BOARD OF COMMISSIONERS

PORT OF PALM BEACH DISTRICT

Budget Workshop

- - -

Thursday, August 16, 2018

Port of Palm Beach
One East 11th Street
Riviera Beach, Florida

3:02 p.m. - 3:50 p.m.

- - -

ATTENDING:

Jean L. Enright, Chair
Peyton W. McArthur, Vice Chair
Katherine M. Waldron, Secretary/Treasurer
Blair J. Ciklin, Commissioner
Wayne M. Richards, Commissioner
Manuel Almira, Executive Director
Paul Zielinski, Deputy Director/CFO
José R. Soler, Port Engineer
Carl Baker, Director of Planning
Ken Hern, Sr. Director, Seaport Operations and Security
Jarra Kaczwara, Sr. Director, Business Development
Venice Howard, District Clerk
Aidy Alonzo, Communications Manager

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BE IT REMEMBERED that the following Budget Workshop was had at Port of Palm Beach, One East 11th Street, Riviera Beach, Florida, on Thursday, August 16, 2018, beginning at 3:02 p.m., with attendees as hereinabove noted, to wit:

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VICE CHAIR McARTHUR: Madam Clerk, will you call the roll.

MS. HOWARD: Chair Jean Enright.

(No response.)

MS. HOWARD: Vice Chair Peyton McArthur.

VICE CHAIR McARTHUR: Here.

MS. HOWARD: Secretary/Treasurer Katherine Waldron.

MS. WALDRON: Here.

MS. HOWARD: Commissioner Wayne Richards.

COMMISSIONER RICHARDS: Here.

MS. HOWARD: Commissioner Blair Ciklin.

COMMISSIONER CIKLIN: Here.

MS. HOWARD: Executive Director Manuel Almira.

EXECUTIVE DIRECTOR ALMIRA: I'm here.

MS. HOWARD: Port Counsel Gregory Picken.

(No response.)

MS. HOWARD: We have a quorum.

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VICE CHAIR McARTHUR: Thank you.

Would you stand for the Pledge of Allegiance.

(Pledge of Allegiance recited.)

VICE CHAIR McARTHUR: Mr. Almira, did you want Paul to go, or did you want to --

EXECUTIVE DIRECTOR ALMIRA: I'd like to present it, and I'll be asking the staff for questions and answers, of course.

Commissioners, good afternoon. We are entering our next year's budget, and this is our workshop. And as in years past, workshop, it's not exactly that. It's exchanging ideas and getting direction from the Board.

A little side note, for some reason this particular cycle has taken us into, let's just say some challenges. We've had changes up to the last minute, but we're confident that by September we will be bringing back a budget that we can go ahead and adopt for the following year. With that, if you can monitor your monitors, please, let us begin.

You have seen a couple of numbers, but these are the most updated numbers that we have gone through possibly as far back as an hour ago. We have seen a change in the budget adjustment on the net income. As provided was 2.171 million.

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We made some adjustments. We reduced the water cost. And if anybody has a question, please ask, because we have the -- we hope to have the answer. We've also reduced the parking cost, and we actually have increased the general insurance. So therefore, the new revised net income goes up by -- up to 2,359,000.

(Whereupon, Chair Enright took her seat on the dais.)

EXECUTIVE DIRECTOR ALMIRA: If we can go on to the next slide, this is a number that you have already seen. This is a number that we compared the 2018 revised revenue re-forecast as compared to what we are going for next year. But just looking at the numbers, it's 18.4, and we're projecting to go or forecasting to go up to 19.04, so an increase of about $600,000, which represents about a 3.2 percent increase.

On the revenue side, we are forecasting to go up to -- and this is expending more money than last year, so we are going from 9.4 up to 10.675, so almost -- it just glares at you, that 11.3 percent increase of $1.2 million. We do have the responses, and we would like to go over that with you.

Next one.

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Commissioners, this is the FY 2019 forecast by tenant. You can clearly see the difference between 2018 as compared to 2019. We can go all the way down. Question immediately that pops up, at least in my mind, is where it says all others.

And that number of 339,000 has a significance and is so significant that I'd like to zero in on it. And for that, I'd like to turn it over to Paul so he can explain what that number is and how that number came about. We probably have forgotten, but, Paul, if you can.

MR. ZIELINSKI: In the first three months of 2018, fiscal 2018, the Celebration was not here. We charged them 105,000 per month to cover some of our expenses, which was $315,000. That was booked into other revenue in '18. Obviously, in '19 it's not going to be there, so in essence, if that $315,000 was taken out of the equation, we would have about a $900,000 increase in revenue.

EXECUTIVE DIRECTOR ALMIRA: So that's 315 minus 340. The other was essentially incidentals.

COMMISSIONER RICHARDS: Do you want us to ask as we go, or do you want to hit it and then we come back to it?

EXECUTIVE DIRECTOR ALMIRA: I'd like to hit

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it and then we can come back to it, I mean if that's okay with the Board.

COMMISSIONER RICHARDS: Okay.

EXECUTIVE DIRECTOR ALMIRA: All right.

COMMISSIONER RICHARDS: That's good.

EXECUTIVE DIRECTOR ALMIRA: Next.

Commissioners, salary. In 2018 our number, our total was 3.59. We are projecting a five percent increase in salary to 3.7. And it's not only the five percent that gets the largest number here, but also keep in mind that FICA, FRS also play into this, and therefore, the total increase between 2018 versus 2019 is $191,000. That's at five percent.

CHAIR ENRIGHT: Mr. Almira, just one second. Go back and tell them what it would be at three percent.

EXECUTIVE DIRECTOR ALMIRA: Oh, yes.

CHAIR ENRIGHT: Because they need to know so they can make the decision --

EXECUTIVE DIRECTOR ALMIRA: Yes.

CHAIR ENRIGHT: -- which way they want to go.

EXECUTIVE DIRECTOR ALMIRA: Sure. At three percent, if we were to go from 2018 to 2019 at three percent, instead of seeing that number at 3.785, it would be 3.7, a difference of about --

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COMMISSIONER RICHARDS: Eighty-five.

EXECUTIVE DIRECTOR ALMIRA: -- about 85,000. So it's almost very small, albeit.

All right, and as we have done in the past, there are currently 14 employees that are under that $2,000 minimum raise amount. If we were to adopt what we have done in the past, which is add an amount so that it equals $2,000 into their salary, that will cost us four thousand five hundred and thirteen thousand -- 4,513, I'm sorry.

Carl.

Insurance. We currently paid 949,000. With the outstanding job of Klif, we are now going up to only six percent in a health premium increase, so that number, 949, goes up to 1,097 -- or 1 million, 1.1 million.

The employee status change equals 88,000. Let me bring in Paul back so that he can explain what that 88,000 stands for.

MR. ZIELINSKI: During the course of the year there are employees that, as vacancies, employees will change from employee only to employee and spouse, from employee and spouse to employee and spouse and children. So there's a constant mix change. Obviously, the more people insured in the household,

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the more costly the insurance is.

So based upon what we expended in '18 versus what's going to be expended in '19 and the changes, there's about $88,000 worth of incremental expense that will happen. That 88,000 would have happened regardless of what insurance company we picked. It's just the fact that there are more people insuring families, and there's vacancies in '18 that didn't occur, and '19 includes a full complement for the full year.

COMMISSIONER CIKLIN: I've got a question. I mean if we wait till you're done and then start to ask some questions --

COMMISSIONER RICHARDS: Yes.

COMMISSIONER CIKLIN: -- I'm getting -- I'll get all screwed up.

COMMISSIONER RICHARDS: Same here.

EXECUTIVE DIRECTOR ALMIRA: Okay, fine.

COMMISSIONER CIKLIN: So let's not do that.

So you've built in a five percent increase plus the health, which is going up to over a million dollars? Is that what you've done?

EXECUTIVE DIRECTOR ALMIRA: Yes. If you recall, Commissioners, we had budgeted over 12 percent for the health insurance. It came in at six.

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Therefore, having that reduction and having the phenomenal year that we've been having for the last three years, this is a number that I came up with, with the assistance of our Chair, and we put a placeholder at five percent.

COMMISSIONER CIKLIN: Well, my only problem is that I see like '17 and '18, but I'm looking at '19 projections, and I don't see anything that's jumping out at me saying, you know, we're going to make all this money next year. So now we're giving five percent, we're giving over a million dollars in health, so I mean I'm just saying that's --

EXECUTIVE DIRECTOR ALMIRA: If I may?

CHAIR ENRIGHT: Mr. Almira, exactly --

Thank you, Mr. Ciklin.

What's the difference in moneys when we talk about health insurance? Is it $30,000 or 40 or what? What is the exact difference if we look at last year if we use --

EXECUTIVE DIRECTOR ALMIRA: For insurance?

CHAIR ENRIGHT: -- insurance? I mean --

EXECUTIVE DIRECTOR ALMIRA: It's just what you see up there.

CHAIR ENRIGHT: So the difference would be what, 60?

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VICE CHAIR McARTHUR: 150,000.

CHAIR ENRIGHT: 148,000 is the difference in last year's insurance and this year?

EXECUTIVE DIRECTOR ALMIRA: Correct.

CHAIR ENRIGHT: Okay, and that's because of everything just normally going up.

EXECUTIVE DIRECTOR ALMIRA: Correct.

CHAIR ENRIGHT: So with that, there's nothing we can do. We're kind of like locked in --

EXECUTIVE DIRECTOR ALMIRA: Right.

CHAIR ENRIGHT: -- because my understanding is if we went to another insurance carrier, they might be a little lower, but then next year it's just: Gotcha. So is there any place -- we talked about this, where -- and I know Mr. Paul can probably come or we can probably kind of make the difference up somewhere in --

EXECUTIVE DIRECTOR ALMIRA: Yes.

CHAIR ENRIGHT: Okay. So I'm sorry. Katherine and --

COMMISSIONER WALDRON: Yes, I talked to Klif yesterday, and I did have a question about whether or not we've considered an opt-out option as a way of saving money.

EXECUTIVE DIRECTOR ALMIRA: Well, that would

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be at the direction of the Board, if that's what they want. We were basically doing exactly what we did last year --

MS. WALDRON: Right.

EXECUTIVE DIRECTOR ALMIRA: -- and that's why we're having this workshop, to get ideas and direction as to which way would you like us to go.

