's great.

3 CLAUDE KRAWCZYK: Almost double by next
4 spring.

5 KOREY GARCEAU: Fingers crossed. It is
6 taking a little bit longer. The government
7 shutdown isn't helping either, everything's at a
8 standstill at the present time.

9 Next slide, please.

10 Moving into cruising. So, as Eric
11 mentioned beforehand, the Hanseatic Inspiration
12 was our final cruise ship. They were here October
13 8th through 9th. So, they wrapped up our 2025
14 season. We ended with a total of 11,096
15 passengers this year, which is down only 40 from
16 our initial estimates, meaning that our estimate
17 was pretty accurate. We had a total of 22 visits
18 this season. You can see the rundown of which
19 lines those were spread amongst.

20 And then moving into an exciting
21 announcement --

22 CLAUDE KRAWCZYK: For the Inspiration,
23 which one of those --

24 KOREY GARCEAU: Both of them.

25 CLAUDE KRAWCZYK: Which is --

1 KOREY GARCEAU: Oh, Hapag Lloyd.

2 CRAIG MASTANTUONO: You missed the
3 exciting announcement.

4 KOREY GARCEAU: Not so exciting now.

5 Okay. Next slide. I think we're ready
6 now.

7 So, our exciting announcement is that we
8 are going to be welcoming American Cruise Line to
9 our 2026 lineup. This is a brand new company
10 coming into the Great Lakes. They have six
11 scheduled calls with us on their new-build vessel
12 American Patriot. They're all going to be
13 turnaround visits. This vessel has a
14 130-passenger capacity. And what makes it unique
15 to this market is that it's a U.S. build, flagged,
16 and cruise vessel sailing on domestic itineraries.
17 So, they will not sail into Canada, it's only U.S.
18 stops.

19 CRAIG MASTANTUONO: Send the folks here.

20 KOREY GARCEAU: The two itineraries
21 being offered to and from Milwaukee are -- one, is
22 going to be a Milwaukee roundtrip cruise that hits
23 various ports in Lake Michigan including
24 Sheboygan, Wisconsin, which is a new destination;
25 Green Bay, Escanaba and Muskegon.

1 KATHLEEN SMITH: To Sheboygan. Wow,
2 Sheboygan, gotta hop on that one.

3 KOREY GARCEAU: Another is Milwaukee to
4 Cleveland cruise, that being Cleveland, Ohio, not
5 Wisconsin, to make that clear.

6 So, those are the two itineraries that
7 will come to or from Milwaukee and --

8 CRAIG MASTANTUONO: That's great.

9 KOREY GARCEAU: -- I had a train of
10 thought and I lost it.

11 Oh, I was going to mention that this --
12 American Cruise Lines is the parent company for
13 Pearl Seas. So, Pearl Seas being a subsidiary,
14 obviously, we have a well-versed working
15 relationship with them. And so, we're excited to
16 have their sister parent company.

17 KATHLEEN SMITH: They're a big company
18 because do those river boat cruises up the
19 Mississippi and everything.

20 KOREY GARCEAU: Yes.

21 KATHLEEN SMITH: They're a huge company.

22 CRAIG MASTANTUONO: That's great.

23 TIMOTHY HOELTER: But they would then be
24 unloading at Discovery World?

25 KOREY GARCEAU: Correct.

1 I'll add though that as we increase the
2 amount of visits, we'll have more conflicts
3 between use for all of our cruise docks.

4 CRAIG MASTANTUONO: Quick question I was
5 going to ask on the prior slide. About, more or
6 less, how many of the cruise ships have docked at
7 Discovery World versus South Harbor?

8 KOREY GARCEAU: Well, if you exclude --
9 if you exclude City Heavy Lift Dock, a majority
10 dock at Pier Wisconsin, because we're dealing with
11 the non-seaway max side vessels. So, when you
12 take out City Heavy Lift Dock when we have this
13 new dock operational, it will be, I would say,
14 about half and half.

