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ADDENDUM # 2

Q&A Matrix

Request for Proposals
BUFFALO CRUISE TERMINAL CONSTRUCTION MANAGEMENT SERVICES

Release Date: July 18, 2025

The following is a list of responses to questions submitted by prospective respondents to the Buffalo Cruise Terminal Construction Management Services, RFP. A copy of the RFP is available at:

https://esd.ny.gov/doing-business-ny/requests-proposals/buffalo-cruise-terminal-construction-management-services-rfp

No.	Question	Answer
1	**We are wondering if there was any background studies that provide some estimates of visitor demand.**	ECHDC is expecting cruise ship passengers to max out around 200 per departure and 100 staff per departure. Land-side staff could max out around 10 – 15 personnel.
2	**I reviewed the documents associated with this project and just want to clarify that there is no site-visit?**	No site visit is planned. The site is open for pedestrians at any time. Feel free to park along Fuhrmann Boulevard and then walk the site during daytime hours.

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<table>
<tr><th>No.</th><th>Question</th><th>Answer</th></tr>
<tr><td>3</td><td>On page 15, Section D – Estimated Cost, the RFP requests a “fully loaded resource schedule broken down by task and classification.” We interpret this to mean that the cost proposal should detail specific Construction Management (CM) tasks and their associated sub-tasks, with corresponding resource classifications and costs.

For example:
Pre-Construction Phase Tasks
Planning and Scheduling
Constructability Review
Permitting Coordination
Cost Estimating
Value Engineering
Etc.
We assume that similar breakdowns should be provided for the Construction and Closeout/Post-Construction phases as well.

Could you please confirm if this interpretation aligns with your expectations, or if you are seeking a different format or level of detail?</td><td>Please provide to the best of your ability, a matrix that includes each sub-task under Pre-Construction, Construction and Closeout. The task name ideally will be shown in the left-hand vertical column. Provide the personnel or title associated with your firm. Ideally these titles will be shown across the top row of the matrix. Estimate the number of hours in each cell. At the bottom, tabulate the total number of hours and multiply it by the stated title billing rate to get a total cost estimate. Example below:

<table><tr><td colspan="4">Pre-Construction</td></tr><tr><td></td><td>Prj.Mgr</td><td>Estimator</td><td>Principal</td></tr><tr><td>Meetings</td><td>16</td><td>0</td><td>8</td></tr><tr><td>Estimating</td><td>0</td><td>32</td><td>0</td></tr><tr><td>Constr Rvw.</td><td>16</td><td>8</td><td>0</td></tr><tr><td>Total Hrs.</td><td>32</td><td>40</td><td>8</td></tr><tr><td>Bill Rate</td><td>$200</td><td>$150</td><td>$300</td></tr><tr><td>TOTAL $</td><td>$6,400</td><td>$6,000</td><td>$2,400</td></tr><tr><td colspan="4">Pre-Construction Total: $14,800</td></tr><tr><td colspan="4">Total Hours: 80</td></tr></table>
Please provide totals for estimated hours.</td></tr>
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