CHAIR ENRIGHT: Well, I just want to say on that respect, they were looking at Cigna. My understanding --

Mr. Klif, you want to talk to us about this? And my understanding is that if we stay with United Healthcare, it might be a little bit more, but it's not really that significant more, maybe less than one percent, whatever --

MS. WALDRON: But --

CHAIR ENRIGHT: But then if we went back next year, they're going to catch us, so --

COMMISSIONER WALDRON: But I was talking about the opt-out option. So if a family member, like let's say I have three kids and one of my children is 23 and has a job, he has his own insurance, then they can opt out. So the idea is that the employee gets $1,000, but the Port saves -- I don't know, Klif, you said 18,000? Or it was just a swag, I guess. But the

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Port saves money because we take one person off the insurance. That's what the opt-out option would be if we considered it. I mean --

EXECUTIVE DIRECTOR ALMIRA: In years past I think we have talked about this, but nothing ever concrete has ever come out, so --

CHAIR ENRIGHT: Mr. Klif, what would happen if we do it?

MR. GEHRING: Good afternoon. Klif Gehring, Gehring Insurance.

You could try an opt-out provision for the Port of Palm Beach if you wanted to, basically meaning, especially when it comes to dependent coverage, where you pay basically a stipend to the employee if they choose to opt out. It is -- we actually have a legal opinion from an employee benefits attorney who, you know, has it in writing where -- and we know it's done by a couple of other entities.

But there's caveats to it. One, if an employee opts out, they have to have other coverage that is minimal essential coverage that can't be an individual policy. So the Port would have to collect proof on that.

Number two, it would have to be put under your Section 125 Cafeteria Plan, just basically meaning

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just a line that adds to your plan document that says you're adding this as an option to the employee.

And the last thing -- I'm sorry I didn't get into this at all prior, but I wanted to cover all the bases. There is an overall participation requirement with United Healthcare, overall, not even including valid waivers, where at least 50 percent of your group has to be enrolled, 50 percent of the overall employees, which probably shouldn't be a problem even if you did the opt-out, because you wouldn't have that many opting out because of how strong your employer contribution is.

So it's something that can be done. The IRS, according to this, says you can do it. It's just you just have to meet a few -- you have to be careful how you do it in meeting the criteria.

COMMISSIONER WALDRON: So what would you anticipate the savings per opt-out person being, approximately, if you have a guess?

MR. GEHRING: It does depend. It's -- the question that comes into it is -- well, to answer your question, it depends on the tier. If it's family coverage, if the dependents opt out for family coverage versus employee/child, versus employee/spouse, it's varying amounts.

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And depending on the stipend you decide to give to the employee, it's going to vary based on that amount. But because of where your employer contribution is at, if some employees did opt out, there would be some savings there.

COMMISSIONER WALDRON: Like a dollar, more than a dollar? I mean what's --

MR. GEHRING: Oh, I'm sorry.

COMMISSIONER RICHARDS: Can't tell.

EXECUTIVE DIRECTOR ALMIRA: You can't tell.

MR. GEHRING: Yes, on the -- for instance, on the family coverage, it would be the amount of the employer/Port's contribution times 12. If the -- there's one other thing I didn't mention to you. It could be -- to answer your question, it could be thousands of dollars.

MS. WALDRON: Okay.

MR. GEHRING: Could be thousands of dollars that they could save per year on an employee. I don't want to put an exact number on it because it depends.

And the last item that I didn't mention is there's one other thing, which is qualifying events to coverage. So just to give you an example, an employee could decide to opt out. Say you give a $1,000 stipend. I'm just throwing a number out there. If the

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employee goes off to the other employer's coverage, two months later that employee has, let's just say a divorce, which is one of the qualifying events, the employee is allowed to come back onto the plan, no questions asked. It's federal law.

So even once you give the employee that money, they can come back on, and then they would qualify again for the employer contribution. So it's little things that could happen. But overall, you could have savings if everything goes well.

CHAIR ENRIGHT: I need to recognize Mr. Ciklin and then Mr. Richards.

COMMISSIONER CIKLIN: Yes, I had spoken to Klif about this numerous times. And I think that he and Bea should get together, and I think that's something that we should definitely offer the employees.

If we have an employee that says that their husband works for, you know, the Sheriff's Department or Palm Beach County, they might have insurance comparable to ours. And if we can offer them, you know, 1,500 bucks or something like that, they might well say sure, I'm covered with the Sheriff's Department or I'm covered with Palm Beach County. So I think it's certainly something to look at. Maybe we'd

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have two or three, maybe we'd have zero, but --

MS. WALDRON: I agree.

COMMISSIONER CIKLIN: -- I don't think there's any reason why we --

MS. WALDRON: It's a good way to save some money.

COMMISSIONER CIKLIN: Exactly.

CHAIR ENRIGHT: Commissioner Richards.

COMMISSIONER RICHARDS: I'm in full agreement. I haven't heard any downside. It seems like it's something we should have been doing or we should do now. Let's look into it.

EXECUTIVE DIRECTOR ALMIRA: I have a question of Klif.

MR. GEHRING: Yes.

EXECUTIVE DIRECTOR ALMIRA: If, like you said, if a person opts out --

MR. GEHRING: Yes.

EXECUTIVE DIRECTOR ALMIRA: -- three months, four months they come back or they want to come back in, there's no problem with that with United Health?

MR. GEHRING: No. In fact, United has to do it under --

EXECUTIVE DIRECTOR ALMIRA: So now it's a federal --

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MS. WALDRON: But it's each year or so.

MR. GEHRING: It's a qualifying event. So if they experience a qualifying event, they can come back onto the plan.

EXECUTIVE DIRECTOR ALMIRA: The reason I bring that up is when I worked in Broward County, that was in place. You could opt out, which I did. And then six months later my wife's insurance was so poor that we decided to come back, and it just wasn't a very warm welcome kind of a deal. But still --

COMMISSIONER WALDRON: Well, when is a health care company ever a warm welcome?

EXECUTIVE DIRECTOR ALMIRA: Yes, I know.

CHAIR ENRIGHT: Commissioner McArthur.

VICE CHAIR McARTHUR: Klif, we could do this on a -- instead of giving somebody, if it was $1,000 a year, we could do it per pay period too so there would be no loss to the Port if they did have a qualifying event after six months and came back in, because they would have only received that six months worth of the stipend.

But my question is --

MR. GEHRING: Correct.

VICE CHAIR McARTHUR: -- is this something we can really consider for this year? I mean you're

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having your health fair in a few weeks. Is this something we consider this year, or is this something we need to direct you and Bea to look at and bring back a proposal for next year? I mean we don't want to rush into it and not do it right.

MR. GEHRING: That would be a question more for the Port staff. I know one question was asked is how many employees might be interested in that, depending on what the amount is.

And then one of the caveats is the other coverage has to be other minimal essential coverage, so HR would have to collect that proof. And it's not just a health plan, it has to be a non-individual health plan. So it couldn't just be somebody going off getting an individual policy. It would have to actually be through the spouse's employer.

And that employer's plan, we would have to get the documentation on that employer's plan, which is easy enough to do, and then verify that it meets minimum essential coverage. Otherwise, it's -- there's other ramifications to that if you don't --

VICE CHAIR McARTHUR: And before we were to adopt a program, we're really going to have to educate our employees as to what it means and what their options are. This isn't the kind of thing you explain

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do you want it or don't you want it.

CHAIR ENRIGHT: Right.

Mr. Zielinski.

MR. ZIELINSKI: What I'd like to point out is under our current plan, people can change their status anytime during the year. So if I'm married and I have children and my wife gets a job that's better, I might -- I could change right then and there.

So I think, and I'm asking Klif, if we approve this, go into this study, determine that we want to do an opt-out program, we could implement it at any time during the year with the current policy we have by just having people move from married with family to single?

MR. GEHRING: The opt-out provision would make more sense to do it at renewal time as opposed to in the middle of the year. It'd make more sense. But because of the fact that you have to put it under your Section 125 plan, which is your pretax benefit, so after getting the legal opinion, that's how you would want to do it. So renewal time would be the time to do it, either this renewal or next renewal.

And there is a little employee education, to Peyton's point, to let them know it's totally an option, it's not something that they have to do. And

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then the employee would have to go look at their other employer's benefits through their spouse, determine -- probably need some help determining, some would and some wouldn't -- whether it's minimum essential coverage.

And then based on that, and the logistics of that and then changing your plan document, whether you'd want to do that this year or consider it with more preparation next year to do it, but it's not impossible either way.

COMMISSIONER CIKLIN: Right. But we have the health fair. I mean obviously, you know, Bea's going to sit down, there's only 50 employees, so she'll basically explain it to them. And if they have any interest at all in doing that, say, oh, yes, my husband works for the Sheriff's Department, they would have to come back and show us that they're covered. We're not going to say, okay, you're out.

MR. GEHRING: Right.

COMMISSIONER CIKLIN: So they're going to come back with the documents from their spouse or whatever. And then we'll check it out, and then if it all adds up, then we could do it. But we're not just going to take their word for it. No offense, but --

MR. GEHRING: Right.

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COMMISSIONER CIKLIN: -- you know, so I think it would work.

MS. WALDRON: Yes, I think we could do it this year. We only have, as you pointed out, 50 employees, so --

CHAIR ENRIGHT: I guess my question is what Mr. Paul just said a second ago. He was saying we already -- at any time that someone can just come and say, hey, I kicked my husband out, he's not on my policy anymore, or my wife, or whatever it is, whatever the situation is. And then if that be the case, the Port then would automatically -- am I correct -- save money by that person not being on the policy if you separate or divorce or whatever? Am I correct?

MR. GEHRING: If the employee leaves, if the --

CHAIR ENRIGHT: Let's say if I have my husband and myself --

MR. GEHRING: Yes.

CHAIR ENRIGHT: -- and hey, we split up, so now it's just me. So in essence, wouldn't the Port automatically save money just by that?

MR. GEHRING: If the husband came off of the Port's plan?

CHAIR ENRIGHT: Right.

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MR. GEHRING: Yes.

CHAIR ENRIGHT: So my question is we already have something similar to that in place. What would be the difference? Do you understand what I'm saying, and we opting to do this, that if he just leaves, then so the Port is paying less money now because it's just one Jean now instead of two Jeans, instead of me going into the opt-out stuff.

MR. GEHRING: Right.

CHAIR ENRIGHT: What's the difference?

MR. GEHRING: The stipend offer. The employees --

CHAIR ENRIGHT: The stipend to offer me.

MR. GEHRING: Right.

MS. WALDRON: The employees would get the money, 1,000 or whatever.

CHAIR ENRIGHT: The employees would get the money.

MS. WALDRON: Right.

MR. GEHRING: Now, the question comes in hand --

CHAIR ENRIGHT: But what would the Port say?

MR. GEHRING: Right. And the question comes in hand on that point. In the legal opinion, it says to do exactly what Peyton recommended, if you did it.

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Don't give a lump sum; do it over a pay period. If you do that, is that enough of an incentive, if the employee looks at your contribution, looks at the great plan that you have, which you do have, to your credit -- is it enough of an incentive for them to take that per paycheck to go on their plan?