15 CRAIG MASTANTUONO: We would still
16 continue to use Discovery World to dock after the
17 full development?

18 KOREY GARCEAU: Absolutely.

19 CRAIG MASTANTUONO: I think that's
20 better, have a mixed use that way. Have a mixed
21 use that way to take advantage of both facilities
22 and offer the cruises a variety of options.

23 CLAUDE KRAWCZYK: The size of vessel.

24 JACKIE CARTER: The size of the vessel
25 is why we determine which dock.

1 CRAIG MASTANTUONO: No, I know that, but
2 I just didn't want to see all dock at Discovery
3 World traffic.

4 KOREY GARCEAU: No, no, there will still
5 be traffic.

6 KATHLEEN SMITH: We have a new museum
7 director, too.

8 JACKIE CARTER: Oh, at Discovery World?

9 KATHLEEN SMITH: Yeah.

10 CRAIG MASTANTUONO: So, will this be a
11 -- add to a new high total of visits next year?

12 KOREY GARCEAU: Yes, right now we're
13 expecting over 60 visits for the new season.

14 KATHLEEN SMITH: Wow, that's great, wow.
15 Chaching-chaching.

16 CLAUDE KRAWCZYK: Thank you.

17 TIMOTHY HOELTER: Great presentation.
18 Thank you.

19 KATHLEEN SMITH: Thank you very much.
20 And last but not -- last but not least.

21 JACKIE CARTER: Not last.

22 KATHLEEN SMITH: Not last, I'm sorry.
23 We got two more, sorry.

24 KOREY GARCEAU: Brian has to talk about
25 the water.

1 KATHLEEN SMITH: Oh, yeah, those water
2 levels. We gotta get those water levels in.

3 KOREY GARCEAU: It's what we all wait
4 for.

5 KATHLEEN SMITH: Exactly. Especially
6 those that earn property, right.

7 TIMOTHY HOELTER: Hi, Madison.

8 MADISON GOLDBECK: Good morning.
9 Madison Goldbeck.

10 On September 4th, we hosted long awaited
11 South Shore Cruise Dock, having broke ground,
12 Jackie, Mayor Johnson, President Peggy
13 Williams-Smith, local alderwoman, and the state
14 DOA secretary. And as you know, we are to be
15 operational during the 2026 season, and the event
16 highlighted development in the city and state
17 recently.

18 CLAUDE KRAWCZYK: You have a couple --

19 JACKIE CARTER: So, there's a third
20 cruise dock right behind the ferry, so that's why
21 it's the medium-sized ships.

22 MADISON GOLDBECK: Next slide.

23 So, this is a broad overview of all the
24 media coverage we received from the
25 groundbreaking. Mostly every local news outlet

1 from TV to print to radio covered the event, and
2 even some of the maritime magazines covered it as
3 well. And so, yeah, I think the coverage did a
4 really good job of enhancing our reputation as a
5 cruise destination.

6 CRAIG MASTANTUONO: Great view.

7 MADISON GOLDBECK: All right. Next
8 slide.

9 In other port news, Jackie did an
10 interview with Wisconsin Midday News WTMJ to talk
11 about the new cruise dock. She also did an
12 interview with the Milwaukee Business Journal, and
13 served as an exit interview and what led to her
14 new position.

15 CRAIG MASTANTUONO: Great shot, Jackie.

16 JACKIE CARTER: Thank you.

17 What's our guy's name? Kenny Hughes.

18 MADISON GOLDBECK: And the Milwaukee
19 Journal Sentinel kind of beat us to the punch,
20 they announced the new cruise line that Korey just
21 shared, but it was nice coverage.

22 And then cruisecritic.com wrote an
23 article which featured Milwaukee as a Great Lakes
24 destination for cruise lines. We were also
25 featured in the Cruise & Ferry Review for

1 assisting ability. Our feature was alongside
2 other ports across the country and made our
3 contribution to the climate and equity plan. Also
4 mentioned our signing of sustainable itineraries.

5 CLAUDE KRAWCZYK: That's the Sentinel
6 article you just talked about.

7 MADISON GOLDBECK: But this afternoon, I
8 will be putting out a press release that will
9 recap our 2025 season and then kind of set the
10 stage for 2026 with our new cruise dock and new
11 cruise options.

