

**RESOLUTION 20-48 - AUTHORIZING AUTHORITY EXPENDITURES
PURSUANT TO RESOLUTION 01-84 FOR THE PERIOD, JANUARY 1, 2021 THROUGH
DECEMBER 31, 2021**

WHEREAS, The Delaware River and Bay Authority (the “Authority”) adopted Resolution 01-84 requiring Commissioner review and approval of all Authority expenditures in excess of \$25,000; and

WHEREAS, the Authority anticipates expenditures at or over the \$25,000 amount to the following vendors:

DELAWARE RIVER & BAY AUTHORITY
VENDORS PROJECTED TO BE PAID OVER \$25,000
FOR THE PERIOD 1/1/21 THROUGH 12/31/21

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|---|---|-----------------------|---------------------|
| Adelte Ports and Maritime | Passenger Loader Tubes Maintenance Program at CMLF | Proprietary | \$45,000 |
| Advantech Inc. | Replacement Video Management System | State Contract | \$150,000 |
| Allied Beverage | Wine and Spirits for CMLF | Sole Source | \$45,000 |
| American Bureau of Shipping | Vessel Inspections and Certifications | Sole Source | \$60,000 |
| AMSEC, LLC | Engineering Services for Vessel Improvements | Professional Service | \$50,000 |
| Art Guild, Inc. | Exhibit Booth and Related Services | Proprietary | \$45,000 |
| Assurance Media, LLC | Service and Equipment Installation for CCTV | State Contract | \$110,000 |
| AVAYA, Communications, Inc., c/o ConvergeOne | Authority-wide Phone System Service and Support | State Contract | \$120,000 |
| Beurteaux | Replacement Seating for CMLF Vessels | Sole Source | \$45,000 |
| Breakthru Beverage Delaware | Wine and Spirits for CMLF | Sole Source | \$30,000 |
| C.R. Cushing & Co., Inc. | Engineering Services for Vessel Improvements | Professional Service | \$50,000 |
| Canon Business Solutions, Inc. | Authority-wide Copier Leases | State Contract | \$60,000 |
| Cape Beverage Distributing | Wine and Spirits for CMLF | Sole Source | \$30,000 |
| CapitalSoft, Inc. | Annual Maintenance and Support for Project Management Software | Proprietary | \$95,000 |
| Carl King Energy | Gasoline and Diesel Fuel | State Contract | \$51,000 |
| Carus AB Ltd. | Maintenance and Support for CMLF Fare Collection and Reservation System | Proprietary | \$300,000 |
| Cato, Inc. | Diesel Fuel for DMB Vehicles and Equipment | State Contract | \$43,000 |

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|--|---|-------------------------|--------------|
| Chas. S. Winner, Inc. d/b/a, Winner Ford, Cherry Hill | Replacement Vehicles | State Contract | \$133,000 |
| Chemical Equipment Labs, Inc. | Deicing Rock Salt | State Contract | \$80,000 |
| Citrix Systems | Support for Netscaler Networking Equipment and Cloud File Share | Proprietary | \$40,000 |
| ClearBridge Media Consulting, d/b/a Imminent Communications & Marketing, LLC | Digital Marketing Campaign for MIV | Professional Service | \$49,000 |
| CNI Sales, Inc. | Annual Maintenance and Equipment Costs for Wi-Fi | State Contract | \$26,000 |
| Coca-Cola Company | Fountain and Bottled Soda and Beverages for CMLF | Sole Source | \$115,000 |
| Collins + Co. | Public Relations Services for DRBA and CMLF | Professional Service | \$28,000 |
| Convention News Company, Inc. | Airport Advertising Services | Sole Source | \$35,000 |
| Council Fire | Economic Consulting Services for CMLF Development Projects | Professional Service | \$48,000 |
| CTM Media Group | CMLF Brochure Placement & Distribution | Proprietary | \$30,000 |
| Customers by Design | Market Research, Focus Groups, Satisfaction Surveys | Professional Service | \$40,000 |
| Daktronics | Electronic Message Signage | Proprietary | \$40,000 |
| Deardorff Associates | Media and Brand Strategy and Creative Services at Airports | Professional Service | \$49,000 |
| Delaware Business Systems | Annual Maintenance and Equipment for Point-of-Sale System at CMLF Terminals | Proprietary | \$70,000 |
| Delmarva Communications, Inc. | Police Vehicle Emergency Equipment | State Contract | \$40,000 |
| Diedrich RPM | CMLF Digital Display Ads and Search Engine Marketing | Professional Service | \$38,000 |
| Downstream Aviation, LP d/b/a Epic Aviation, LLC | Avgas for Resale at 33N | Quotes | \$50,000 |
| Dryden Diving | UWILD Hull Inspections at CMLF | Quotes | \$28,000 |
| Duramax Marine, LLC | Cutlass Bearings and Keel Coolers | Proprietary | \$48,000 |
| DVL Group, Inc. | Uninterruptible Power Systems (UPS) Services and Replacements | Professional Service | \$55,000 |
| Eastern Salt Company | Deicing Rock Salt | State Contract | \$30,000 |

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|--|---|----------------------|--------------|
| Elliott Bay Design Group | Engineering Services for Vessel Improvements | Professional Service | \$50,000 |
| eMaint | Annual Licenses, Maintenance and Support for CMMS System | Proprietary | \$50,000 |
| Emergency Accessories & Installation, Inc. (EAI) | Emergency Lights and Equipment for Police Vehicles | State Contract | \$50,000 |
| Emory Hill Real Estate Services, Inc. | Property Management Services for Salem Business Centre | Professional Service | \$30,000 |
| Fairbanks Morse, LLC, a subsidiary of EnPro Industries, Inc. | Replacement Parts for CMLF Vessels | Proprietary | \$750,000 |
| Fedway Associates, Inc. | Wine and Spirits for CMLF | Sole Source | \$70,000 |
| Foley Caterpillar | Auxiliary Engine Parts, Repairs and Rental Units | Sole Source | \$35,000 |
| Frank Mazza & Sons, Inc. | Commercial Flooring Installation and Repairs | State Contract | \$75,000 |
| Gallo Wines | Wine and Spirits for CMLF | Sole Source | \$26,000 |
| Glosten Associates, Inc. | Peer Review of Propulsion Design Study for Vessel Repowers | Professional Service | \$30,000 |
| Gourmet Kitchen, Inc. | Exclusive Food Products at CMLF | Sole Source | \$45,000 |
| Gov Connections, Inc. | Microsoft Enterprise and other Software Licensing | Proprietary | \$140,000 |
| Harrison Beverages | Beer Distributor | Sole Source | \$35,000 |
| Hartford Computer Government, Inc. (HCGI) | Desktop and Laptop Computers at Various DRBA Locations | State Contract | \$150,000 |
| Heritage-Crystal Clean | Hazardous Waste Management | Quotes | \$25,000 |
| Hertrich Fleet Services, Inc. | Replacement Police Vehicles | State Contract | \$220,000 |
| Home Depot Pro Institutional | Janitorial and Cleaning Supplies for Vessels and Terminals | State Contract | \$38,000 |
| Douglas Christopher Banez d/b/a Hubpoint Strategic Advisors | Professional Air Service Development Consulting at ILG | Professional Service | \$35,000 |
| Imtra | Watertight Doors for CMLF Vessels | Quotes | \$48,000 |
| Jack N' Jill D.S.D | Ice Cream and Frozen Novelties at CMLF | Sole Source | \$26,000 |
| Jackson Cross Partners | Real Estate Brokerage Services | Professional Service | \$25,000 |
| Johnson & Towers, Inc. | Replacement Parts for Vessel Generators | Proprietary | \$45,000 |
| Johnson Controls HVAC | HVAC System Installation, Maintenance and Parts for Building Automation System Authority-wide | Proprietary | \$100,000 |
| Kapsch TrafficCom IVHS, Inc. | Annual Service, Support and Traffic Automation System for Traffic Management System | Proprietary | \$400,000 |