I'm not sure how much participation you'd have in that. But if you even had two or three people do it, there would be some savings there if they stayed with it over the year and didn't come back with a qualifying event, so --

CHAIR ENRIGHT: So I guess my thinking is because there's so many pieces, I think that I would think that maybe we need to take a good look at it.

Mr. --

COMMISSIONER RICHARDS: Real quick. I don't know if we need to beat up every --

CHAIR ENRIGHT: Right, yes.

COMMISSIONER RICHARDS: -- all of this here. If we want to do it, let's ask staff to please make it happen, if possible. We don't have to work everything out here today.

CHAIR ENRIGHT: Okay.

COMMISSIONER RICHARDS: Let's move on.

COMMISSIONER CIKLIN: At the health fair,

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that's perfect. You sit down. You say: Do you have a husband that works for --

COMMISSIONER RICHARDS: Is it our general desire to do this?

COMMISSIONER CIKLIN: Yes.

COMMISSIONER RICHARDS: I think I'm hearing yes, Madam Chair.

CHAIR ENRIGHT: Yes, I have no problem with it. I would just like to take a little bit more time to have the staff to go over it, you know, not just rush into it overnight. I mean I know -- we have to make a decision today, or at the next meeting we will verify everything?

VICE CHAIR McARTHUR: Madam Chair.

CHAIR ENRIGHT: Right.

VICE CHAIR McARTHUR: And Klif, our health plan, the changes go into effect on October 1st.

MR. GEHRING: October 1st.

VICE CHAIR McARTHUR: So that doesn't -- and when is the health fair?

MR. GEHRING: The health fair is next week on -- I'm sorry, two weeks from today.

VICE CHAIR McARTHUR: So that's the 28th, so --

MR. GEHRING: Yes.

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VICE CHAIR McARTHUR: -- we -- it'd be tight, but it could be done.

COMMISSIONER CIKLIN: Let's give it a shot.

CHAIR ENRIGHT: The 28th? That's not two weeks from today.

VICE CHAIR McARTHUR: It is. Trust me.

CHAIR ENRIGHT: Because today is Thursday.

VICE CHAIR McARTHUR: Yes, you're right.

CHAIR ENRIGHT: That's the 30th; that's the 30th.

MR. GEHRING: Right. I believe it's the 30th.

CHAIR ENRIGHT: Two weeks is the 30th.

COMMISSIONER RICHARDS: What are you talking about?

CHAIR ENRIGHT: That two weeks from today is the 30th.

MR. GEHRING: It's the Thursday right before -- Thursday before Labor Day, August 30th.

EXECUTIVE DIRECTOR ALMIRA: Can I just add one more thing real quick?

CHAIR ENRIGHT: Yes.

EXECUTIVE DIRECTOR ALMIRA: If you put the math to it, a family plan at 1,097,000 is about 20, 21,000, 22,000 per month, okay? That's for a family.

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Now, for a family member here at the Port, that's how much we pay as a Port. The question that's going to be among us is how much of a stipend are you willing to put up and how much are you going to be saving?

MR. GEHRING: I was about to get to that next too. That would have to be decided upon.

EXECUTIVE DIRECTOR ALMIRA: Yes. So we can work on it, and we'll come back to you during the --

COMMISSIONER CIKLIN: Yes.

COMMISSIONER WALDRON: Okay. That'll be great. Thank you.

EXECUTIVE DIRECTOR ALMIRA: All right?

COMMISSIONER CIKLIN: Okay.

CHAIR ENRIGHT: So you'll come back to us at the next meeting.

EXECUTIVE DIRECTOR ALMIRA: I'm sorry?

CHAIR ENRIGHT: You will come back to us before the next meeting?

EXECUTIVE DIRECTOR ALMIRA: Yes, during the -- what is it called, the festival?

CHAIR ENRIGHT: Workshop? Workshop, the 28th? So you'll get back with us. We will ultimately have to make the decision and how much money.

EXECUTIVE DIRECTOR ALMIRA: What we'd like to do is as we start finding all these numbers, I will

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distribute and everybody will have it.

CHAIR ENRIGHT: Thank you, Mr. Klif; thank you very much.

MR. GEHRING: Thank you.

EXECUTIVE DIRECTOR ALMIRA: Proud Seminole.

And Commissioners, of course, we baked in or we put down $150,000 for legal fees, but this amount does not include the possible litigation associated with Berth 17. So here is where, again, we need direction. Obviously, we're going to have to put a lot more, but we want to get an idea of what the pleasure is of the Board.

Now, is there anything else in there? Yes. Here's the -- you had asked, Madam Chair, where can we get the money, and --

CHAIR ENRIGHT: Right.

EXECUTIVE DIRECTOR ALMIRA: -- Commissioner Richards has hit me over the head yesterday over, you know, how can it be this small and yet expense is going up.

COMMISSIONER RICHARDS: Small increase in revenue, but expenses are so high.

EXECUTIVE DIRECTOR ALMIRA: Right, right. The total expense increase of 2,300,000 breaks out as you see it there. Cruise related is 625,000. We'll

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get into that in a second. Employee expense, here again, it's at five percent. Insurance went up 160,000, Business Development went up by 80,000, and the security software, 60,000. And all others equal to 75,000.

Next line, please.

So the cruise related items, revenue-wise this is going to tap your memory. And I'd really like you to pay attention to Mr. Zielinski, because if you recall, we brought this to you about a year and a half ago, maybe two years.

MR. ZIELINSKI: Just about a year and a half.

EXECUTIVE DIRECTOR ALMIRA: And you'll see -- it's a happy ending here, by the way. You'll see in a minute why, while 2019 may be low, hang onto your hats for 2020.

MR. ZIELINSKI: When the second cruise ship came to the Port of Palm Beach, when the cruise line came to the Port of Palm Beach and wanted to bring a second cruise ship in, the question that was raised was is the Port willing to assist us as we try to build the clientele to meet our business plan, which was about a 60 percent capacity.

What was presented to the Board at that time is in a folder that is in front of you, which shows the

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analysis of two ships versus one ship and the assumptions. And I will ask you to turn to the last page in that analysis where it lists the differential in revenue between one ship and two ships. And if you notice, in the first year the difference is very minimal of about $130,000.

In the second year I believe it shows about $640,000. Those are the two years that we committed to the ship, the Board committed to the ship that we would only make enough money to cover our incremental expenses, and that we would work with them and partner with them to help them build the clientele.

If I ask you now to look at year three when those marketing incentives disappear out of the contract, next year the 600,000 increases to 2.5 million, and it goes 2.5 million for the next eight years of the contract, with an overall benefit of that second ship of approximately $22 million.

So what's happening this year is exactly what was planned, what was expected. We are generating about $625,000 of incremental revenue.

If you allow me to move on, I'll show you how we spent it.

Carl.

We've increased security by 425 to cover the

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second day. Maintenance has increased by about $100,000, since most of it now needs to be done at night, we do not have an off day to do it. We've estimated water will go up by about $100,000, and that's included in their revenue. So we've got a net increase of about $625,000, roughly. Now, please excuse me, these are rough numbers, 10,000, 15,000 either way.

But the concept of breaking even on that second ship is being held to in the 2019 budget. You ask where we're going. In 2020, that $600,000 of additional revenue will become 2.5 million as the marketing incentives disappear and the parking incentives disappear from that contract.

COMMISSIONER WALDRON: I have a question.

CHAIR ENRIGHT: Go on.

MS. WALDRON: Your assumption is 65 percent capacity?

MR. ZIELINSKI: They provided a business plan. It's at 65 percent capacity --

COMMISSIONER WALDRON: What has it actually been at recently?

MR. ZIELINSKI: I don't believe it's there yet. I do believe it's building. Anybody got any idea?

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MR. HERN: Building on weekends, but the during the week timeframe is where they still need some work.

EXECUTIVE DIRECTOR ALMIRA: That's something I'd like to bring back to you during our --

MS. WALDRON: Okay.

EXECUTIVE DIRECTOR ALMIRA: Yes, because I sort of wonder myself. And I keep seeing numbers, as Ken suggests or says, very high numbers during the weekend, but during the week it's kind of --

COMMISSIONER WALDRON: Is that part of it because it's the summer, I assume?

EXECUTIVE DIRECTOR ALMIRA: Possibly.

COMMISSIONER WALDRON: But are they seeing they're going to hit 65 percent, or what do they say?

MR. ZIELINSKI: Their proposal came in at 70. We chose to present to you 65 to be conservative.

MS. WALDRON: Okay, thank you.

MR. ZIELINSKI: So that's their objective. So we're on -- I mean I understand the concern about 2019, but it is what we expected. 2020 is when we're going to see it.

COMMISSIONER CIKLIN: Jean.

CHAIR ENRIGHT: Mr. Ciklin.

COMMISSIONER CIKLIN: So the first year we're

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basically losing 5,000 on the second ship. What happens if, you know, they come back and say, gee, it's just not working, you know, we're pulling out of here? Then we're really screwed.

EXECUTIVE DIRECTOR ALMIRA: Well, okay --

CHAIR ENRIGHT: Mr. --

EXECUTIVE DIRECTOR ALMIRA: Sure. Contractually, there are contractual obligations. But immediately you'll see those expenses literally disappearing overnight, the security, the maintenance, the water.

COMMISSIONER CIKLIN: And the revenue too.

EXECUTIVE DIRECTOR ALMIRA: Yes.

MR. ZIELINSKI: Well, there really isn't a lot of revenue from the ship in there, so the wash that's in here will disappear. Now, next year we won't have it. But to Mr. Almira's point, the contract they have is not either one or two ships. It's for two ships. If they choose to pull either one out, we're back at the negotiating table.

COMMISSIONER CIKLIN: All right.

MR. ZIELINSKI: Whatever that means.

CHAIR ENRIGHT: Mr. Richards, you have a question.

COMMISSIONER RICHARDS: He said whatever that

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means. That's it, okay? We're dealing with 2019 now. That's where we are.

EXECUTIVE DIRECTOR ALMIRA: Yes.

COMMISSIONER RICHARDS: That's the bottom line.

EXECUTIVE DIRECTOR ALMIRA: Perhaps it's best if I provide an editorial, if I can, and that is plenty of ports out there would love to see that ship in their ports, particularly on the west coast of Florida. Let's do what we can to keep them here, ready to, you know, generate revenues for us, not only in the Port, but also -- not only in the ship, but also the parking. It's good; it's good to have them both here.

CHAIR ENRIGHT: So back to the question. The $1,200,000, so you're saying that we will eventually recoup that from the cruise line in '19?

MR. ZIELINSKI: What I'm saying, this year we are breaking even on the second ship --

CHAIR ENRIGHT: Okay.

MR. ZIELINSKI: -- which was intended. Next year we will make $2 million from the cruise ship. If their business plan is met, that's what the intentions are.