12 CRAIG MASTANTUONO: The lower right
13 turnaround that turn heads, I'm sorry if you
14 commented on that, I missed it, but --

15 MADISON GOLDBECK: Yeah, that was in the
16 Cruise & Ferry with the --

17 CRAIG MASTANTUONO: That's a great ad.
18 Did you work out, consult?

19 MARIA CARTIER: Yeah, we helped --

20 CRAIG MASTANTUONO: I think that's
21 really nice work.

22 MARIA CARTIER: Yeah, we wanted to focus
23 on the fact that we're a turnaround port.

24 CRAIG MASTANTUONO: Yeah, I see that.
25 Yeah, the whole thing works well.

1 MADISON GOLDBECK: Any questions?

2 TIMOTHY HOELTER: Do any of these, for
3 example, that article that Craig was pointing out,
4 does that land on our website, or the ad rather?

5 MADISON GOLDBECK: We don't feature that
6 on our website, but these are things -- like, we
7 usually share the news on our social media, but
8 the ad, no. But we could.

9 TIMOTHY HOELTER: It's just a thought
10 because it's a well-done ad --

11 MADISON GOLDBECK: Especially for --

12 TIMOTHY HOELTER: -- and it helps people
13 who want to know what the port does understand
14 this, growing a new leg of the three-legged stool.

15 CRAIG MASTANTUONO: Yeah, especially
16 with the link to the business. Why pay for it,
17 make use of it. That's good stuff.

18 TIMOTHY HOELTER: Okay.

19 MADISON GOLDBECK: All right. Thank
20 you.

21 TIMOTHY HOELTER: Thank you.

22 KATHLEEN SMITH: Back up to bat.

23 BRIAN KASPRZYK: Brian Kasprzyk.

24 CRAIG MASTANTUONO: What we've all been
25 waiting for.

1 KATHLEEN SMITH: Those water levels,
2 absolutely.

3 CRAIG MASTANTUONO: I think I'm the one
4 who asked that this be included.

5 KATHLEEN SMITH: Well, when you have
6 lakeshore property, you gotta know what the levels
7 are.

8 CRAIG MASTANTUONO: Very important. No
9 water, no port.

10 KATHLEEN SMITH: Extremely important,
11 exactly.

12 BRIAN KASPRZYK: This is our sixth month
13 looking at our forecast, for the core members.

14 To recap, the red line is the all-time
15 recorded averages or all-time recorded levels.
16 The blue-dashed line is the average over the
17 hundred-odd years that we've been recording. Then
18 where it breaks off at the right-hand side, the
19 green with the interval there. So, currently
20 we're about eight inches below average, so about
21 eight inches below that blue line. Again, every
22 horizontal line is two inches. And then 14 inches
23 above low water data. So, again, the water data
24 is the level which water will seldom fall below in
25 a sense.

1 So, that's where we're at now, nothing
2 to concerning at this time.

3 Next slide.

4 And here's some construction photos for
5 the South Shore Cruise Dock development. Again,
6 we have multiple aspects of this project going on
7 at once. On the left-hand side you can see some
8 of the work starting in the water where the dock
9 will be. And it gives an idea of how large this
10 actual dock will be.

11 KATHLEEN SMITH: So, this is the dock
12 wall that's going up.

13 BRIAN KASPRZYK: These are templates
14 where the dock wall will go up, correct. Yep.

15 And on the right-hand side, you'll see
16 they're installing the new sanitary sewer for
17 cruise ships. That was one of the high priority
18 items that the cruise lines wanting to discharge
19 their gray water.

20 Next slide, please.

21 And here we can see on the left-hand
22 side, they are driving sheet piles under that dock
23 wall. On the right-hand side, you can see some of
24 the work that they're finishing up now, but right
25 on the edge of Lincoln Memorial is where they're

1 putting in a new water meter pit. So, we're
2 running a new water line for that. So, we're
3 running a new water line and sewer line through
4 there. And in this process, we're also picking up
5 Lake Express sewer and water. They currently run
6 through the Coast Guard.