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|--|---|----------------------|--------------|
| Kent Oil Co. | Avgas for Resale at 33N | Quotes | \$50,000 |
| Klenzoid | Authority-Wide Water Treatment | Quotes | \$30,000 |
| Knotts Company | Vessel Sanitary Systems Parts and Service | Proprietary | \$45,000 |
| Kramer Beverage Co. | Wine and Spirits for CMLF | Sole Source | \$50,000 |
| Kronos | Software Licensing and Maintenance for Time and Attendance System | Proprietary | \$85,000 |
| Lands' End | DRBA Logo'd Attire | Quotes | \$49,000 |
| Lawmen Supply Company | Ammunition, Targets and Body Armor | State Contract | \$60,000 |
| Lionetti Associates, d/b/a Lorco Petroleum Services | Petroleum Recycling Services and Oil Filters at CMLF | Quotes | \$45,000 |
| Lufkin Power Transmission | Spare Reduction Gear Parts and Service for M/V Delaware | Sole Source | \$35,000 |
| Marine Safety Corporation d/b/a Sea Safety Services, Inc. | Vessel Life Raft Inspections | Proprietary | \$240,000 |
| Maritime Institute of Technology and Graduate Studies (MITAGS) | CMLF Employee Maritime Training | Professional Service | \$43,000 |
| Merchology | DRBA Logo'd Attire | Quotes | \$49,000 |
| MERE M-PACT Solutions, LLC | Maritime Emergency Response Training | Professional Service | \$45,000 |
| Miles Partnership, LLC | CMLF Website Maintenance | Professional Service | \$42,000 |
| Miller Environmental Group, Inc. | Hazardous Waste Management | Quotes | \$25,000 |
| Motorola Solutions | Radio Maintenance and Equipment | State Contract | \$72,000 |
| MTM Technologies | Annual Maintenance and Support for Network Hardware and Systems | State Contract | \$800,000 |
| mXtr Automation, Inc. | Setup and Implementation of SharpSpring Tracking | Professional Service | \$30,000 |
| Network Fleet, Inc. | Authority-wide Wireless Fleet Management Services | State Contract | \$55,000 |
| Norfolk Bearing and Supply | Replacement Bearings for Vessels | Quotes | \$40,000 |
| Northrop Grumman Sperry Marine | Electronics for CMLF Vessels | Proprietary | \$48,000 |
| Northstar Environmental Group | Hazardous Waste Management | Quotes | \$25,000 |
| OmniThruster, Inc. | Maneuvering and Propulsion System Parts for CMLF | | |
| Oracle America, Inc. | Annual Maintenance and Support for Oracle Databases | Sole Source | \$47,000 |
| Palfinger Marine USA Inc. | Inspections, Service and Parts for Rescue Boat Davits | Proprietary | \$48,000 |
| Parker and Partners Marketing Resources, LLC | CMLF Marketing Consulting Services | Professional Service | \$39,000 |
| ParsonsKellogg | DRBA Logo'd Attire | Quotes | \$49,000 |
| Pedroni Fuel Co. | Unleaded Gasoline for CMLF Vehicles and Equipment | State Contract | \$27,000 |

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|--|---|----------------------|--------------|
| Penn Jersey Paper Company | Food Service Items, Disposable Paper and Plastic Items at CMLF | State Contract | \$48,000 |
| PetroChoice | Vessel Lube Oil | Quotes | \$49,000 |
| Pivot Occupational Health | Occupational Health Services | State Contract | \$30,000 |
| Randive | UWILD Hull Inspections at CMLF | Quotes | \$45,000 |
| Ransome CAT | CMLF Bow Thruster Engine and Generator Parts and Service | Proprietary | \$35,000 |
| Reeves McEwing LLP | Specialized Legal Services | Committee Waiver | \$51,000 |
| REVPAR International | Hospitality and Asset Management Consultant for CMLF | Professional Service | \$40,000 |
| Riggins, Inc. | Gasoline and Diesel Fuel | State Contract | \$194,000 |
| Rowland Company | Replacement Bearings and Clutches for Vessels | Sole Source | \$45,000 |
| Rubrik | Support for Rubrik Cloud Backup Storage | Proprietary | \$35,000 |
| Saf-Gard Safety Shoe Co. | Safety Shoes | State Contract | \$25,000 |
| Ships Machinery International, Inc. | Maneuvering and Propulsion Systems Parts for CMLF | Proprietary | \$50,000 |
| Siemens Building Technologies | Fire Detection System Installation and Support | Proprietary | \$150,000 |
| Slice Communications | Digital Marketing Services for Employee/Applicant Surveys | Professional Service | \$45,000 |
| SolarWinds | Support for Authority-wide Network Monitoring System | Proprietary | \$26,000 |
| South Jersey Paper Products | Food Service Items, Disposable, Paper and Plastic at CMLF | State Contract | \$55,000 |
| Southern Glazer's Wine & Spirits of Delaware | Wine and Spirits for CMLF | Sole Source | \$35,000 |
| Star Building Services, Inc. | Janitorial Services at IILG and 33N | Quotes | \$32,000 |
| Steimling & Son, Inc. | Reconditioning of M/V Cape Henlopen Main Shafts, Rudders, Bearings and Sleeves | Sole Source | \$37,000 |
| TIMCO Industries, Inc. | Spare Control Parts and Service for M/V Delaware | Proprietary | \$26,000 |
| Titan Aviation Fuels, Inc. | Avgas for Resale at 33N | Quotes | \$50,000 |
| Trellist, Inc. | Digital Marketing at CMLF and Customer email Program at ILG | Professional Service | \$34,000 |
| TRGroup, Inc. | Upgrade CMLF Vessel Wi-Fi | Proprietary | \$30,000 |
| TRMI | Toll Lane Treadles | Proprietary | \$50,000 |
| Tyler Technologies | Maintenance and Support for Finance and Human Resources ERP Systems and Police CAD System | Proprietary | \$200,000 |

| VENDOR | PURCHASE DESCRIPTION | CLASSIFICATION | ESTIMATED \$ |
|------------------------------|--|-----------------------|---------------------|
| UniFirst Corporation | New and Replacement Employee Uniforms | Cooperative Contract | \$45,000 |
| United Electric Supply Co. | Various Electrical Supplies for All Facilities | State Contract | \$200,000 |
| USI Insurance Services, LLC | Authority-wide Insurance Brokerage and Consulting Services | Committee Waiver | \$308,000 |
| Vane Brothers Co. | Vessel Lube Oil | Quotes | \$49,000 |
| VATv Network | Video Production Services for CMLF and DRBA | Professional Service | \$45,000 |
| Veolia North America | Hazardous Waste Management | Quotes | \$25,000 |
| W&O Supply, Inc. | Low-smoke Thermoplastic Piping, Valves and Strainers for Vessels | Sole Source | \$28,000 |
| W.B. Mason | Office Supplies and Printer Toner | State Contract | \$35,000 |
| W.W. Grainger, Inc. | Industrial Supplies, Equipment and Maintenance | State Contract | \$25,000 |
| Waste Management | Refuse Removal Services | State Contract | \$135,000 |
| WatchGuard | Police In-Car Video Management System | Proprietary | \$325,000 |
| Wayman Fire Protection, Inc. | Fire Alarm Monitoring, Inspection and System Installations (Electronics) | Proprietary | \$150,000 |
| Yardi Systems, Inc. | Property Management Software | Proprietary | \$49,000 |

NOW, THEREFORE, BE IT RESOLVED, that the Authority authorizes expenditures to the above-listed vendors for the described purposes and authorizes payment.