CHAIR ENRIGHT: And that is where we will make the difference up, the $1,200,000, because you

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added the salaries and the insurances. So we'll wash out, hopefully have a profit from there of $800,000, give or take. Am I correct? Am I --

MR. ZIELINSKI: In this --

COMMISSIONER RICHARDS: Well --

CHAIR ENRIGHT: Well, give or take. I'm just -- you wanted to know where we were going to get the funds for the -- whoever. The 1,200,000. So you were trying to tell us where the money would come from.

EXECUTIVE DIRECTOR ALMIRA: There's the potential on that point.

CHAIR ENRIGHT: Okay, okay. Thank you.

Any other questions, Commissioners, on this? Yes?

COMMISSIONER RICHARDS: Yes. Well, yes.

EXECUTIVE DIRECTOR ALMIRA: You want us to go back in the slides?

COMMISSIONER RICHARDS: Well, no, I'm looking at the proposed budget, so --

EXECUTIVE DIRECTOR ALMIRA: Okay.

COMMISSIONER RICHARDS: Wharfage and dockage going down 2.4, a quarter of a million dollars, why is that?

EXECUTIVE DIRECTOR ALMIRA: Going down?

MR. ZIELINSKI: $240,000.

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COMMISSIONER RICHARDS: Well, wharfage for fiscal year '19 versus the '18 revised shows 63,000 difference, and then dockage, 183,000.

MS. KACZWARA: I can answer that.

EXECUTIVE DIRECTOR ALMIRA: Please.

If you don't mind, may I have Jarra --

MS. KACZWARA: Commissioner, part of the reason is that the FY 19 is against the revised FY 18. Original budget for Florida Sugar and Molasses, both molasses and sugar was higher. And that came directly from them. Mike Zally gave us what he felt they would bring in, and they just haven't hit those numbers this year. So when we did the re-forecast, we took that into consideration, looking back over the prior months in this fiscal year when we did our re-forecast.

COMMISSIONER RICHARDS: So you -- in the re-forecast you lowered --

COMMISSIONER CIKLIN: Is that dockage?

MS. KACZWARA: So we haven't seen as many vessels or as much cargo, and we're anticipating that for '19 as well. So what we re-forecasted, we're planning that some of that will hold flat, but we're also planning a decrease over what was originally planned for '18.

COMMISSIONER RICHARDS: So going forward --

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MS. KACZWARA: And I'm sorry, but one more thing. We have a similar situation with T. Parker Host. We have a decrease of almost $200,000 with them because of the Seven Star vessels, the yacht vessels. They're really low right now. They haven't brought as many in. And we have a meeting coming up with them soon.

COMMISSIONER RICHARDS: So Mike Zally gave you numbers forecasting going forward that are lower than your re-forecast '18, hence the --

MS. KACZWARA: I'm sorry, can you say that again?

COMMISSIONER RICHARDS: Did Mike Zally give you projected numbers for '19 that are lower than the '18 re-forecast?

MS. KACZWARA: That were lower than '18 actual, yes, sir.

COMMISSIONER RICHARDS: And what percentage? Is that half of this? Is it most of it? Is this mostly it?

MS. KACZWARA: In terms of -- well, I can tell you that the decrease from Florida Sugar and Molasses is 268,000.

COMMISSIONER RICHARDS: That's it.

MS. KACZWARA: And the Seven Star vessels is

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178,000.

EXECUTIVE DIRECTOR ALMIRA: Yes, that's up there, isn't it?

COMMISSIONER RICHARDS: That's it right there. Yes, that number, it just jumps out at you. Okay, thank you.

MS. KACZWARA: You're welcome.

COMMISSIONER CIKLIN: Does the Seven Star have a minimum guarantee?

MS. KACZWARA: They do not. And they don't have an agreement with us, in fact.

COMMISSIONER RICHARDS: The tariff?

MS. KACZWARA: Correct.

EXECUTIVE DIRECTOR ALMIRA: And if I may, I want to jump into that. That has been an ongoing difficulty with Seven Star. They are of the opinion that they have a berthing guarantee here. There was a letter sent out by a former employee, an engineer when he was acting, and we still don't know where that letter came from.

But nevertheless, we keep going back to them saying: We can give you a berthing guarantee if we get into a long-term contract and if you guarantee. No, we have a berthing contract. So what we're hoping to do is once '17 is completed and then we can start shifting

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the smaller vessels, then we'll go at it again and see if we can accomplish this, a longer term contract. But it's tough to --

COMMISSIONER CIKLIN: I mean the Board never approved any contract for Seven Star, I don't believe.

EXECUTIVE DIRECTOR ALMIRA: That's what we keep going back to them: No, you do not. We don't have anything in writing from them.

COMMISSIONER CIKLIN: So they've got a letter that says they've got something? That's kind of irrelevant, I mean, so --

MS. KACZWARA: Greg rescinded that letter.

EXECUTIVE DIRECTOR ALMIRA: That's right, Greg rescinded the letter. He notified them that this letter had no -- still has no validity, let's call it that.

COMMISSIONER CIKLIN: Right.

EXECUTIVE DIRECTOR ALMIRA: And they are stubborn. And you, Commissioners Richards, and I have been in the car one day when we had -- not he and I, but we had an argument with Seven Star demanding to come in and kicking out -- I forget who it was at the time --

MR. HERN: Monarch Vessels.

EXECUTIVE DIRECTOR ALMIRA: Monarch, right.

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So literally, I know that Ken was getting it left and right, and that ship, that Summer Star ship had to go down to Port Everglades. And once again, we look at them and say: You don't have an agreement with us. Why are you -- No, we do. We have this letter.

MR. HERN: They're not too happy with me.

COMMISSIONER CIKLIN: Well, that's -- just blame it on us. I mean, you know, the revenue is $53,000 for 2019. I mean that doesn't cut it.

EXECUTIVE DIRECTOR ALMIRA: All right, so from our end, that's our presentation. Obviously, we've had some --

VICE CHAIR McARTHUR: Madam Chair.

CHAIR ENRIGHT: Commissioner McArthur.

VICE CHAIR McARTHUR: Two things. If you go back to your first slide, what is the $20,000 reduced parking cost?

MR. ZIELINSKI: I was -- there are four positions that we retained from Palm Beach Parking that we pay an hourly rate for to assist us in traffic control. During a negotiation with them, we were able to get -- we used to have two positions on the west side of U.S. 1 every day. We now have two positions on the west side of U.S. 1 four times a week. They're covering it with their person three times a week. That

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negotiation is about a $20,000 savings to the Port.

VICE CHAIR McARTHUR: Thank you. And earlier Mr. Almira mentioned our legal fees that we expect to be much higher next year. I think we need to include those in the budget just to make the point that we will have adequate legal representation to meet any challenge. I might want to ask Mr. Bicknell if he might have a number in mind. I would say we at least need to double it, if not triple it. Hopefully, we won't use it --

EXECUTIVE DIRECTOR ALMIRA: We hope.

VICE CHAIR McARTHUR: -- but we have to be prepared --

EXECUTIVE DIRECTOR ALMIRA: Correct.

VICE CHAIR McARTHUR: -- to have adequate representation for the Port for the challenges that are coming.

COMMISSIONER RICHARDS: I agree with that.

CHAIR ENRIGHT: Any other questions?

MS. WALDRON: I do too.

EXECUTIVE DIRECTOR ALMIRA: Is that something we can do in the next meeting?

CHAIR ENRIGHT: Also, I think that --

EXECUTIVE DIRECTOR ALMIRA: In other words, the special session.

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CHAIR ENRIGHT: Okay. Also, I think that we need to look forward and think about Peanut Island. Although we make repairs to Peanut Island, there's nothing in our budget. I mean I think we should have some number or something there, because now we're doing, what, termite treatment or whatever. It might be 1,000 or 2,000 or whatever, but it's still --

EXECUTIVE DIRECTOR ALMIRA: It's more.

CHAIR ENRIGHT: -- money that has to come from someplace. So while we're thinking about this budget, that's an unforeseen something, and now we'll pay, what, $2,000? Where are we getting the $2,000 from?

MS. WALDRON: Was that already included in the budget?

CHAIR ENRIGHT: No, it's not.

MS. WALDRON: That was not included in the budget already?

CHAIR ENRIGHT: No, no.

EXECUTIVE DIRECTOR ALMIRA: No.

CHAIR ENRIGHT: And we're going to pay, what, $2,000 for extermination or something over there, or whatever it is?

MR. HERN: A little higher than that.

CHAIR ENRIGHT: Whatever it is.

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EXECUTIVE DIRECTOR ALMIRA: No, no, no, what I'm saying is it's coming up, it's being discussed in our last agenda.

CHAIR ENRIGHT: Right, it's on there, but --

EXECUTIVE DIRECTOR ALMIRA: Right.

CHAIR ENRIGHT: -- the thing is we need to --

EXECUTIVE DIRECTOR ALMIRA: Once we discuss that, then we'll have a number.

CHAIR ENRIGHT: Right.

EXECUTIVE DIRECTOR ALMIRA: And then we'll plug it into our budget. Now, Ms. Karen Marcus is also going to be here today, and she has -- she wants to recap and provide a summary of what's happened. So again, perhaps it's best just to wait until the last agenda item, and we'll get a clearer picture as to which way we're going.

CHAIR ENRIGHT: And so Mr. Ciklin.

COMMISSIONER CIKLIN: Yes, I think on the salary increase, I had just assumed that it was going to be a three percent. Maybe it's my foolishness that I didn't find this five percent number anywhere.

But I am -- unfortunately, you know, 2019 doesn't look anywhere like '18 or '17 to me, so even though I love the employees, but after paying the increased health, I don't see how it would be prudent

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to also give a five percent. I think three is generous. I don't know what the County's doing, but most of the municipalities or the School Board, et cetera, are three or lower. So that's just my feeling. I mean it's not like we're having a windfall next year.

And I think actually our net income, because of the attorneys' fees for the litigation that's coming up, is going to be a lot less than what we're showing, so that's -- I'd just like to be conservative. And when we make a lot of money, it's one thing, but I think next year is not going to be a banner year.

CHAIR ENRIGHT: Commissioner Ciklin -- not Ciklin. Commissioner Richards.

Thank you very much.

COMMISSIONER RICHARDS: It looks as though, obviously, we'll modify a few things, but it looks like we're still planning to come in over 2 million. Is that correct?

EXECUTIVE DIRECTOR ALMIRA: That is correct.

COMMISSIONER RICHARDS: We're going to pay our employees. I fully support the five percent.

MS. WALDRON: I agree. I think five percent --

COMMISSIONER RICHARDS: They're the most

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important asset we have, so we're going to take care of them.