7 CRAIG MASTANTUONO: Oh, no kidding.

8 BRIAN KASPRZYK: Yes, there was some
9 agreement back in 2004 when Lake Express was
10 developed that the lines for the sewer and water
11 run through the Coast Guard. So, now they're going
12 to have direct specific connection. So, yeah,
13 they're just finishing up the water currently.
14 They just got their safe samples back yesterday.
15 The water is good, and they're making the final
16 connections here and button up right at South
17 Memorial Drive. And then they're going to be
18 doing that final connection to the lake.

19 CRAIG MASTANTUONO: Remind me, who is
20 doing the seawall?

21 BRIAN KASPRZYK: Seawall work is Zenith.
22 Next slide.

23 And then some big news, the dredge
24 material management facility is fully enclosed.

25 KATHLEEN SMITH: Great, look at that,

1 wOW.

2 BRIAN KASPRZYK: And right before they
3 enclosed it, the DNR came out and tried to remove
4 as much fish as they could. And there was an
5 article in the Milwaukee Journal Sentinel, I
6 believe, they did 315 fish, but the big highlight
7 was that they relocated the lake sturgeon near the
8 art museum. So, they were out there for about a
9 week trying to get as many fish out of there right
10 before they closed the facility.

11 Next slide.

12 And then as Maria mentioned, the public
13 walking tour took place on September 24. It was a
14 large turnout, they had 130 attendees. Two of our
15 commissioners did show up, so it was good to see
16 some familiar faces. And it was really put
17 together by Milwaukee Metropolitan Sewage District
18 with consulting help with the River Keepers,
19 Department of Natural Resources, Harbor District
20 Incorporated, Community Advisory Committee, and
21 the Waterway Restoration Partnership.

22 CLAUDE KRAWCZYK: It was very well done
23 and I was amazed at the people.

24 BRIAN KASPRZYK: So, some of the groups
25 were up to 40 people in one group down to like

1 four at the very end. So, there were very large
2 groups. We were expecting 20 at a time to come
3 through.

4 So, in the first station, I was at the
5 first station, basically talking about the port
6 giving an overview of the port itself as well as
7 the DMMF active facility that where we are
8 standing at here in the picture on the bottom
9 right. And then the second station was the DNR
10 talking about the overall area of concern for
11 cleanup efforts.

12 And then at the final station was way at
13 the edge to DMMF construction, and that was kind
14 of talking about that facility.

15 TIMOTHY HOELTER: I was surprised at how
16 much I actually learned about even the port
17 operations from your presentation. So, you did a
18 great job.

19 BRIAN KASPRZYK: Thank you, appreciate
20 it.

21 And one more slide, I believe.

22 As you may have seen Phase 2 at DeLong
23 for the maritime export facility is underway.
24 This involves two new grain silos. This picture
25 was taken last week, if you notice now, it's

1 coming up very fast. So, they are 122 feet tall,
2 72 diameter each and 9,000 metric tons capacity
3 each. So, this will allow for storage and
4 shipping of multiple agricultural products.

5 CRAIG MASTANTUONO: Is that all layers
6 of poured concrete?

7 BRIAN KASPRZYK: Yes. Very slick,
8 pouring and lifting as they pour it.

9 And one of their goals is to load
10 grocery boats, they call them, which they would
11 load each hull of a vessel with different
12 products, agricultural products, which is
13 desirable in certain markets. So, and again, it
14 will increase overall capacity of their operation.

15 And as a reminder, this is a \$60 million
16 total project. As we were talking earlier, this a
17 grant through the Port Construction Development
18 Program. And it's a \$9.3 million local -- I'm
19 sorry, that's the federal fund, the rest are all
20 local matched, which again is coming from DeLong.
21 And it's expected to be online for the next
22 season.

23 Any questions?

24 TIMOTHY HOELTER: And I assume that
25 DeLong is going to brand the exterior of these?

1 BRIAN KASPRZYK: That's a good question.

2 TIMOTHY HOELTER: In the past, we've
3 always talked about is there an opportunity --

4 KATHLEEN SMITH: For naming rights.

5 TIMOTHY HOELTER: -- for naming rights
6 and licensing.

7 CRAIG MASTANTUONO: My favorite topic.

8 BRIAN KASPRZYK: So, I'm not sure what
9 the finished product -- what it will look like. I
10 didn't see renderings or sketches on that.