Resolution 20-48 Executive Summary Sheet

Resolution: Authorizing Authority Expenditures Pursuant to Resolution 01-84 for the period January 1, 2021 through December 31, 2021.

Committee: Budget & Finance

Committee and Board Date: December 15, 2020

Purpose of Resolution:

Authorizes expenditures of \$25,000 or greater with the identified vendors during the 2021 calendar year.

Background for Resolution:

The proposed Resolution meets the requirements of Resolution 01-84, whereby the Authority shall not enter into any contract committing the Authority to spend or make any other expenditures relating to services, material and supplies in the amount of \$25,000 or more unless it has first been approved by a vote of Commissioners.

Purchase Detail:

Adelte Ports and Maritime: Passenger Loader Tubes Maintenance Program at CMLF

The Authority entered into a service agreement for annual preventative maintenance training when it purchased the Adelte passenger boarding bridges located at the CMLF Terminals. As the original equipment manufacturer, Adelte technicians make several visits to train Authority staff on proper inspection, testing and lubrication of the system's mechanical, electrical and control equipment.

Advantech Inc.: Replacement Video Management System

The Authority will be utilizing Advantech to begin replacement of the current Video Management System (VMS). Advantech sells and supports Milestone Systems, the new VMS manufacturer selected by the Authority, and will provide integration and implementation of the new VMS in accordance with the prices of their competitively-bid state contract for Building Access Security Services (*GSS 19599-BLDG_SECURE*).

Allied Beverage: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Allied Beverage Distributors for its Cape May terminal food operations. Allied Beverage holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

American Bureau of Shipping: Vessel Inspections and Certifications

The American Bureau of Shipping (ABS) is the sole regulatory body authorized to perform inspections on vessels that are built according to ABS standards/classifications. All of the Authority's vessels were built to ABS standards and thus all are subject to ABS inspections and associated US Coast Guard regulations.

AMSEC, LLC: Engineering Services for Vessel Improvements

AMSEC, Elliott Bay Design Group and C.R. Cushing are each capable of providing various marine engineering and naval architect design and consulting services in support of the CMLF vessel improvements program and these vendors will be contacted for proposals as the need arises. Having each as an approved vendor will provide the latitude for the Authority to react quickly to fulfill the need for the aforementioned services.

Art Guild, Inc.: Exhibit Booth and Related Services

The Authority attends several aviation-related conferences to promote its airport facilities throughout the year. Art Guild was hired to design and build a professional exhibit booth for the Authority to use during such events. Art Guild stores our exhibit booth in the off-season and ships and assembles it to locations as requested by the Authority.

Assurance Media, LLC: Service and Equipment Installation for CCTV

As part of its Security Enhancement Program, the Authority continues to upgrade its closed-circuit television (CCTV) located throughout the facilities to improve surveillance and video streams, add network flexibility and provide enhanced features such as remote accessibility. The replacement equipment, professional services, and implementation will be purchased at prices matching Assurance Media's state contract to provide Building Access and Video Surveillance Systems, (*GSS19599-BLDG_SECURE*).

AVAYA, Communications, Inc., c/o ConvergeOne: Authority-wide Phone System Service and Support

The Authority purchases AVAYA enterprise phone system support from ConvergeOne for its on-premises phone system. Purchases are made via a local authorized dealer (ConvergeOne) at their state contract price (*T1316 - Telecommunications Equipment & Services, Contract No. 80802*).

Beurteaux: Replacement Seating for CMLF Vessels

The Authority utilized an open-competitive bid process to select a marine seating manufacturer to outfit CMLF vessels and purchases replacement seating from the original manufacturer on an as-needed basis, with the goal being to provide the same style of seats on all three vessels.

Breakthru Beverage Delaware: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Breakthru Beverage Delaware for its Lewes terminal food operations. Breakthru Beverage holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the Office of the Delaware Alcoholic Beverage Control Commissioner.

C.R. Cushing & Co., Inc.: Engineering Services for Vessel Improvements

C.R. Cushing, AMSEC and Elliott Bay Design Group are each capable of providing various marine engineering and naval architect design and consulting services in support of the CMLF vessel improvements program and these vendors will be contacted for proposals as the need arises. Having each as an approved vendor will provide the latitude for the Authority to react quickly to fulfill the need for the aforementioned services.

Canon Business Solution, Inc.: Authority-wide Copier Leases

Canon Business Solutions, Inc. is party to a state contract (*GSS19091*) to provide copier leases. This expenditure will cover the cost of all copier leases and supplies Authority-wide.

Cape Beverage Distributing: Wine and Spirits for CMLF

The Authority purchases beer and spirits through Cape Beverage Distributing for its Cape May terminal food operations. Cape Beverage Distributing holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

CapitalSoft, Inc.: Annual Maintenance and Support for Project Management Software

CapitalSoft is the proprietary vendor that developed the Authority's Project Management System (CapEx Manager). This expenditure is estimated to cover annual maintenance expenses as well as ongoing programming enhancements.

Carl King Energy: Gasoline and Diesel Fuel

The Authority stores and dispenses Gasoline and Diesel Fuel at its Delaware-based facilities for use in Authority-owned vehicles and equipment. The price per-gallon of gasoline and diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Carl King Energy is currently a party to a competitively-bid state contract to provide gasoline and diesel fuel to "A" tanks in Kent and Sussex Counties and "B" tanks in all counties (*GSS16002-GASOLINE and GSS16550-ULSD*).

Carus AB Ltd: Maintenance and Support for CMLF Fare Collection and Reservation System

Carus is the proprietary vendor that developed the Fare Collection and Reservation System for the Cape May-Lewes Ferry. This expenditure will cover the annual maintenance expense for this system as well as the purchase of additional modules.

Cato, Inc.: Diesel Fuel for DMB Vehicles and Equipment

The Authority stores and dispenses Diesel Fuel at the DMB Administrative Complex for use in Authority-owned vehicles and equipment. The price per-gallon for diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Cato, Inc. is currently a party to the lowest-priced state contract to provide diesel fuel to 5,000+ gallon tanks ("A" tanks) located within New Castle County (*GSS16550-ULSD*).

Chas. S. Winner, Inc. d/b/a, Winner Ford, Cherry Hill: Replacement Vehicles

The Authority is replacing three (3) F-350 pickup trucks that have exceeded their useful life, meet the Authority's vehicle replacement criteria, and are programmed into the Capital Equipment Replacement Plan. The trucks will be purchased via Winner Ford's competitively-bid state contract (*GSS19560 TRUCKS_VANS*) and the retired vehicles will be sold at public auction.

Chemical Equipment Labs, Inc.: Deicing Rock Salt

Chemical Equipment Labs has a state contract (*GSS19469*) to provide bulk rock salt. The Authority is responsible for the winter maintenance of 124 lane miles of roadway in New Castle County to keep the roads clear of ice and snow for the motoring public. This firm is one of the two suppliers under state contract from which the Authority requests quotes when in need of rock salt.