CHAIR ENRIGHT: Well, I just want to say that I recommended the five percent because I know that when I first arrived years ago, they used to get five percent. I mean that was before your time, Mr. Almira. But -- and there are other little incentives and other little perks. And also, that was why I felt comfortable that you can find the difference. I think the difference was -- what you told me, 80?

EXECUTIVE DIRECTOR ALMIRA: About 30, yes, something --

CHAIR ENRIGHT: What was the difference in five -- what's the difference in five and three, 30,000?

EXECUTIVE DIRECTOR ALMIRA: It's about 80,000.

CHAIR ENRIGHT: It's 80, 80 plus. And I just felt comfortable, but it depends on my fellow Commissioners. But like I said before, I've seen higher than that, and then later on, we don't know what happens. We're thinking positive, and if our projections are right, and Mr. Paul has hit it on the nail every year, and I feel confident that we would continue to do well. I just supported the five

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percent, and that was what I had recommended, so -- but I'm not the only person here, and I hope that my fellow Commissioners will vote in favor of the five percent. I need a motion.

MS. WALDRON: You want --

COMMISSIONER CIKLIN: It's a workshop.

CHAIR ENRIGHT: I would like for us to vote. It's a workshop, okay.

VICE CHAIR McARTHUR: There's a consensus.

MS. WALDRON: But I think there's a consensus --

VICE CHAIR McARTHUR: I also support the five percent.

MS. WALDRON: -- for five percent.

CHAIR ENRIGHT: Because we're talking about this amount of money, so we have a consensus.

VICE CHAIR McARTHUR: We didn't actually give him a number or a percentage on the legal fees. Do we need to do that?

COMMISSIONER WALDRON: I thought we said three.

VICE CHAIR McARTHUR: Well, I suggested three, but I don't know.

MS. WALDRON: We were going to talk about it in the --

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EXECUTIVE DIRECTOR ALMIRA: That was my question: Can we talk about it in the following meeting?

COMMISSIONER WALDRON: In the executive session.

EXECUTIVE DIRECTOR ALMIRA: I don't know the answer to that.

VICE CHAIR McARTHUR: I don't think so. It's not -- well, I don't know.

COMMISSIONER RICHARDS: It's litigation related. Mr. Bicknell --

VICE CHAIR McARTHUR: Yes.

COMMISSIONER RICHARDS: -- can we discuss it at the executive session, the amount of moneys? He's saying yes, we can.

CHAIR ENRIGHT: Okay. Any other questions and comments?

VICE CHAIR McARTHUR: No.

CHAIR ENRIGHT: Commissioners, I don't speak for all of you, but I just thought it was a good idea, and I'm glad that you supported me on that effort. Thank you.

I guess we're adjourned. We have a little time. Any other comments from the public first? Public comments? So there are no comments, we're going

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to adjourn and then the work session.

(Whereupon, at 3:50 p.m., the proceedings were concluded.)

C E R T I F I C A T E

THE STATE OF FLORIDA)
)
COUNTY OF PALM BEACH)

I, Susan S. Kruger, do hereby certify that I was authorized to and did report the foregoing proceedings at the time and place herein stated, and that the foregoing pages comprise a true and correct transcription of my stenotype notes taken during the proceedings.

IN WITNESS WHEREOF, I have hereunto set my hand this 24th day of August, 2018.

Susan S. Kruger

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A
able 39:21
accomplish 38:2
acting 37:19
actual 36:17
add 7:7 25:20
added 34:1
adding 13:2
additional 30:12
adds 13:1 20:23
adequate 40:6 40:15
adjourn 47:1
adjourned 46:23
adjustment 3:24
adjustments 4:1
adopt 3:18 7:6 18:23
afternoon 3:9 12:9
agenda 42:3,15
ago 3:23 21:7 28:11 44:5
agree 16:2 40:18 43:23
agreement 16:10 37:11 39:4
ahead 3:18
Aidy 1:25
albeit 7:3
Allegiance 3:2,3
allow 29:22
allowed 15:4
Almira 1:21 2:21,22 3:4,6 4:10 5:20,25 6:4,6,14,17,20 6:22 7:2 8:18 8:23 9:13,14 9:20,22 10:4,7 10:10,18,25 11:5 12:4 14:10 16:13,16 16:19,24 17:5 17:13 25:20,23 26:7,12,16,19 26:24 27:5,17 27:23 28:13 31:4,7,13 32:5 32:7,13 33:3,6 34:10,16,20,24 35:5 37:2,14 38:6,13,18,25 39:10 40:3,11 40:14,21,24 41:8,20 42:1,5 42:7,10 43:20 44:6,11,16 46:1,6
Almira's 32:17
Alonzo 1:25
amount 7:6,7 14:3,12 18:9 27:7 45:16 46:14
amounts 13:25
analysis 29:1,3
answer 4:3 13:21 14:15 35:4 46:7
answers 3:8
anticipate 13:18
anticipating 35:20
anybody 4:2 30:24
anymore 21:10
anytime 19:6
approve 19:10
approved 38:5
approximately 13:19 29:18
argument 38:21
arrived 44:5
asked 15:5 18:7 27:14
asking 3:7 19:9
asset 44:1
assist 28:21 39:20
assistance 9:4
associated 27:8
assume 31:12
assumed 42:19
assumption 30:17
assumptions 29:2
attendees 2:4
ATTENDING 1:17
attention 28:9
attorney 12:16
attorneys' 43:8
August 1:8 2:3 25:19 47:19
authorized 47:13
automatically 21:12,22

B
back 3:18,23 5:24 6:1,15 7:18 11:17 15:4,7 16:20 16:20 17:3,9 17:19 18:3 20:17,21 23:10 26:8,14,17,22 31:5 32:2,20 33:14 34:17 35:14 37:21 38:7 39:16
baked 27:6
Baker 1:22
banner 43:12
based 8:2 14:2 20:6
bases 13:5
basically 11:2 12:12,14,25 20:14 32:1
Bea 15:15 18:3
Bea's 20:12
Beach 1:2,9,10 2:2,3 12:12 15:20,24 28:18 28:19 39:19 47:9
beat 23:17
beginning 2:4
believe 25:11 29:7 30:23,24 38:5
benefit 19:19 29:17
benefits 12:16 20:2
Berth 27:9
berthing 37:17 37:22,24
best 33:6 42:14
better 19:7
Bicknell 40:7 46:11
bit 11:13 24:9
Blair 1:20 2:18
blame 39:8
Board 1:1 3:13 6:2 11:1 27:12 28:24 29:9 38:4 43:3
booked 5:15
bottom 33:4
breaking 30:9 33:18
breaks 27:24
bring 7:18 17:6 18:3 28:19 31:5 35:12
bringing 3:18
brought 28:10 36:5
Broward 17:6
bucks 15:22
budget 1:3 2:1 3:10,18,24 30:10 34:19 35:9 40:5 41:4 41:11,15,18 42:11
budgeted 8:24
build 28:21 29:12
building 30:24 31:1
built 8:20
business 1:24 28:3,22 30:19 33:22

C
C 47:5,5
Cafeteria 12:25
call 2:8 38:15
called 26:20
capacity 28:23 30:18,20
car 38:20
care 17:12 44:1
careful 13:15
cargo 35:20
Carl 1:22 7:11 29:24
carrier 10:12
case 21:11
catch 11:18
caveats 12:19 18:10
Celebration 5:13
certainly 15:25
certify 47:12
cetera 43:4
Chair 1:18,19 2:7,9,11,12 3:1 3:4 4:8 6:14,18 6:21 9:4,14,21 9:24 10:1,2,5,8 10:11,19 11:8 11:17 12:7 15:11 16:8 17:14,15,24 18:22 19:2 21:6,17,20,25 22:2,10,13,17 22:22 23:12,18

23:23 24:7,8 24:14,14,15,16 24:19,23 25:1 25:4,6,7,8,9,13 25:16,22 26:14 26:17,21 27:2 27:14,16 30:16 31:24 32:6,23 33:14,19,24 34:6,12 39:13 39:13,14,15 40:2,12,15,19 40:23 41:1,9 41:16,19,21,25 42:4,6,9,17 43:13 44:3,13 44:18 45:7,9 45:12,15,17,22 46:8,12,16,18 46:19
challenge 40:7
challenges 3:16 40:16
change 3:24 7:17,22,24 19:5,8
changes 3:16 8:3 24:17
changing 20:7
charged 5:14
check 20:22
children 7:24 11:21 19:7
choose 12:15 32:19
chose 31:17
Cigna 11:9
Ciklin 1:20 2:18 2:19 8:11,15 8:19 9:6,15 15:12,13 16:3 16:7 20:11,20 21:1 23:25 24:5 25:3 26:9 26:13 31:23,24 31:25 32:12,21 35:18 37:8 38:4,9,17 39:7 42:17,18 43:13 43:14 45:6
clearer 42:15
clearly 5:2
Clerk 1:24 2:7
clientele 28:22 29:12
coast 33:9
collect 12:22 18:12
come 5:23 6:1 10:15 12:6 15:4,7 16:20 16:20 17:3,9 20:17,21 21:8 23:10 26:8,14 26:17 32:2 34:9 38:22 41:9 43:18
comes 12:13 13:21 22:20,23
comfortable 44:9,19
coming 36:6 40:17 42:2 43:8
comments 46:17 46:24,25,25
Commissioner 1:20,20 2:16 2:17,18,19 5:22 6:3,5 7:1 8:11,14,15,17 8:19 9:6 10:21 11:19 13:17 14:6,9 15:13 16:3,7,8,9 17:11,14 20:11 20:20 21:1 23:16,19,24,25 24:3,5,6 25:3 25:14 26:9,10 26:13 27:17,21 30:15,21 31:11 31:14,23,25 32:12,21,25 33:4 34:5,15 34:18,21 35:1 35:7,16,18,25 36:8,13,18,24 37:4,8,12 38:4 38:9,17 39:7 39:14 40:18 42:18 43:13,14 43:16,21,25 45:6,20 46:4 46:10,13
Commissioners 1:1 3:9 5:1 6:7 8:24 27:6 34:13 38:19 44:20 45:3 46:19
committed 29:8 29:9
Communicati... 1:25
company 8:6 17:12
comparable 15:21
compared 4:12 4:13 5:3
complement 8:9
completed 37:25
comprise 47:15
concept 30:9
concern 31:20
concluded 47:3
concrete 12:6
confident 3:17 44:24
consensus 45:9 45:11,16
conservative 31:17 43:10
consider 17:25 18:2 20:8
consideration 35:14
considered 10:23 12:3
constant 7:24
continue 44:25
contract 29:15 29:17 30:14 32:17 37:23,24 38:2,5
contractual 32:8
Contractually 32:8
contribution 13:12 14:4,13 15:8 23:3
control 39:21
correct 10:4,7 17:23 21:12,14 34:3 37:13 40:14 43:19,20 47:15
cost 4:2,4 7:8 39:17
costly 8:1
Counsel 2:23
County 15:20,24 17:6 47:9
County's 43:2
couple 3:21 12:18
course 3:8 7:20 27:6
cover 5:14 13:4 29:10,25
coverage 12:13 12:20,21 13:23 13:23 14:12,23 15:1 18:11,11 18:20 20:5
covered 15:23 15:24 20:17
covering 39:25
credit 23:5
criteria 13:16
cruise 27:25 28:7,17,18,20 33:16,21
current 19:5,12
currently 7:5,12
cut 39:9
cycle 3:15