11 TIMOTHY HOELTER: We might think of
12 future leases depending on what the structures --
13 look at that.

14 CLAUDE KRAWCZYK: If they're going to
15 paint this thing, we should put our logo on it,
16 shouldn't we?

17 KATHLEEN SMITH: It's private.

18 BRIAN KASPRZYK: It's a private
19 development, not city owned land.

20 CLAUDE KRAWCZYK: They might be willing
21 to do it.

22 TIMOTHY HOELTER: In a new lease --
23 let's not --

24 KATHLEEN SMITH: Not push it.

25 TIMOTHY HOELTER: Well, I wouldn't cast

1 it aside, but just the potential is always there
2 depending on the timing.

3 KATHLEEN SMITH: Call it the Carter
4 Silo.

5 JACKIE CARTER: Let's not.

6 KATHLEEN SMITH: No, you didn't like
7 that?

8 BRIAN KASPRZYK: On timing, as far as
9 like branding or advertising, would that be for
10 private companies, right, you know, Sprecher could
11 put an ad, is that where, I guess, you're heading?

12 TIMOTHY HOELTER: We get -- we all share
13 in the income.

14 But anyway --

15 CRAIG MASTANTUONO: Top activities to
16 let people know that we are their port and they're
17 a public operator --

18 BRIAN KASPRZYK: And that might be the
19 difference, Maria and I -- people have reached out
20 to us about advertising along the Hone Bridge.

21 CRAIG MASTANTUONO: Yeah -- no, that's
22 not what we're talking about.

23 TIMOTHY HOELTER: That's not --
24 different topic.

25 This is exciting. This did not exist

1 two years ago.

2 BRIAN KASPRZYK: Yeah, Maria mentioned
3 too, I mean, the growth is exponentially. As far
4 as tonnage, they've doubled nearly already since
5 last year.

6 CRAIG MASTANTUONO: I mean, the facility
7 is progressing how we envisioned in our hopes,
8 right.

9 JACKIE CARTER: Even beyond that,
10 because we weren't even anticipating the expansion
11 happening this quickly, so.

12 SALLY PELTZ: Can I ask you, where --
13 all these grains, where are they going?

14 BRIAN KASPRZYK: Where are they going?

15 SALLY PELTZ: Yeah.

16 BRIAN KASPRZYK: To markets, typically
17 internationally, over to the UK, Ireland, North
18 Africa, Middle East.

19 SALLY PELTZ: And there are boats that
20 come here, ships that come here to just go out
21 through the Great Lakes?

22 BRIAN KASPRZYK: Absolutely.

23 SALLY PELTZ: Such an issue in terms of
24 our farmers, such a big --

25 BRIAN KASPRZYK: Most of it is shipped

1 out, I think one is soy meal, that's what they
2 advertise. Most of it is dry grain, soluble
3 bi-products.

4 SALLY PELTZ: So much of it is going to
5 China, right? And so much of it is now --

6 BRIAN KASPRZYK: I'm not sure, but I
7 know this market is not going to China.

8 SALLY PELTZ: I see.

9 KATHLEEN SMITH: Actually, we're in a
10 war with China right now.

11 SALLY PELTZ: Exactly. So, that's what
12 I was just -- is it going to other countries? And
13 also going to other countries, is what you're
14 saying to me?

15 BRIAN KASPRZYK: Since that came online
16 two year ago, yes, they've been shipping
17 internationally.

18 SALLY PELTZ: And it's all different
19 types of grain.

20 BRIAN KASPRZYK: Most of the DDG is
21 current, but that's what they're hoping to do
22 again with these new silos, multiple product at
23 once. And the goal is, because they're are
24 international vessels coming in with product, it
25 would be nice to unload them in the outer harbor.