Citrix Systems: Support for Netscaler Networking Equipment and Cloud File Share

Citrix NetScaler is a proprietary hardware device utilized to provide load balancing and traffic management in order to accelerate performance. This purchase is for the Authority's annual maintenance contract with Citrix.

ClearBridge Media Consulting, d/b/a Imminent Communications & Marketing, LLC: Digital Marketing Campaign for MIV

ClearBridge Media Consulting was selected by the Cumberland County Improvement Authority (CCIA) for coordinated digital and video production. The Authority thus intends to engage the consultant to provide a digital marketing campaign for Millville Airport.

CNI Sales, Inc.: Annual Maintenance and Equipment Costs for Wi-Fi

The Authority has installed a fully managed Wi-Fi network at all sites to better service our internal and external customers. CNI Sales is under state contract to provide Aruba Wi-Fi networks and web filter maintenance (*GSS14579-DATACOMM*).

The Coca-Cola Company: Fountain and Bottled Soda and Beverages for CMLF

The Authority has contracted the Coca-Cola Co. to distribute its beverage products throughout the CMLF vessels and terminals. Coca-Cola is sold according to exclusive distribution rights.

Collins + Co.: Public Relations Services for DRBA and CMLF

The Authority utilizes a professional public relations and marketing firm to enhance the visibility of the CMLF brand. Collins + Co. strategically develops customized communications to positively impact our growth and success.

The Convention News Company, Inc.: Airport Advertising Services

The Authority plans to purchase an advertorial insert for placement in the August issue of "Solutions in Business Aviation" and plans to advertise in the "Convention News Daily" publication during the 2021 Business Aviation Convention and Expo. The advertising is meant to attract the attention of businesses who may be interested in the Authority's airport opportunities in the Northeast Corridor. The subject matter of the aforementioned publications correlate directly to the Authority's airport business.

Council Fire: Economic Consulting Services for CMLF Development Projects

The Authority has previously contracted with a professional management consultant to provide an Economic Impact Study of the Cape May-Lewes Ferry. After the results of the initial study have been analyzed, the Authority will evaluate the need for Phase 2 of the study regarding transit and transportation comparisons.

CTM Media Group: CMLF Brochure Placement & Distribution

As part of its CMLF ferry marketing plan, the Authority makes arrangements to have CMLF ferry brochures displayed at local establishments in the CMLF regional area. CTM Media Group is the company that owns the brochure racks and controls such services in the following areas: New Jersey, New York, Pennsylvania, Virginia and part of Maryland.

Customers by Design: Market Research, Focus Groups, Satisfaction Surveys

Customers by Design provides the Authority with ongoing survey and market research gathered from the public and internal employee groups for market intelligence used for the Cape May-Lewes Ferry marketing program development and, more recently, internally for employee focus groups and satisfaction surveys.

Daktronics: Electronic Message Signage

Daktronics is the proprietary manufacturer of Variable Message System (VMS) Boards purchased by the Authority and installed along its various roadways. The Authority plans to purchase and install an additional VMS Board for the Maintenance Building #3 – Auto Shop.

Deardorff Associates: Media and Brand Strategy and Creative Services at Airports

Deardorff Associates provides professional media and brand strategy and creative services at several of the Authority's airports. Services include rebranding, updating logos, marketing campaigns, etc.

Delaware Business Systems: Annual Maintenance and Equipment for Point-of-Sale System at CMLF Terminals

Delaware Business Systems provides proprietary hardware and annual maintenance to the existing Food & Retail point-of-sale system at CMLF terminals.

Delmarva Communications, Inc.: Police Vehicle Emergency Equipment

As new Police vehicles are acquired, the Authority purchases equipment for up-fitting each vehicle (e.g., emergency light bars, controllers, power switches, etc.). Equipment prices are pursuant to Delmarva Communications' state contracts (*GSS20735-VEH_UPFIT* and *GSS17626-ERVEH_WARN*).

Diedrich RPM: CMLF Digital Display Ads and Search Engine Marketing

Diedrich provides services to the Cape May-Lewes Ferry which enable the Authority to benchmark results and analyze improvements year-over-year. Services include banner-ad placement, management of the Google Ads campaign, and real-time ad target modification.

Downstream Aviation, LP d/b/a Epic Aviation, LLC: Avgas for Resale at 33N

Titan Aviation Fuels, Inc., Epic Aviation, LLC and Kent Oil Co. have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs.

Dryden Diving: UWILD Hull Inspections at CMLF

Dryden Diving and Randive are the two available contractors that will be contacted to submit quotes for any UWILD (Under Water In Lieu of Dry-docking) inspection work that may be necessary. The Contractor's divers will do a complete video inspection of all hull weld seams, inspect all the propellers, shafts, rudders, bow thrusters, sea chests, intakes, anodes and underwater valves. Each firm will be contacted to provide quotes for each UWILD inspection. It is impossible to predict which contractor will be the lowest bidder, thus in an effort to avoid an emergency condition, each of the two available vendors have been included.

Duramax Marine: Cutlass Bearings and Keel Coolers

Duramax Marine is the only ABS-approved source for the bronze-lined split flange cutlass bearings that fit the propellers on Authority vessels. These bearings have an eighteen (18) week lead-time.

DVL Group, Inc.: Uninterruptible Power Systems (UPS) Services and Replacements

The DRBA utilizes the expertise of the DVL Group to provide infrastructure management solutions and services. Uninterruptible Power Supplies (UPS) sustain the Authority's critical operations/infrastructure in the following locations: DMB Administration - Authority Wide Server Room, DMB Julia Building - Toll System and critical power, Lewes Administration - Server Room, and Cape May Administration - Server Room.

Eastern Salt Company: Deicing Rock Salt

Eastern Salt Co. offers the Authority competitively bid state contract pricing (*GSS19469*) for bulk magnesium chloride-treated deicing rock salt, which is effective in extremely low temperature conditions. This firm is one of the two suppliers under state contract from which the Authority requests quotes when in need of rock salt.

Elliott Bay Design Group: Engineering Services for Vessel Improvements

Elliott Bay Design Group, C.R. Cushing and AMSEC are each capable of providing various marine engineering and naval architect design and consulting services in support of the CMLF vessel improvements program and these vendors will be contacted for proposals as the need arises. Having each as an approved vendor will provide the latitude for the Authority to react quickly to fulfill the need for the aforementioned services.

eMaint: Annual Licenses, Maintenance and Support for CMMS System

The Authority uses a proprietary Computerized Maintenance Management System (CMMS) to help schedule, plan, manage, and track maintenance activities associated with equipment, vehicles and facilities. This purchase represents the estimated annual cost for licenses, maintenance and support.

Emergency Accessories & Installation, Inc. (EAI): Emergency Lights and Equipment for Police Vehicles

As new Police vehicles are acquired throughout the year, the Authority purchases equipment for up-fitting each vehicle (e.g., light bars, controllers, power switches, brackets, barriers, K9 equipment, etc.). Equipment prices are pursuant to EAI's state contract (*GSS17626 - Emergency Vehicle Warning Systems and Equipment*).

Emory Hill Real Estate Services, Inc.: Property Management Services for Salem Business Centre

The DRBA uses a professional property management company to manage the operation of the Salem Business Center in Carneys Point, New Jersey. Emory Hill provides association and building management services such as rent collection, creating a tenant/facility database, assisting in the preparation of contracts and agreements, property maintenance, creating and updating a property management reporting system, and managing the association of parcel owners to handle the common affairs of the office park.

Fairbanks Morse Engine: Replacement Parts for CMLF Vessels

Fairbanks Morse is the proprietary supplier of replacement parts for overhauls, emergency repairs and maintenance of the main engines on all Authority vessels.