D

dais 4:9
day 25:19 30:1,3 38:20 39:23 47:19
deal 17:10
dealing 33:1
decide 14:1,24
decided 17:9 26:6
decision 6:19 24:12 26:23
decrease 35:23 36:3,22
definitely 15:16
demanding 38:21
Department 15:19,24 20:16
depend 13:20
dependent 12:13
dependents 13:23
depending 14:1 18:9
depends 13:22 14:20 44:19
Deputy 1:21
desire 24:4
determine 19:10 20:2
determining 20:3
Development 1:24 28:3
difference 5:2 6:25 9:16,18 9:24 10:2,16 22:4,10 29:5 33:25 35:3

44:9,10,13,14
differential 29:3
difficulty 37:16
direct 18:3
direction 3:13 11:1,6 27:10
directly 35:10
Director 1:21,22 1:23,24 2:20 2:22 3:6 4:10 5:20,25 6:4,6 6:17,20,22 7:2 8:18,23 9:13 9:20,22 10:4,7 10:10,18,25 11:5 12:4 14:10 16:13,16 16:19,24 17:5 17:13 25:20,23 26:7,12,16,19 26:24 27:5,17 27:23 28:13 31:4,7,13 32:5 32:7,13 33:3,6 34:10,16,20,24 35:5 37:2,14 38:6,13,18,25 39:10 40:11,14 40:21,24 41:8 41:20 42:1,5,7 42:10 43:20 44:11,16 46:1 46:6
Director/CFO 1:21
disappear 29:14 30:13,14 32:16
disappearing 32:10
discuss 42:7 46:13
discussed 42:2
distribute 27:1
District 1:2,24
divorce 15:3 21:14
dockage 34:21 35:3,18
document 13:1 20:7
documentation 18:18
documents 20:21
doing 11:2 16:11 20:15 41:6 43:2
dollar 14:6,7
dollars 8:22 9:11 14:16,18 34:22
double 40:9
downside 16:10

E

E 47:5,5
earlier 40:2
East 1:10 2:2
easy 18:19
editorial 33:7
educate 18:23
education 19:23
effect 24:17
effort 46:21
eight 29:16
Eighty-five 7:1
either 19:22 20:10 30:8 32:18,19
employee 7:17 7:22,22,23,23 11:23 12:14,16 12:20 13:2 14:2,19,23 15:1,2,4,6,18 19:23 20:1 21:15 23:3 28:1 37:18
employee/child 13:24
employee/spo... 13:24
employees 7:5 7:21,21 13:9 14:4 15:17 18:8,24 20:13 21:5 22:12,15 22:17 42:24 43:22
employer 13:11 14:3 15:8 18:16
employer's 15:1 18:17,18 20:2
employer/Port's 14:13
engineer 1:22 37:18
Enright 1:18 2:9 4:8 6:14,18,21 9:14,21,24 10:2,5,8,11,19 11:8,17 12:7 15:11 16:8 17:14 19:2 21:6,17,20,25 22:2,10,13,17 22:22 23:12,18 23:23 24:8,15 25:4,7,9,13,16 25:22 26:14,17 26:21 27:2,16 30:16 31:24 32:6,23 33:14 33:19,24 34:6 34:12 39:14 40:19,23 41:1 41:9,16,19,21 41:25 42:4,6,9 42:17 43:13 44:3,13,18 45:7,15 46:16 46:19
enrolled 13:8
entering 3:10
entities 12:18
equal 28:4
equals 7:8,17
equation 5:18
especially 12:13
essence 5:17 21:21
essential 12:21 18:11,20 20:4
essentially 5:21
estimated 30:4
et 43:4
event 17:2,3,19 23:11
events 14:22 15:3
eventually 33:15
Everglades 39:3
everybody 27:1
exact 9:18 14:20
exactly 3:12 9:14 11:2 16:7 22:25 29:19
example 14:23
exchanging 3:12
excuse 30:7
executive 1:21 2:20,22 3:6 4:10 5:20,25 6:4,6,17,20,22 7:2 8:18,23 9:13,20,22 10:4,7,10,18 10:25 11:5 12:4 14:10 16:13,16,19,24 17:5,13 25:20 25:23 26:7,12 26:16,19,24 27:5,17,23 28:13 31:4,7 31:13 32:5,7 32:13 33:3,6 34:10,16,20,24 35:5 37:2,14 38:6,13,18,25 39:10 40:11,14 40:21,24 41:8 41:20 42:1,5,7 42:10 43:20 44:11,16 46:1 46:4,6,14
expect 40:3
expected 29:20 31:21
expended 8:2,3
expending 4:20
expense 8:4 27:19,24 28:1
expenses 5:15 27:22 29:11 32:9
experience 17:3
explain 5:9 7:18 18:25 20:14
extermination 41:22

F

F 47:5
fact 8:7 16:22 19:18 37:11
fair 18:1 20:12 23:25 24:20,21
families 8:8
family 11:20 13:22,23 14:12 19:14 25:24,25 26:1
far 3:23
favor 45:3
federal 15:5 16:25
feel 44:24
feeling 43:5
fees 27:7 40:3 43:8 45:18
fellow 44:19 45:2
felt 35:11 44:8 44:19
festival 26:20
FICA 6:11
find 42:21 44:9
finding 26:25

fine 8:18
first 5:12 29:5 31:25 39:16 44:5 46:24
fiscal 5:13 35:2 35:15
five 6:8,9,13 7:9 8:20 9:5,10 28:2 42:21 43:1,22,23 44:4,5,14,14 44:25 45:3,12 45:14
flat 35:22
Florida 1:10 2:3 33:9 35:9 36:22 47:8
folder 28:25
following 2:1 3:19 46:2
foolishness 42:20
forecast 5:1
forecasting 4:16 4:19 36:9
foregoing 47:13 47:15
forget 38:22
forgotten 5:10
former 37:18
forward 35:25 36:9 41:2
four 7:9 16:20 39:18,24
front 28:25
FRS 6:11
full 8:9,9 16:9
fully 43:22
funds 34:8
FY 5:1 35:8,8

G

gee 32:2
Gehring 12:9,9 12:10 13:20 14:8,11,18 16:15,18,22 17:2,23 18:6 19:15 20:19,25 21:15,19,23 22:1,9,11,14 22:20,23 24:18 24:21,25 25:11 25:18 26:5 27:4
general 4:5 24:3
generate 33:11
generating 29:20
generous 43:2
getting 3:12 8:15 18:15 19:20 39:1 41:12
give 14:2,23,24 15:6 23:1 25:3 34:3,6 36:13 37:22 43:1 45:17
giving 9:10,11 17:16
glad 46:21
glares 4:22
go 3:5,18 4:10 4:15,16,19,24 5:3,23 6:15,21 6:23 11:7 19:10 20:1 23:6 24:10,17 30:4,16 34:16 38:1 39:2,15
goes 4:6 7:15 15:1,10 29:16
going 4:14,21 5:16 7:13 8:3 8:21 9:9 10:6 11:18 14:2 18:14,23 20:12 20:18,20,24 22:7 26:2,4 27:10,19 28:8 30:11 31:15,22 34:7,22,24 35:25 36:9 37:21 38:7 41:21 42:12,16 42:19 43:9,12 43:21 44:1 45:24 46:25
good 3:9 6:5 12:9 16:5 23:14 33:13,13 46:20
Gotcha 10:14
great 23:3 26:11
Greg 38:12,14
Gregory 2:23
group 13:7
guarantee 37:9 37:17,22,23
guess 11:25 13:19 21:6 23:12 46:23

H

half 28:10,12 36:19
hand 22:21,24 47:19
hang 28:15
happen 8:5 12:7 15:9 23:21
happened 8:5 42:13
happening 29:19
happens 32:2 44:22
happy 28:14 39:6
hats 28:15
head 27:18
health 7:14 8:21 8:25 9:11,17 16:21 17:11 18:1,13,13 20:12 23:25 24:16,20,21 42:25
Healthcare 11:13 13:6
heard 16:10
hearing 24:6
held 30:10
help 20:3 29:12
hereinabove 2:5
hereunto 47:18
Hern 1:23 31:1 38:24 39:6 41:24
hey 21:9,20
high 27:22 31:9
higher 35:10 40:4 41:24 44:21
hit 5:23,25 27:18 31:15 35:12 44:23
hold 35:22
hope 4:3 40:11 45:2
hopefully 34:2 40:9
hoping 37:24
Host 36:3
hour 3:23
hourly 39:20
household 7:25
Howard 1:24 2:9,11,13,16 2:18,20,23,25
HR 18:12
hundred 7:9
husband 15:19 20:15 21:9,18 21:23 24:2

I

idea 11:23 27:11 30:25 46:20
ideas 3:12 11:6
immediately 5:4 32:9
implement 19:11
important 44:1
impossible 20:10
incentive 23:2,5
incentives 29:14 30:13,14 44:7
incidentals 5:21
include 27:8 40:4
included 30:5 41:14,17
includes 8:9
including 13:6
income 3:24 4:6 43:7
increase 4:16,18 4:23 5:19 6:9 6:12 7:14 8:20 27:21,24 30:6 42:19
increased 4:5 29:25 30:1 42:25
increases 29:15
incremental 8:4 29:10,21
individual 12:22 18:15
instance 14:11
insurance 4:5 7:12 8:1,6,25 9:17,20,21 10:3,12 11:22 12:2,10 15:20 17:8 28:2
insurances 34:1
insured 7:25
insuring 8:7
intended 33:20
intentions 33:22
interest 20:15
interested 18:8
irrelevant 38:11
IRS 13:13
Island 41:2,3

it'd 19:17 25:1
item 14:21 42:15
items 28:7

J

J 1:20
Jarra 1:24 35:6
Jean 1:18 2:9 22:7 31:23
Jeans 22:7
job 7:13 11:22 19:7
José 1:22
jump 37:15
jumping 9:8
jumps 37:5