1 Say, if European Steel comes in, pulls in the
2 inner harbor, loads up to regional grain, and goes
3 back.

4 JACKIE CARTER: In and out full, that's
5 the goal.

6 SALLY PELTZ: In terms of them being
7 full on the in and on the out.

8 TIMOTHY HOELTER: And back haul.

9 SALLY PELTZ: That's the goal.

10 TIMOTHY HOELTER: Thank you.

11 BRIAN KASPRZYK: Thank you.

12 JACKIE CARTER: My report is that this
13 really is my last meeting.

14 KATHLEEN SMITH: I don't believe it.

15 JACKIE CARTER: And that you have a port
16 director, so I'm going to yield to again Benji
17 Timm who the mayor has announced he appointed this
18 week, and he will going through the confirmation
19 process and is the next port direct for Milwaukee.

20 BENJAMIN TIMM: Thank you very much.

21 KATHLEEN SMITH: Welcome.

22 BENJAMIN TIMM: Let's do a round of
23 applause for Jackie.

24 KATHLEEN SMITH: Yeah, absolutely.

25 JACKIE CARTER: So, they did that at the

1 last meeting, and then I came back, so don't do
2 that.

3 KATHLEEN SMITH: First of all, you've
4 got some big shoes to fill.

5 BENJAMIN TIMM: I know.

6 JACKIE CARTER: He's got his own shoes.
7 He's telling --

8 KATHLEEN SMITH: You've done an
9 extraordinary job for us.

10 JACKIE CARTER: Well, thank you.

11 KATHLEEN SMITH: And we really
12 appreciate everything you've done.

13 JACKIE CARTER: I think every port
14 director has put their touch, so now it's just
15 your turn.

16 BENJAMIN TIMM: Well, I just hope to
17 build on it and, you know, continue what you have
18 built, what Adam has built, keep moving forward.

19 Good morning, everyone. My name is
20 Benji, I'm the new director, as Jackie said. I
21 currently work for the Department of City
22 Development, I've been there for about 25 years
23 doing real estate development. Brown Field, so
24 North Ridge, Century City, I've done some work in
25 the harbor, port area, as well as the Menomonee

1 Valley. So, all over the place, city water, I've
2 worked with Brian quite a bit and DMMF. So, I'm
3 familiar with the port operations. And I have
4 come before this board on two occasions for the
5 Grand Trunk Wetland Project, which is still
6 plodding along.

7 JACKIE SMITH: Slowly, slowly.

8 BENJAMIN TIMM: Slowly, but as of this
9 week, there's been some issues that have moved
10 forward a little farther.

11 So, I'm very excited to be here. You
12 know, this port is kind of the intersection of all
13 my professional and personal interests, you have
14 water, you have sustainability, you have industry.
15 So, it all happens here, and now tourism, too. So
16 that's very exciting, great news. And I want to
17 continue to build that.

18 So, yeah, I just want to say that I'm
19 very grateful to be here, I look forward to
20 working with everybody in the terminal and the
21 staff as well. I know I'll rely on them quite a
22 bit to build within their expertise, learn all of
23 the things I need to learn. So, next time I'll be
24 sitting where Jackie is. Thank you.

25 CRAIG MASTANTUONO: When is the

1 confirmation hearing?

2 BENJAMIN TIMM: So, Wednesday, I
3 believe, Public Works Committee.

4 KATHLEEN SMITH: Slam dunk.

5 SALLY PELTZ: Let me ask you, you came
6 off Lafayette and DCD, who is taking over your
7 position?

8 BENJAMIN TIMM: Great question. I will
9 likely have a foot in each place for a little
10 while, much like Jackie, just to kind -- I want to
11 make sure everything I've been working on is
12 successful and continues and there's a smooth
13 transition. So, I won't leave my colleagues at
14 DCD hanging, there's a lot to do. But I think it
15 gives DCD an opportunity to bring someone new in,
16 to build on what I've been working on and new
17 things as well.

18 SALLY PELTZ: Can you tell me, what was
19 your title at DCD?

20 BENJAMIN TIMM: I was Real Estate
21 Development Specialist Senior, glorified project
22 manager, basically. So, I did a lot of work
23 bringing in international companies, doing
24 construction management. So, I'm very familiar
25 what happens with cruise ship docks. And I worked

1 -- ran the city's other railroad, which is at
2 Century City, two railroads in the city, rail
3 operations, and jack of all trades.