Fedway Associates, Inc.: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Fedway Associates for its Cape May terminal food operations. Fedway Associates holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

Foley Caterpillar: Auxiliary Engine Parts, Repairs and Rental Units

The Authority uses Foley Caterpillar to power the bow thrusters and auxiliary engines aboard the CMLF fleet. Foley Caterpillar is the sole supplier for OEM parts for CAT equipment.

Frank Mazza & Sons, Inc.: Commercial Flooring Installation and Repairs

As an authorized dealer/distributor for several flooring suppliers under state contract, Frank Mazza is able to install flooring at competitively-bid state contract prices (G2005).

Gallo Wines: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Gallo Wines for the Cape May Terminal and Vessel Operations. Gallo Wines holds the exclusive regional distribution rights to the specific brands that the Authority uses due to customer demand. Sales are regulated by the New Jersey Alcoholic Beverage Commission (ABC).

The Glosten Associates, Inc.: Peer Review of Propulsion Design Study for Vessel Repowers

The Authority has contracted Glosten to conduct a peer review of the Propulsion Design Review Study provided by the Authority's marine architects/engineers. This will serve to verify the new propulsion parameters of each vessel. If adjustments to the design parameters are needed, those adjustments will be made before moving forward to the next phase of design. The Authority's current repower project is scheduled to continue through 2021.

Gourmet Kitchen, Inc.: Exclusive Food Products at CMLF

The Authority's Food and Retail Department will be sourcing specialty food products that are typically unavailable through traditional direct-to-consumer food distributors. Products include gourmet hors d'oeuvres, handmade desserts, and products made specifically for those with special dietary requirements. Gourmet Kitchen serves as the

sole manufacturer and distributor of the food products that are available only through them.

Gov Connections, Inc.: Microsoft Enterprise and other Software Licensing

The Authority purchases Microsoft Enterprise operating licenses (such as Windows Enterprise, Microsoft Office, etc.) and other software licenses from Gov Connections (formerly Softmart), a licensed Microsoft reseller.

Harrison Beverages: Beer Distributor

The Authority purchases beer through Harrison Beverage for its Cape May terminal food operations. The State of New Jersey regulates which brand each vendor can sell, thus alcohol companies and brands are sold exclusively via a sole wholesale distribution house. All prices are governed by the New Jersey State Alcohol Beverage Commission.

Hartford Computer: Desktop and Laptop Computers at Various DRBA Locations

The Authority uses HP hardware technology and will be purchasing desktop and laptop computers from HCGI, an authorized reseller of Hewlett Packard (HP) products. New and replacement units will be installed at various locations as-needed. HCGI holds a state contract (*GSS15133*) to resell HP hardware and offers those contract prices to the Authority.

Heritage-Crystal Clean: Hazardous Waste Management

Heritage-Crystal Clean, Veolia North America, Miller Environmental Group and Northstar Environmental Group all have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

Hertrich Fleet Services, Inc.: Replacement Police Vehicles

The Authority is replacing six (6) police vehicles that have exceeded their useful life and meet the vehicle replacement criteria in place for the Authority. The pricing at which the Authority will purchase the vehicles is pursuant to the vendor's state contract (*GSS20013-POLICE_VEH*).

The Home Depot Pro Institutional: Janitorial and Cleaning Supplies for Vessels and Terminals

The Authority purchases janitorial and cleaning supplies such as paper products, hand soap, floor stripper and wax, rug cleaning products, mops, brooms, etc., for the Ferry vessels through contract pricing as awarded to the Home Depot Pro Institutional (*COL20018*).

Douglas Christopher Banez d/b/a Hubpoint Strategic Advisors, LLC: Professional Air Service Development Consulting at ILG

The Authority will continue to use the services of an air service development consultant in 2021.

Imtra: Watertight Doors for CMLF Vessels

The Authority intends to purchase several watertight steel doors for the CMLF fleet. Quotes from three vendors were requested and received with Imtra submitting the lowest-cost quote to purchase the doors.

Jack N' Jill D.S.D: Ice Cream and Frozen Novelties at CMLF

Due to limitations of the available Hershey-branded ice cream and frozen novelty products, the Authority's Food and Retail Department has decided to offer Nestle, Edy's and Good Humor ice cream and frozen novelties. Including their company-branded products Jack N' Jill is the sole and exclusive provider of the frozen products that the Authority intends to sell to customers.

Jackson Cross Partners: Real Estate Brokerage Services

The Authority periodically has a need for services including of professional advice, assistance and representation with respect to real estate matters including, but not limited to the sale of DRBA property, the leasing of DRBA property, and the purchase or lease of new property.

Johnson & Towers, Inc.: Replacement Parts for Vessel Generators

Johnson & Towers is the proprietary supplier of replacement parts for overhauls, emergency repairs and maintenance of service generators installed on Authority vessels.

Johnson Controls HVAC: HVAC System Installation, Maintenance and Parts for Building Automation System Authority-wide

Johnson Controls is authorized to provide parts and service to our Metasys Building Automation System. 2021 represents the final year of a three-year service contract with this vendor.

Kapsch TrafficCom IVHS, Inc.: Annual Service, Support and Traffic Automation System for Traffic Management System

Kapsch is the proprietary supplier of the DMB traffic management software system and provides annual maintenance, equipment, support and enhancements. The Authority uses Kapsch as its provider of intelligent transportation systems in the areas of tolling, traffic management and traffic safety.

Kent Oil: Avgas for Resale at 33N

Titan Aviation Fuels, Inc., Epic Aviation, LLC and Kent Oil Co. have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs. Kent Oil is also a source of off-road diesel for Airport Maintenance crews at 33N.

Klenzoid: Authority-Wide Water Treatment

Klenzoid submitted the lowest quote for Authority-wide water treatment services and supplies an on-call Certified Water Technologist Consulting Services. 2021 represents the second year of a three-year service contract with this vendor.

The Knotts Company: Vessel Sanitary Systems Parts and Service

Each CMLF vessel uses a series of unique pumps to maintain a constant vacuum on sanitary system. These systems are aging and require service more regularly. The licensed distributor in our area is the Knotts Company.

Kramer Beverage Co.: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Kramer Beverage for its Cape May terminal food operations. Kramer Beverage holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the State of New Jersey Alcoholic Beverage Commission.

Kronos: Software Licensing and Maintenance for Time and Attendance System

Kronos is the proprietary time and attendance system used throughout the Authority. The estimated cost includes the annual maintenance contract as well as the purchase of additional time clocks.

Lands' End: DRBA Logo'd Attire

The Authority plans to provide employees with a piece of apparel carrying the new DRBA logo and has narrowed the list of suppliers to one of the following: Lands' End, Merchology and ParsonsKellogg. It is currently unknown which of these vendors will be selected to supply the individual pieces of apparel being provided, thus each has been added to this Resolution.

Lawmen Supply Company: Ammunition, Targets and Body Armor

Lawmen Supply Company is under state *contract GSSI6585 (Armor) and GSSI7043 (Ammunition & Targets)* to provide police and homeland security equipment and supplies and offers those prices to DRBA Police.

Lionetti Associates, d/b/a Lorco Petroleum Services

The Cape May-Lewes Ferry uses Lorco Petroleum Services throughout the year for the disposal of oily water and contaminated diesel fuel, and for oil filters and related supplies for the vessels. Staff solicited quotes from three contractors and Lorco submitted the lowest bid to perform the services.

