

ITEMS # 67 & #68

(Letters in support of the franchise applications of Hirsch Stevedoring at the request of the public)

ADDITIONAL MATERIAL

Regular Meeting

DECEMBER 1, 2020

SUBMITTED AT THE REQUEST OF

COUNTY ADMINISTRATION



May 20, 2020

To Whom it May Concern:

During the last four years Terry Hirsch has been a supportive and active member of Port Everglades Association. Mr. Hirsch has roots in the ground here at Port Everglades having worked for companies that operate here.

As a member of Port Everglades Association, Terry has been a generous sponsor and participant of all Association activities including the annual Economic Engine Performance Report, the annual charity golf tournament, the Christmas toy and funds drive for economically disadvantaged children, Fleet Week with Broward Navy Days and activities to benefit our Seafarers' House. As Executive Director of Port Everglades Association I have worked closely on these activities with Terry and experienced first-hand his "All In" sincerity.

I also have appreciated Terry's help in bringing new members to PEA. There is no better recommendation than to hear from a member, and on multiple occasions he reached out to prospective members to convey the Association's value. It is just one more way he demonstrates his genuine commitment to serving the local maritime community.

Sincerely,

A handwritten signature in blue ink that reads "Lori Baer". The signature is fluid and cursive, with the first name "Lori" and last name "Baer" clearly distinguishable.

Lori Baer
Executive Director
Port Everglades Association

Port Everglades Association, 1850 Eller Drive, Fort Lauderdale, FL 33316, phone 954-463-2801, email peassn@portbiz.org

From: Terrance Hirsch terry.hirsch@hirschstevedoring.com
Subject: Fwd: Letter of Recommendation
Date: May 19, 2020 at 2:11 PM
To: Ari Mukamal amukamal@embophon.com, Anitra@lanczilaw.com anitra@lanczilaw.com



Afternoon...please add to the application

I'm working a ship now

Talk to u later

Thanks
Terry
Get [Outlook forbb](#)

From: Michael Hopkins <consultmyh@bellsouth.net>
Sent: Tuesday, May 19, 2020 11:35:51 AM
To: Terrance Hirsch <terry.hirsch@hirschstevedoring.com>
Subject: Letter of Recommendation

Please accept this email letter as my recommendation to support Mr. Terry Hirsch's successful application for his franchise agreement for his new business in Port Everglades.

As a fellow maritime professional, I can testify to Mr. Hirsch's own professional capabilities in port operations including stevedoring, terminal operation and labor negotiations.

Furthermore, my company SeaChange has also enjoyed the services provided by Mr. Hirsch when he worked as a manager for his former employers.

Please feel free to contact me anytime to allow me to enlarge upon Mr. Hirsch's worthiness to obtain a franchise from Broward County.

Sincerely,

Michael Hopkins
President and Owner
SeaChange Solutions, Inc.
www.seachangesolutions.info

Sent from my iPhone

This email has been scanned for spam and viruses. Click [here](#) to report this email as spam.

Lehigh Hanson
HEIDELBERGCEMENT Group

04.25.2020

To: Whom it May Concern,

This letter is to inform you of my complete support of Terry Hirsch and Hirsch Stevedoring LLC here in Port Everglades, Florida. For as long as I have known Terry, he has always demonstrated his continuing support for the growth and support of everyone here in the port. He takes pride in his job and has done what he can to promote more commerce here in the port. While other Stevedores Service settle for their current customer base, Terry chases leads and talks to parties to encourage him to move cargoes through this port.

Terry has attended the port meetings to ensure that all involved individuals are represented here when discussion of the "Master Plan". He regularly attends the monthly Port Everglades Association Luncheons (Also was a Board Director 2 years ago) to help build relationships and offer his assistance to those who need it. I have relied on Terry to aid when we run into a situation here in the port. He is now convincing the island services to start calling PEY rather than West Palm Beach. What I

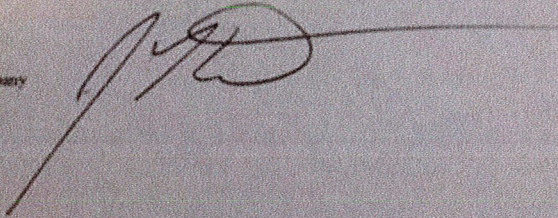
have seen with Terry is his drive to better himself and those around him in a safe and successful fashion.

With Terry, services that would not consider Port Everglades as an option for commerce (under believing that this is only a cruise terminal), are able to bring in those new commodities. He consults, supports, and sells Port Everglades. Even though my relationship with Terry is through bulk commodities, He has extensive experience handling such products and so much more. He smiles when he tells me that one of his rules is what Bob Flint said to him, "Terry, if we don't know you have worked a ship here, we consider that a success".

He has worked in this industry for close to 30 years and his skillsets demonstrate that with his vast knowledge of Maritime Cargo Handling, he would be a significant asset to this or any other port. Most people who have worked with him, enjoy his managerial style and how he treats the labor. They follow him to operations that their current company's do not even work. He has the respect of many in this port (Labor, Management, and 3rd Party Vendors) and he drives to get labor work wherever he can.

I want to highly recommend Terry Hirsch and Hirsch Stevedoring LLC a Franchise Cargo Handling License here in Port Everglades. Ask around... Talk to the Ports Sales Department. They know that Terry only wants to make this port a better place by bringing in more work and creating jobs for those here.
Thank you!

Jorge L. Armenteros
VP Sales Lehigh Cement Company
2600 Eisenhower Blvd.
Port Everglades, FL 33316





May 18, 2020

To: Port Everglades / Broward County Commission

Re: Mr. Terry Hirsch, Hirsch Stevedoring

I'm writing to recommend Mr. Terry Hirsch of Hirsch Stevedoring the opportunity to obtain a Franchise License for operating within the port of Port Everglades, Florida. I've come to know Mr. Hirsch through our previous working relationship in the Port and find him to be responsible, quick to act to any situation and assist his neighbouring tenants in any way possible. Mr. Hirsch is well versed in the Stevedoring field knowing his limitations. He brings to the table an entrepreneurial mindset in looking to build a new company and create additional jobs allowing the Port an opportunity to continue to grow.

Respectfully Submitted

Anthony Vrbán

Anthony Vrbán
Vice President / COO
Horizon Terminal Services, LLC (dba Horizon Auto Logistics)