4 JACKIE CARTER: And not strange to the
5 port, because we consulted -- we've been on
6 projects before, some of the leases when we've got
7 questions, some of the environmental things. And
8 I think particularly as we look at what happens
9 next with the South Shore Cruise Dock, that
10 development, excellent, excellent resource. So,
11 he will have some insights that have not existed
12 at the port, right.

13 So, I think this is an excellent -- I'm
14 very excited for you. As with all city employees,
15 when we -- I mean, first of all, this is great to
16 see a city employee get a win, right. So, I was
17 excited about that.

18 But I think when you talk about the
19 vacancy, we've never been strange as city
20 employees to kind fill in the gap. And so, I
21 think that, you know, it gives somebody else
22 another opportunity, but it also gives a chance
23 for Benji to try something new and grow and put
24 his touch on what's going on down here.

25 SALLY PELTZ: So, Jackie, just because I

1 wasn't involved in terms of the --

2 JACKIE CARTER: Selection?

3 SALLY PELTZ: Yeah, in this hire for the
4 director, but this was a national search?

5 JACKIE CARTER: Yes, and we had national
6 candidates, international even.

7 SALLY PELTZ: And how many candidates
8 did you have?

9 JACKIE CARTER: There were 32
10 applicants.

11 SALLY PELTZ: And out of those 32, were
12 many of them from the city?

13 JACKIE CARTER: No. No, there was a
14 good mix.

15 SALLY PELTZ: So, from outside the city?

16 JACKIE PELTZ: Yeah.

17 CLAUDE KRAWCZYK: I did take part in the
18 beginning of the process.

19 JACKIE CARTER: The rating.

20 CLAUDE KRAWCZYK: The rating of the 15
21 finalists. And there was a wide variety of
22 people, a number of people from the city that I
23 kind of recognized inside the resumes. It was a
24 good mix, hard choice, there were a lot of good
25 candidates.

1 SALLY PELTZ: I would agree that someone
2 that has the credentials that are like you are
3 again, we've never worked together, Benji, but
4 that knows the city backwards and forwards is
5 going to have the ability to really on day one get
6 onto what's going on in the communities in terms
7 of not only academically but --

8 CLAUDE KRAWCZYK: He's going to have to
9 learn the world of ports like Jackie did.

10 JACKIE CARTER: It's possible. You got
11 it. You got it. I mean, the team is here, right.
12 So, we always depend on them regardless of how
13 much you know about ports. The port director will
14 depend on that team, and you've got a great team,
15 so you'll be fine.

16 KATHLEEN SMITH: He'll be great.

17 BENJAMIN TIMM: You know, one of the
18 things I love about working at DCD is everybody is
19 so committed to the city, full staff dedicated.
20 And I see that here as part of the port, port
21 staff.

22 TIMOTHY HOELTER: And you're breadth of
23 experience.

24 KATHLEEN SMITH: And Rocky Marcoux could
25 not say enough about this guy.

1 CLAUDE KRAWCZYK: Congratulations.

2 KATHLEEN SMITH: Welcome to the board.

3 BENJAMIN TIMM: Thank you.

4 TIMOTHY HOELTER: All right. I will
5 entertain a motion to adjourn.

6 KATHLEEN SMITH: I'll make that motion.

7 CLAUDE KRAWCZYK: I'll second.

8 KATHLEEN SMITH: All right. Jackie,
9 good luck. Don't be a stranger.

10 TIMOTHY HOELTER: All in favor.

11 KATHLEEN SMITH: We want to hear all
12 that's happening in the employment world at the
13 city.

14 ALL MEMBERS: Aye.

15 TIMOTHY HOELTER: Great meeting.

16 (Proceedings concluded.)

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

3

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 BOARD OF
8 HARBOR COMMISSIONERS was recorded by me on
9 October 16, 2025, 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, November 17, 2025.

19

20

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

25

24 My Commission Expires: March 06, 2028.

25