Lufkin Power Transmission: Spare Reduction Gear Parts and Service for M/V Delaware

Lufkin Power Transmission produced the precision-made reduction gears (a main component of the drive train) newly installed on the M/V Delaware. Lufkin is the sole source for OEM replacement parts for our reduction gears. This purchase is to create a spare parts inventory to support the vessel in the future.

Marine Safety Corporation d/b/a Sea Safety Services, Inc.: Vessel Life Raft Inspections

Marine Safety Corporation is the local proprietary providers and suppliers of replacement parts for overhauls, emergency repairs and maintenance of the existing life rafts installed on all Authority vessels.

Maritime Institute of Technology and Graduate Studies (MITAGS): CMLF Employee Maritime Training

Several CMLF employees will attend MITAGS throughout the year for maritime-related coursework.

Merchology: DRBA Logo'd Attire

The Authority plans to provide employees with a piece of apparel carrying the new DRBA logo and has narrowed the list of suppliers to one of the following: Merchology, Lands' End and ParsonsKellogg. It is currently unknown which of these vendors will be selected to supply the individual pieces of apparel being provided, thus each has been added to this Resolution.

MERE M-PACT Solutions, LLC: Maritime Emergency Response Training

The Authority utilizes professional instructors to provide emergency response training to the CMLF Marine department. The purpose of each course is to increase the knowledge and preparedness of Cape May-Lewes Ferry personnel concerning a variety of emergency situations. The company is the result of a merger between Maritime Emergency Response Educators, LLC and Maritime Protection Audit Training (M-PACT).

Miles Partnership, LLC: CMLF Website Maintenance

In 2017, four firms submitted proposals to redesign and rebuild the CMLF.com website on a new content management/digital platform. As a result of this competitive process, Miles Media was selected to provide the services. Miles Media continues to maintain the CMLF page.

Miller Environmental Group, Inc.: Hazardous Waste Management

Miller Environmental Group, Heritage-Crystal Clean, Veolia North America and Northstar Environmental Group all have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

Motorola Solutions: Radio Maintenance and Equipment

The Authority continues to replace all 800 MHz hand-held and in-vehicle radios at pricing in accordance with the state contract held by Motorola (*GSS15676-COMMEQUIP*).

MTM Technologies: Annual Maintenance and Support for Network Hardware and Systems

Services and equipment including computer equipment purchases, ongoing annual maintenance contracts on existing systems and disaster recovery planning and associated equipment are purchased by the Authority at competitively-bid state contract prices through one of the following state contracts awarded to MTM: Telecommunications Systems and Services (*GSS17455*); Data Communications Products & Services (*GSS14579*); and/or Computer Equipment, Peripherals & Related Services (*GSS15133*).

mXtr Automation, Inc.: Setup and Implementation of SharpSpring Tracking

mXtr Automation provides the Authority with marketing automation and tracking software and services to replace current email system, improve segmented outreach, integrate reporting across digital platforms, and track customer buying across multiple channels to get better data on the value of various marketing investments.

Network Fleet: Authority-wide Wireless Fleet Management Services

Network Fleet, Inc. is under state contract (GSA17047) to provide wireless fleet management services. The estimated cost will cover the annual wireless expense to track and monitor all Authority-owned vehicles.

Norfolk Bearings and Supply: Replacement Bearings for Vessels

The Authority's CMLF operations requires the purchase of a specialty split bearing and cartridge housing. The Authority requested quotes from the three distributors permitted to stock and sell the required products within the CMLF sales area. Norfolk Bearings & Supply submitted the lowest-cost quote. The estimated purchase price reflects an aggregate estimate of expenditures for routine purchases made from the vendor throughout the year.

Northrop Grumman Sperry Marine: Electronics for CMLF Vessels

Northrop Grumman Sperry Marine is the proprietary supplier of replacement parts for overhauls, emergency repairs and maintenance of the radars and navigational equipment on all Authority vessels.

Northstar Environmental Group: Hazardous Waste Management

Northstar Environmental Group, Heritage-Crystal Clean, Veolia North America and Miller Environmental Group all have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

OmniThruster, Inc.: Maneuvering and Propulsion System Parts for CMLF

OmniThruster, Inc. is the original equipment manufacturer of the hydraulic bow thruster system installed on the M/V Delaware and the M/V Cape Henlopen, and the sole distributor for parts necessary to keep the hydraulic bow thruster systems fully operational.

Oracle America, Inc.: Annual Maintenance and Support for Oracle Databases

Oracle is the proprietary database used for the existing Time Attendance System, the Fare Collection System, the Toll Reconciliation System, and the Procurement/Project Management System. The estimated cost will cover the annual maintenance plus the duplication of the Oracle database for disaster recovery.

Palfinger Marine USA Inc.: Inspections, Service and Parts for Rescue Boat Davits

Palfinger is the sole source provider of five-year inspections, certifications, and periodic emergency services for the rescue boat davits aboard each of the CMLF ferries. Such services are required for each CMLF vessel to remain in conformance with the USCG.

The estimate includes the cost of replacing the wire falls, weight test certificates, and the inspection of winch and davit assembly for each CMLF vessel.

Parker and Partners Marketing Resources, LLC: CMLF Marketing Consulting Services

The Authority uses the services of a marketing consultant for the messaging, production, and creative development of the annual CMLF marketing campaign. The firm designs our print and digital advertising, banners and signs, and delivers creative options to target different segments of Ferry ridership.

ParsonsKellogg: DRBA Logo'd Attire

The Authority plans to provide employees with a piece of apparel carrying the new DRBA logo and has narrowed the list of suppliers to one of the following: ParsonsKellogg, Lands' End and Merchology. It is currently unknown which of these vendors will be selected to supply the individual pieces of apparel being provided, thus each has been added to this Resolution.

Pedroni Fuel Co.: Unleaded Gasoline for CMLF Vehicles and Equipment

The Authority stores and dispenses unleaded gasoline at the Cape May-Lewes Ferry Terminals for use in Authority-owned vehicles and equipment. Pedroni Fuel Co. supplies the Authority with unleaded gasoline at prices matching their current state contract (*T0083 Unleaded Automotive Gasoline*).

Penn Jersey Paper Company: Food Service Items, Disposable Paper and Plastic Items at CMLF

The Authority intends to purchase cleaning agents and disposable food service items via Penn Jersey Paper Company at competitively-bid state contract prices (*GSS18603 - Janitorial and Cafeteria Supplies*).

PetroChoice: Vessel Lube Oil

Due to the volatility of the petroleum markets, the Authority solicits quotes from all available area providers before making bulk purchases of the ExxonMobil lubricating oil utilized on all Authority vessels. PetroChoice and The Vane Brothers Co. have both been identified as having the ability to provide a minimum of 1,000 USG to the Authority. Additionally, once both of the available vendors in our area have been approved to exceed the threshold, the Authority will gain the ability to react quickly to swings in spot pricing and ensure that the Authority receives the best value at the time of purchase.

Pivot Occupational Health: Occupational Health Services

The Authority will be using Pivot Occupational Health for various occupational health services including pre-employment physical examinations, lab work, fit-for-duty evaluations, drug and alcohol testing and vaccinations. Pivot Occupational Health offers these services to the Authority at their competitively-bid state contract price (*GSS19712-PHYTESTLAB*).

Randive: UWILD Hull Inspections at CMLF

Randive and Dryden Diving are the two available contractors that will be contacted to submit quotes for any UWILD (Under Water In Lieu of Dry-docking) inspection work that may be necessary. The Contractor's divers will do a complete video inspection of all hull weld seams, inspect all the propellers, shafts, rudders, bow thrusters, sea chests,

intakes, anodes and underwater valves. Each firm will be contacted to provide quotes for each UWILD inspection. It is impossible to predict which contractor will be the lowest bidder, thus in an effort to avoid an emergency condition, each of the two available vendors have been included.