K

Kaczwara 1:24 35:4,7,19 36:1 36:11,16,21,25 37:7,10,13 38:12
Karen 42:11
Katherine 1:19 2:13 10:20
keep 6:11 31:8 33:10 37:21 38:7
Ken 1:23 31:9 39:1
kicked 21:9
kicking 38:22
kids 11:21
kind 10:9,16 17:10 18:25 31:10 38:10
Klif 7:13 10:21 11:11,24 12:7 12:9 15:14 16:14 17:15 19:9 24:16 27:2
know 6:18 9:9 10:15 11:24 12:17,17 15:19 15:22 17:13 18:7 19:24 20:12 21:1 23:17 24:10,11 27:19 32:2,3 33:11 34:7 37:19 39:1,8 42:22 43:2 44:4,21 45:23 46:6,9
Kruger 47:12,24

L

L 1:18
Labor 25:19
largest 6:10
law 15:5
leaves 21:15 22:5
left 39:1
legal 12:15 19:20 22:24 27:7 40:3,6 45:18
let's 3:15 8:19 11:21 15:2 16:12 21:17 23:20,24 25:3 33:10 38:15
letter 37:18,20 38:9,12,14,15 39:5
line 13:1 28:6,18 33:5,16
lists 29:3
literally 32:9 39:1
litigation 27:8 43:8 46:10
little 3:14 10:13 11:13 15:9 19:23 24:9 41:24 44:7,8 46:23
locked 10:9
logistics 20:6
long-term 37:23
longer 38:2
look 9:18 15:25 16:12 18:3 20:1 23:14 29:13 39:3 41:2 42:23
looking 4:14 9:7 11:9 34:18 35:14
looks 23:3,3 43:16,17
losing 32:1
loss 17:18
lot 27:10 32:15 43:9,11
love 33:8 42:24
low 28:15 36:5
lower 10:13 36:9 36:14,16 43:4
lowered 35:17
lump 23:1

M

M 1:19,20
Madam 2:7 24:7 24:14 27:14 39:13
maintenance 30:1 32:10
Manager 1:25
Manuel 1:21 2:20
Marcus 42:11
marketing 29:14 30:13
married 19:6,13
math 25:24
McArthur 1:19 2:7,11,12 3:1,4 10:1 17:14,15 17:24 18:22 24:14,16,19,23 25:1,6,8 39:13 39:14,15 40:2 40:12,15 45:9 45:12,17,22 46:8,12,18
mean 6:1 8:12 9:12,21 12:3 14:7 17:25 18:4 20:12 24:11 31:20 38:4,11 39:8,9 41:4 43:5 44:6
meaning 12:12 12:25
means 18:24 32:22 33:1
meet 13:15 28:22 40:6
meeting 13:16 24:12 26:15,18 36:6 40:22 46:3
meets 18:19
member 11:20 26:1
memory 28:8
mention 14:14 14:21
mentioned 40:3
met 33:22
middle 19:17
Mike 35:11 36:8 36:13
million 3:25 4:23 7:15,16 8:21 9:11 29:16,16,18 30:12 33:21 34:22 43:18
mind 5:4 6:11 35:6 40:8
minimal 12:21 18:11 29:6
minimum 7:6 18:20 20:4 37:9
minus 5:21
minute 3:16 28:15
mix 7:24
modify 43:17
molasses 35:9 35:10 36:23
Monarch 38:24 38:25
money 4:20 9:10 10:24 12:1 15:7 16:6 21:13,22 22:6 22:16,18 26:23 27:15 29:10 34:9 41:9 43:11 45:16
moneys 9:16 46:14
monitor 3:19
monitors 3:20
month 5:14 25:25
months 5:12 15:2 16:19,20 17:8,19,20 35:14
motion 45:4
move 19:13 23:24 29:22
municipalities 43:3

N

nail 44:24
need 6:18 15:11 18:3 20:3 23:14,17 27:9 31:2 40:4,9 41:2 42:6 45:4 45:19
needs 30:2
negotiating 32:20
negotiation 39:21 40:1
net 3:24 4:6 30:5 43:7
never 38:4

nevertheless 37:21
new 4:6
night 30:3
non-individual 18:13
normally 10:6
note 3:14
noted 2:5
notes 47:16
notice 29:5
notified 38:14
number 4:11,12 5:6,9,9 6:7,10 6:24 7:15 9:3 12:24 14:20,25 37:5 40:8 41:5 42:8,21 45:18
numbers 3:21 3:22 4:15 26:25 30:7 31:8,9 35:12 36:9,14
numerous 15:14

O

objective 31:19
obligations 32:8
obviously 5:16 7:25 20:12 27:10 39:11 43:17
occur 8:9
October 24:17 24:18
offense 20:24
offer 15:16,21 22:11,13
oh 6:17 14:8 20:15
okay 6:2,3 8:18 10:5,19 14:17 20:18 23:23 25:25 26:10,13 31:6,18 32:5 33:1,19 34:12 34:12,20 37:6 41:1 45:8 46:16
once 15:6 37:25 39:3 42:7
ongoing 37:15
Operations 1:23
opinion 12:16 19:20 22:24 37:16
opposed 19:16
opt 11:23 12:15 13:23 14:4,24 17:7
opt-out 10:23 11:20 12:2,11 13:10,18 19:11 19:15 22:8
opting 13:11 22:5
option 10:23 11:20 12:2 13:2 19:25
options 18:25
opts 12:20 16:17
Original 35:9
originally 35:23
outstanding 7:13
overall 13:5,6,8 15:9 29:17
overnight 24:11 32:10

P

p.m 1:11,11 2:4 47:2
page 29:3
pages 47:15
paid 7:12
Palm 1:2,9 2:2 12:12 15:20,24 28:18,19 39:19 47:9
Parker 36:2
parking 4:4 30:13 33:12 39:17,19
part 31:11 35:7
participation 13:5 23:7
particular 3:15
particularly 33:9
partner 29:11
Paul 1:21 3:5 5:8,10 7:18 10:15 21:7 44:23
pay 12:14 17:17 23:1 26:2 28:9 39:20 41:12,21 43:21
paycheck 23:6
paying 22:6 42:24
Peanut 41:2,3
people 7:25 8:7 19:5,13 23:8
percent 4:17,22 6:8,10,13,16 6:23,24 7:14 8:20,24 9:5,11 11:15 13:7,8 28:2,23 30:17 30:20 31:15 42:20,21 43:1 43:22,24 44:4 44:6 45:1,3,13 45:14
percentage 36:18 45:18
perfect 24:1
period 17:17 23:1
perks 44:8
person 12:1 13:18 16:17 21:13 39:25 45:2
Peyton 1:19 2:11 22:25
Peyton's 19:24
phenomenal 9:2
picked 8:6
Picken 2:23
picture 42:15
pieces 23:13
place 10:14 17:7 22:3 47:14
placeholder 9:4
plan 12:25 13:1 15:4 17:4 18:13,14,17,18 19:5,19 20:7 21:24 23:4,6 24:17 25:24 28:22 30:20 33:22
planned 29:20 35:24
planning 1:22 35:22,23 43:18
play 6:11
please 3:20 4:2 23:20 28:6 30:6 35:5
pleasure 27:11
Pledge 3:2,3
plenty 33:7
plug 42:11
plus 8:21 44:18
point 19:4,24 22:24 32:17 34:11 40:5
pointed 21:4
policy 12:22 18:15 19:12 21:10,13
poor 17:8
pops 5:4
Port 1:2,9,22 2:2 2:23 11:24 12:1,12,22 17:18 18:7 21:12,21 22:6 22:22 26:1,2 28:18,19,21 33:11 39:3 40:1,16
Port's 21:24
ports 33:8,9
positions 39:19 39:22,23
positive 44:22
possible 23:21 27:8
possibly 3:23 31:13
potential 34:11
premium 7:14
preparation 20:9
prepared 40:13
present 3:7 31:17
presentation 39:11
presented 28:24
pretax 19:19
prior 13:4 35:14
probably 5:10 10:15,16 13:9 20:3
problem 9:6 13:9 16:21 24:8
proceedings 47:2,14,17
profit 34:2
program 18:23 19:11
projected 36:14
projecting 4:15 6:8
projections 9:8 44:23
proof 12:23 18:12
proposal 18:4 31:16
proposed 34:19
Proud 27:5
provide 33:7

42:13
provided 3:25 30:19
provision 12:11 19:15
prudent 42:25
public 46:24,25
pull 32:19
pulling 32:3
put 9:4 12:24 14:20 19:18 25:23 26:4 27:7,10

Q

qualify 15:8
qualifying 14:22 15:3 17:2,3,18 23:11
quarter 34:22
question 4:2 5:4 8:11 10:22 13:21,22 14:15 16:13 17:22 18:6,7 21:6 22:2,20,23 26:2 28:20 30:15 32:24 33:14 46:2
questions 3:7 8:13 15:5 34:13 40:19 46:16
quick 23:16 25:21
quorum 2:25

R

R 1:22 47:5
raise 7:6
raised 28:20
ramifications 18:21
rate 39:20
re-forecast 4:13 35:13,15,17 36:10,15
re-forecasted 35:21
ready 33:10
real 23:16 25:21
really 11:14 17:25 18:23 28:8 32:4,14 36:5
reason 3:14 16:4 17:5 35:8
recall 8:24 28:10
recap 42:13
received 17:20
recited 3:3
recognize 15:11
recommended 22:25 44:4 45:1
recoup 33:16
reduced 4:1,4 39:16
reduction 9:1
regardless 8:6
related 27:25 28:7 46:11
REMEMBER... 2:1
renewal 19:16 19:21,22,22
repairs 41:3
report 47:13
representation 40:6,16
represents 4:17
requirement 13:5
rescinded 38:12 38:14
respect 11:9
response 2:10 2:24
responses 4:23
retained 39:19
revenue 4:13,19 5:16,19 27:22 29:4,21 30:5 30:12 32:12,15 39:8
revenue-wise 28:7
revenues 33:11
revised 4:6,13 35:2,8
Richards 1:20 2:16,17 5:22 6:3,5 7:1 8:14 8:17 14:9 15:12 16:8,9 23:16,19,24 24:3,6 25:14 27:18,21 32:23 32:25 33:4 34:5,15,18,21 35:1,16,25 36:8,13,18,24 37:4,12 38:19 40:18 43:14,16 43:21,25 46:10 46:13
right 6:4 7:4 10:10 11:4 18:5 19:2,8 20:11,19,25 21:25 22:9,14 22:19,23 23:18 24:15 25:8,11 25:18 26:12 27:16,23,23 32:21 36:5 37:4 38:13,17 38:25 39:2,10 42:4,5,9 44:23
Riviera 1:10 2:3
roll 2:8
rough 30:7
roughly 30:6
rush 18:4 24:11