Ransome CAT: CMLF Bow Thruster Engine and Generator Parts and Service

The Authority uses Caterpillar engines to power the bow thrusters and generators aboard the CMLF fleet. Ransome CAT is the authorized full-service Caterpillar dealer in Southern New Jersey for parts, sales and service.

Reeves McEwing LLP: Specialized Legal Services

The Authority has a continuing need for specialized legal counsel versed in all aspects of admiralty law, including U.S. Coast Guard investigations; collisions; groundings; injuries to passengers, crew and longshoremen; P&I Club, etc.

REVPAR International: Hospitality and Asset Management Consultant for CMLF

To further our initiative to provide a unique experience for all customers of the Cape May-Lewes Ferry, the Authority hired REVPAR to manage the process of selecting a food and beverage concessionaire to redevelop, reposition and manage the full operations of the Lewes terminal restaurant and all associated facilities and functions. The Authority continues engage REVPAR to perform additional hospitality analyses and projects at the Cape May-Lewes Ferry terminals.

Riggins, Inc.: Gasoline and Diesel Fuel

The Authority stores and dispenses Gasoline and Diesel Fuel at its Delaware-based facilities for use in Authority-owned vehicles and equipment. The price per-gallon of gasoline and diesel fuel is competitively awarded by the State according to the county and the capacity of the tank in which the purchased fuel will be stored. Riggins is currently a party to a competitively-bid state contract to provide gasoline and diesel fuel within all counties and for all tank sizes (*GSS16002-GASOLINE and GSS16550-ULSD*).

The Rowland Company: Replacement Bearings and Clutches for Vessels

The Authority's vessel operations require the purchase of Thordon brand bearings for vessel steering gear and Eaton Airflex brand clutch parts for vessel reduction gears. The distribution of these products within our area of operations is authorized exclusively to the Rowland Company.

Rubrik: Support for Rubrik Cloud Backup Storage

Rubrik is a proprietary software platform that manages and protects all the Authority's data in the cloud for backup, disaster recovery, archival compliance, analytics and general data management. This cost is for the Authority's annual support contract for this platform.

Saf-Gard Safety Shoe Co.: Safety Shoes

The Authority provides safety footwear for eligible employees. Saf-Gard is party to a competitively-bid state contract (*GSS19070*) to supply safety shoes and offers the Authority the products at matching rates.

Ships Machinery International, Inc.: Maneuvering and Propulsion Systems Parts for CMLF:

The M/V New Jersey and M/V Delaware operate using a Brunvoll electric bow thruster system (The M/V Delaware uses a combination of electric and hydraulic thrusters). Brunvoll (of Norway) is a single-source supplier and has named Ships Machinery International as the exclusive Brunvoll agent for all sales, service and parts in North America.

Siemens Building Technologies: Fire Detection System Installation and Support

The Authority utilizes fire alarm system equipment manufactured by Siemens Building Technologies at all Delaware Memorial Bridge and Cape May-Lewes Ferry facilities and requires the proprietary programming services of the original equipment manufacturer to update the system at each facility to reflect changes to building infrastructure. The Authority also utilizes Siemens for general deficiency resolution requiring hardware and software modifications.

Slice Communications: Digital Marketing Services for Employee/Applicant Surveys

The Authority has selected a professional marketing and communication consultant to provide digital recruitment marketing training and social media strategies to enhance and promote employee and applicant surveys.

SolarWinds: Support for Authority-wide Network Monitoring System

SolarWinds is a proprietary network monitoring software that alerts personnel to quickly detect, diagnose, and resolve any network performance problems and outages on the Authority's Wide Area Network. This cost is for the Authority's annual support contract with SolarWinds.

South Jersey Paper Products: Food Service Items, Disposable, Paper and Plastic at CMLF:

South Jersey Paper offers the Authority state contract pricing via the state contract (*T0012 Food Service Items: Disposable, Paper and Plastic for Distribution and Support Services*).

Southern Glazer's Wine & Spirits of Delaware: Wine and Spirits for CMLF

The Authority purchases wine and spirits through Southern Wine & Spirits for its Lewes terminal food operations. Southern Wine & Spirits holds the exclusive regional distribution rights to the specific brands that the Authority uses according to customer demand. Sales are regulated by the Office of the Delaware Alcoholic Beverage Control Commissioner.

Star Building Services, Inc.: Janitorial Services at ILG and 33N

The Authority uses a contractor for janitorial services at ILG and 33N. Staff solicited quotes from five contractors and Star Building Services submitted the lowest bid to perform the work for both locations. 2021 represents the final year of a three-year service contract with this vendor.

Steimling & Son, Inc.: Reconditioning of M/V Cape Henlopen Main Shafts, Rudders, Bearings and Sleeves

Steimling & Son is the only machine shop in the local area with the experience to work on propeller shafts of the size and vintage of the CMLF fleet. The Authority intends to have the items serviced in advance to ensure they are ready during each shipyard visit.

TIMCO Industries, Inc.: Spare Control Parts and Service for M/V Delaware

TIMCO Industries, Inc. owns the distributorship rights of Kobelt Controls for parts and service for the main engine and reduction gear controls installed on the M/V Delaware. The estimated amount of the purchase is intended to create a spare parts inventory to support the vessel in the future.

Titan Aviation Fuels, Inc.: Avgas for Resale at 33N

Titan Aviation Fuels, Inc., Epic Aviation, LLC and Kent Oil Co. have been identified as having the service ability to routinely deliver aviation gasoline (avgas) in small container loads (33N storage capacity is limited to 5,000 gallons) at competitive rates. Since it is impossible to predict which vendor will be offering the best spot rate at any time during the year, all three vendors have been added as possible fuel suppliers and will be contacted for quotes corresponding with our avgas needs.

Trellist, Inc.: Digital Marketing at CMLF and Customer email Program at ILG

Trellist provides the Authority with professional email marketing and development, social business strategy and marketing support services for the Cape May-Lewes Ferry.

TRGroup, Inc.: Upgrade CMLF Vessel Wi-Fi

The Cape May-Lewes Ferry currently relies on a licensed microwave point-to-point wireless solution developed by TRGroup to keep CMLF employees and passengers Internet-connected while traveling. This continued project will replace the current tower equipment with new equipment required to license the Wi-Fi frequency, thereby eliminating interference with unlicensed frequencies.

TRMI: Toll Lane Treadles

TRMI manufactures the treadles that are used to classify vehicles as they enter DRBA toll collection lanes. TRMI treadles are proprietary to the toll lanes installed at the Delaware Memorial Bridge and cannot be purchased from any other vendor.

Tyler Technologies: Maintenance and Support for Finance and Human Resources ERP Systems and Police CAD System

Tyler Technologies is the proprietary vendor that developed the Authority's Enterprise Resource Planning Systems (MUNIS) and the Police CAD System. This purchase will cover the annual maintenance expenses for these systems.

UniFirst Corporation: New and Replacement Employee Uniforms

The Authority purchases quality embroidered and logo-imprinted work uniforms for use by Maintenance, Electronics and Engineering Department personnel. A variety of uniforms that the Authority requires throughout the year will be purchased via UniFirst's competitively-bid cooperative contract (*Sourcewell #040920-UFC: Uniforms and Uniform-Related Products and Services*).

United Electric Supply Co.: Various Electrical Supplies for all Facilities

The Authority purchases bulbs, lighting fixtures, panel boxes, covers, ballasts, wire, cable, circuit breakers and other miscellaneous electrical components for use at all facilities through state contract pricing (*GSS17491*) as awarded to United Electric.

USI Insurance Services, LLC: Authority-wide Insurance Brokerage and Consulting Services

The Authority requires a professional insurance broker and consultant to manage and monitor the Authority's overall insurance program, to market and implement all Authority insurance policies, to administer and maintain the Authority's insurance coverages, to provide claim management and loss control services, and other related services.

The Vane Brothers Co.: Vessel Lube Oil

Due to the volatility of the petroleum markets, the Authority solicits quotes from all available area providers before making bulk purchases of the ExxonMobil lubricating oil utilized on all Authority vessels. The Vane Brothers Co. and Petrochoice have both been identified as having the ability to provide a minimum of 1,000 USG to the Authority. Additionally, once both of the available vendors in our area have been approved to exceed the threshold, the Authority will gain the ability to react quickly to swings in spot pricing and ensure that the Authority receives the best value at the time of purchase.

The VATv Network: Video Production Services for CMLF and DRBA

The Authority uses a professional video production firm to provide camera crews, post-production and script-to-screen production services. Video services are being expanded to include Human Resources recruitment, health and safety videos, and employee communications.

Veolia North America: Hazardous Waste Management

Veolia North America, Heritage-Crystal Clean, Miller Environmental Group, Northstar Environmental Group all have the ability to provide hazardous waste management services to the Authority. Since it is impossible to predict which vendor will be offering the best rate at any time during the year, all four vendors have been added as possible suppliers and will be contacted for quotes corresponding with the Authority's hazardous waste needs.

W&O Supply, Inc.: Low-smoke Thermoplastic Piping, Valves, and Strainers for Vessels

The Authority requires the purchase of thermoplastic piping and various marine plumbing for use in its vessels. W&O Supply, Inc. is the only North American distributor of a commercially available thermoplastic piping system that is approved for marine applications by the USCG, and meets requirements for flame spread, low smoke, and toxicity.

W.B. Mason: Office Supplies and Printer Toner

The Authority purchases various office supplies, including paper and printer toner cartridges, through W.B. Mason's state contract (*GSS18489*).

W.W. Grainger, Inc.: Industrial Supplies, Equipment and Maintenance

Grainger and holds competitively-bid state contracts for Industrial Supplies and Equipment and Maintenance, Repair and Operations Items. Purchases will be made at a cost that Grainger has guaranteed on either state Contract (*GSS18577 or M0002*), whichever is less.

Waste Management: Refuse Removal Services

Waste Management provides the Authority with solid waste removal. Waste Management holds a state contract for refuse hauling and container rental service (*GSS20061*).

WatchGuard: Police In-Car Video Management System

The DRBA Police Department requires the proprietary purchase of WatchGuard in-car video systems. This is the final stage of the effort to equip all Police Officers with similar technology. The Authority also intends to add Body Cam systems in the future.

Wayman Fire Protection, Inc.: Fire Alarm Monitoring, Inspection and System Installations (Electronics)

The Authority currently uses the services of Wayman Fire Protection for fire alarm monitoring inspections, replacements and repairs at all DRBA facilities.

Yardi Systems, Inc.: Property Management Software

In 2019, the Authority replaced its Property Management software provider with Yardi Systems, Inc. Yardi provides online tenant management, payment processing, and capability to integrate with the Authority's financial system, MUNIS.

Classification Definitions:

Committee Waiver.

The Budget and Finance Committee, in consideration of the overall procurement process, may increase or waive the thresholds established in paragraphs 1 and 2 of Resolution 98-31 for the following reasons: operational needs and issues, a need for uniformity and continuity in materiel and services required by the Authority, and unique or special needs of the Authority including, but not limited to, the desirability of owner furnished materiel and supplies in vessel repair, maintenance, renovation and rehabilitation (DRBA Resolution 98-31 Part 3)

Cooperative Contract. A purchase of equipment, supplies or non-professional services which, under normal circumstances, would require competitive bidding, however the vendor has agreed to provide the goods or services to the Authority at fees less than or equal to that vendor's respective publicly-bid contract price for state and governmental entities. In accordance with Resolution 11-36, this purchase classification includes those *"...purchases from cooperatives and/or the piggy-backing of existing publicly-bid contracts for state and governmental entities which State of Delaware or New Jersey may or may not individually publicly advertise"*.

Professional Service. A purchase of services valued less than \$50,000 that are provided by a professional acting in a capacity that requires specialized education, knowledge, judgment, and skill, and is predominantly mental or intellectual (as opposed to physical or manual) in nature, also including any clerical or administrative support that is required for the proper delivery of the professional service.

Professional services may also be classified as those types of services that are original and creative in character and in a recognized field of artistic endeavor.

Proprietary. A purchase necessary to support or maintain existing Authority equipment for which a vendor has the right to prohibit an equivalent product from being supplied. Similar products or services may be available, however the Authority must purchase from the original equipment manufacturer or service provider to uphold a contract, warranty, etc. A proprietary specification typically restricts the acceptable product or service to one manufacturer or vendor; although the product or service may be available from more than one distributor. In another typical example of this classification, a purchase of closed-source commercial software would be categorized as proprietary because the software remains the property of its owner/creator and is utilized by end-users (such as the Authority) under predefined conditions.

Quotes. A purchase of equipment, supplies or non-professional services or a contract for construction or construction management that is anticipated to cost between \$25,000 and \$49,999 during a calendar year and for which the Authority has solicited written quotes. *“Contracts for materiel and supplies and non-professional services, awarded to any [vendor for an amount of] more than \$25,000 but less than \$50,000 in the aggregate require the solicitation of three written quotes or all available sources, whichever is less... Construction management contracts or construction contracts...which are less than \$50,000 do not require formal solicitation of competitive prices and, if more than \$25,000 but less than \$50,000 require the solicitation of three written quotes or all available sources, whichever is less...”* (DRBA Resolution 98-31 Part 4).

Sole Source. A purchase made without a competitive process, based on the justification that only one known source exists or that only one single supplier can fulfill the requirements of the Authority. Sole source procurement is appropriate when the goods or services being acquired: are uniquely qualified to meet the objectives of the Authority; must be compatible with existing equipment; are available within a limited geographic boundary (e.g., distributor with exclusive rights or sales area); are required for use in conjunction with a grant or contract, etc. *“A contract may be awarded without competition if the General Manager or Director of Operations of an Authority facility, or Police Administrator, prior to procurement, determines in writing that there is only one source for the required contract and no other reasonable alternative sources exist that will satisfy the requirements of the Authority”.* (DRBA Resolution 98-31 Part 2.f.)

State Contract. A purchase of equipment, supplies or non-professional services which, under normal circumstances, would require competitive bidding, however the vendor has agreed to provide the goods or services to the Authority at fees less than or equal to that vendor’s respective contract as awarded by the State of Delaware or New Jersey. *“Any contract for the purchase of materiel and supplies and non-professional services....which contract individually exceeds \$50,000, or in the combination with other contracts, exceeds \$50,000 in any one calendar year shall be pursuant to a contract entered into by the Authority after competitive bidding. This provision shall not apply to purchases by the Authority from suppliers in cases where the Authority is purchasing at prices pursuant to contracts awarded by the States of Delaware or New Jersey for state agencies.”* (DRBA Resolution 11-36 Part 2.a.).