S

S 47:12,24
salaries 34:1
salary 6:7,9 7:8 42:19
save 14:19 16:5 21:12,22
saves 11:24 12:1
saving 10:24 26:4
savings 13:18 14:5 15:10 23:9 40:1
saying 9:9,12 21:7 22:4 33:15,17 37:22 42:2 46:15
says 5:5 13:1,14 15:18 22:24 31:9 38:10
School 43:3
screwed 8:16 32:4
Seaport 1:23
seat 4:8
second 6:14 21:7 28:1,17,20 29:7,18 30:1 30:10 32:1 33:18
Secretary/Tre... 1:19 2:13
Section 12:25 19:19
security 1:23 28:4 29:25 32:10
see 5:2 9:7,8,23 27:25 28:13,14 31:22 32:9 33:8 38:1 42:25
seeing 6:24 31:8 31:14
seen 3:21,23 4:12 35:19 44:20
Seminole 27:5
sense 19:16,17
sent 37:18
separate 21:14
September 3:17
session 40:25 46:5,14 47:1
set 47:18
Seven 36:4,25 37:8,16 38:5 38:21
she'll 20:13
Sheriff's 15:19 15:23 20:16
shifting 37:25
ship 28:17,20 29:1,4,9,9,18 30:10 32:1,15 33:8,12,18,21 39:2,2
ships 29:1,4 32:18,19
shot 25:3
show 20:17 29:22
showing 43:9
shows 28:25 29:7 35:2
side 3:14 4:19 39:23,24
significance 5:6
significant 5:7 11:14
similar 22:3 36:2
single 19:14
sir 36:17
sit 20:13 24:1
situation 21:11 36:2
six 7:14 8:25 17:8,19,20
slide 4:11 39:16
slides 34:17
small 7:3 27:19 27:21
smaller 38:1
software 28:4

Soler 1:22
somebody 17:16 18:14
someplace 41:10
soon 36:7
sorry 7:10 10:19 13:3 14:8 24:22 26:16 36:1,11
sort 31:8
speak 46:19
special 40:25
spent 29:23
split 21:20
spoken 15:13
spouse 7:22,23 7:23 20:2,21
spouse's 18:16
Sr 1:23,24
staff 3:7 18:7 23:20 24:10
stand 3:2
stands 7:19
Star 36:4,25 37:8,16 38:5 38:21 39:2
start 8:12 26:25 37:25
STATE 47:8
stated 47:14
status 7:17 19:5
stay 11:12
stayed 23:9
stenotype 47:16
stipend 12:14 14:1,25 17:21 22:11,13 26:3
Street 1:10 2:3
strong 13:11
stubborn 38:19
study 19:10
stuff 22:8
sugar 35:9,10 36:22
suggested 45:22
suggests 31:9
sum 23:1
summary 42:13
summer 31:12 39:2
support 43:22 45:12
supported 44:25 46:21
sure 6:22 15:23 23:7 32:7
Susan 47:12,24
swag 11:25

T

T 36:2 47:5,5
table 32:20
take 12:1 20:24 23:5,14 24:9 34:3,6 44:1
taken 3:15 5:17 47:16
talk 9:16 11:11 45:24 46:2
talked 10:14,21 12:5
talking 11:19 25:14 45:15
tap 28:8
tariff 37:12
tell 6:15 14:9,10 34:9 36:22
tenant 5:2
term 38:2
termite 41:6
terms 36:21
thank 3:1 9:15 26:11 27:2,2,4 31:18 34:12 37:6 40:2 43:15 46:22
thing 13:3 14:14 14:22 18:25 25:21 36:2 42:6 43:11
things 15:9 39:15 43:17
think 12:5 15:14 15:15,25 16:3 19:9 21:1,3 23:13,14 24:6 40:4,23 41:1,2 41:4 42:18 43:1,7,12,23 44:9 45:10 46:8
thinking 23:12 41:10 44:22
thirteen 7:9
thought 45:20 46:20
thousand 7:9,9
thousands 14:16 14:18
three 5:12 6:15 6:22,23 9:3 11:21 16:1,19 23:8 29:13 39:25 42:20 43:1,4 44:14 45:21,23
throwing 14:25
Thursday 1:8 2:3 25:7,18,19
tier 13:22
tight 25:1
till 8:12
time 19:12,16,21 19:21 21:8 24:9 28:24 38:23 44:6 46:24 47:14
timeframe 31:2
times 14:13 15:14 39:24,25
today 23:22 24:12,22 25:5 25:7,16 42:12
told 44:10
total 6:8,12 27:24
totally 19:24
tough 38:3
traffic 39:20
transcription 47:16
treatment 41:6
triple 40:9
true 47:15
Trust 25:6
try 12:11 28:21
trying 34:9
turn 5:8 29:2
two 12:24 15:1 16:1 22:7 23:8 24:22 25:4,13 25:16 28:11 29:1,4,8 32:18 32:18 39:15,22 39:23

U

U.S 39:23,24
ultimately 26:22
understand 22:4 31:20
understanding 10:11 11:10,12
unforeseen 41:11
unfortunately 42:22
United 11:12 13:6 16:21,22
updated 3:22
use 9:19 40:10

V

vacancies 7:21 8:8
valid 13:7
validity 38:15
vary 14:2
varying 13:25
Venice 1:24
verify 18:19 24:13
versus 6:12 8:2 13:24,24 29:1 35:2
vessels 35:20 36:4,4,25 38:1 38:24
Vice 1:19 2:7,11 2:12 3:1,4 10:1 17:15,24 18:22 24:14,16,19,23 25:1,6,8 39:13 39:15 40:2,12 40:15 45:9,12 45:17,22 46:8 46:12,18
vote 45:3,7

W

W 1:19
wait 8:12 42:14
waivers 13:7
Waldron 1:19 2:14,15 10:21 11:4,16,19 13:17 14:6,17 16:2,5 17:1,11 21:3 22:15,19 26:10 30:15,17 30:21 31:6,11 31:14,18 40:20 41:14,17 43:23 45:5,10,14,20 45:24 46:4
want 3:5,5 5:22 5:23 6:21 11:2 11:8,11 14:20 16:20 18:4 19:1,1,11,21 20:8 23:20 27:11 34:16 37:15 40:7 44:3 45:5
wanted 12:12 13:4 28:19 34:7
wants 42:12
warm 17:10,12
wash 32:15 34:1

wasn't 17:9
water 4:2 30:4 32:11
way 5:3 6:21 10:23 11:7 16:5 20:10 28:14 30:8 42:16
Wayne 1:20 2:16
we'll 20:22 26:8 27:25 34:1 38:1 41:11 42:8,10,15 43:17
we're 3:17 4:15 9:9,10,11 10:9 11:6 18:23 20:17,23 27:10 30:11 31:20,21 31:25 32:3,4 32:19 33:1 35:20,21,22 37:24 41:5,10 41:21 42:16 43:5,9,18,21 44:1,22 45:15 46:23,25
we've 3:16 4:4 9:2 10:23 29:25 30:3,5 39:12
week 24:21 31:2 31:10 39:24,25
weekend 31:10
weekends 31:1
weeks 18:1 24:22 25:5,13 25:16
welcome 17:10 17:12 37:7
went 10:12 11:17 28:2,3
west 33:9 39:22 39:24
wharfage 34:21 35:1
WHEREOF 47:18
wife 19:7 21:10
wife's 17:8
willing 26:3 28:21
windfall 43:5
wit 2:5
WITNESS 47:18
wonder 31:8
word 20:24
words 40:24
work 21:2 23:21 26:8 29:11 31:3 47:1
worked 17:6
working 32:3
works 15:19 20:16 24:2
workshop 1:3 2:2 3:11,11 11:6 26:21,21 45:6,8
worth 8:4 17:20
wouldn't 13:10 20:4 21:21
writing 12:17 38:8

X

Y

yacht 36:4
year 3:19 4:14 4:21 7:20 8:10 9:2,10,18 10:3 10:13 11:3,18 14:19 17:1,17 17:25 18:2,4 19:6,12,17 20:8,9 21:4 23:10 28:10,12 29:5,7,13,15 29:19 31:25 32:16 33:17,21 35:2,13,15 40:4 43:6,12 43:12 44:24
year's 3:10 10:3
years 3:11 9:3 12:4 28:11 29:8,17 44:5
yesterday 10:22 27:18

Z

Zally 35:11 36:8 36:13
zero 5:7 16:1
Zielinski 1:21 5:12 7:20 19:3 19:4 28:9,12 28:17 30:19,23 31:16,19 32:14 32:22 33:17,20 34:4,25 39:18

0

1

1 7:15 39:23,24
1,000 11:24 14:24 17:16 22:16 41:7
1,097 7:15
1,097,000 25:24
1,200,000 33:15 33:25 34:8
1,500 15:22
1.1 7:16
1.2 4:23
10,000 30:7
10.675 4:21
100,000 30:2,4
105,000 5:14
11.3 4:22
11th 1:10 2:2
12 8:24 14:13
125 12:25 19:19
130,000 29:6
14 7:5
148,000 10:2
15,000 30:7
150,000 10:1 27:7
16 1:8 2:3
160,000 28:3
17 9:7 27:9 37:25 42:23
178,000 37:1
18 5:16 8:2,8 9:7 35:2,8,24 36:10,15,16 42:23
18,000 11:25
18.4 4:15
183,000 35:3
19 5:16 8:3,9 9:7 33:16 35:2,8 35:21 36:14
19.04 4:16
191,000 6:13
1st 24:17,18

2

2 33:21 43:18
2,000 7:6,8 41:7 41:12,12,22
2,300,000 27:24
2,359,000 4:7
2.171 3:25
2.4 34:22
2.5 29:16,16 30:12
20 25:24
20,000 39:16 40:1
200,000 36:3
2018 1:8 2:4 4:13 5:3,13,13 6:7,12,23 47:19
2019 5:1,3 6:12 6:23 28:15 30:10 31:21 33:1 39:9 42:22
2020 28:16 30:11 31:21
21,000 25:25
22 29:18
22,000 25:25
23 11:22
240,000 34:25
24th 47:19
268,000 36:23
28th 24:23 25:4 26:22

3

3.2 4:17
3.59 6:8
3.7 6:9,25
3.785 6:24
3:02 1:11 2:4
3:50 1:11 47:2
30 44:11
30,000 9:17 44:15
30th 25:9,10,12 25:13,17,19
315 5:20
315,000 5:15,17
339,000 5:6
340 5:21

4

4,513 7:10
40 9:17
425 29:25

5

5,000 32:1
50 13:7,8 20:13 21:4
53,000 39:9

6

60 9:25 28:23
60,000 28:4
600,000 4:17 29:15 30:11
625,000 27:25 29:21 30:6

63,000 35:2
640,000 29:8
65 30:17,20
31:15,17

7

70 31:16
75,000 28:5

8

80 44:10,18,18
80,000 28:3
44:17
800,000 34:2
85,000 7:2
88,000 7:17,19
8:4,5

9

9.4 4:21
900,000 5:18
949 7:15
949,000 7:12