

REQUEST FOR PROPOSALS



**FOR THE OPERATION AND MAINTENANCE
OF
FIRST BUFFALO RIVER MARINA
32 Fuhrmann Boulevard
Buffalo, New York 14203**

RFP RELEASE DATE: October 14, 2016
RFP DEADLINE: November 10, 2016 at 2pm EDT

Addendum #3 – Pre-Bid Meeting Presentation & Sign In Sheet

Attached herein is the ECHDC presentation and potential respondent sign in sheet from the Pre-Bid Meeting (95 Perry St., Buffalo, NY 14203) & Site Tour (32 Fuhrmann Blvd., Buffalo, NY 14203) that occurred on Wednesday, October 26, 2016.

All questions verbalized during the course of the meeting and site tour must be submitted by close of business (5pm EDT) on November 2, 2016, in order to receive an official response from ECHDC.

Request for Proposal: Pre Bid Meeting

First Buffalo River Marina Operator



**Erie Canal Harbor
Development
Corporation**

Solicitation Issue Date: October 14, 2016

**Proposal Due Date: November 10, 2016
(no later than 2pm EDT)**



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The Site

- **1964:** site has been utilized for waterside operations by New York Power Authority (NYPA), mainly two tugboats and ice-breaking vessel
- **2010:** NYPA assumed marina operations for the First Buffalo River Marina from the former owner Ganco, Inc.
- **2014:** ECHDC, in partnership with NYPA, unveiled the illumination of the Connecting Terminal grain elevator to enhance and revitalize the centralized, waterfront structure
- **2015:** NYPA marina operations were relocated to the northern most portion of the property to accommodate the highly popular Bike Ferry Landing



COURSES AND DISTANCES 1-2
 CD 88°27'47"W 115.34'
 CD 82°38'53"W 141.86'
 CD 95°55'28"W 131.01'

UNITED STATES OF AMERICA
 (REPUTED OWNER)
 SOUTH PIER LIGHTHOUSE
 L. 87, P. 82

LEGEND

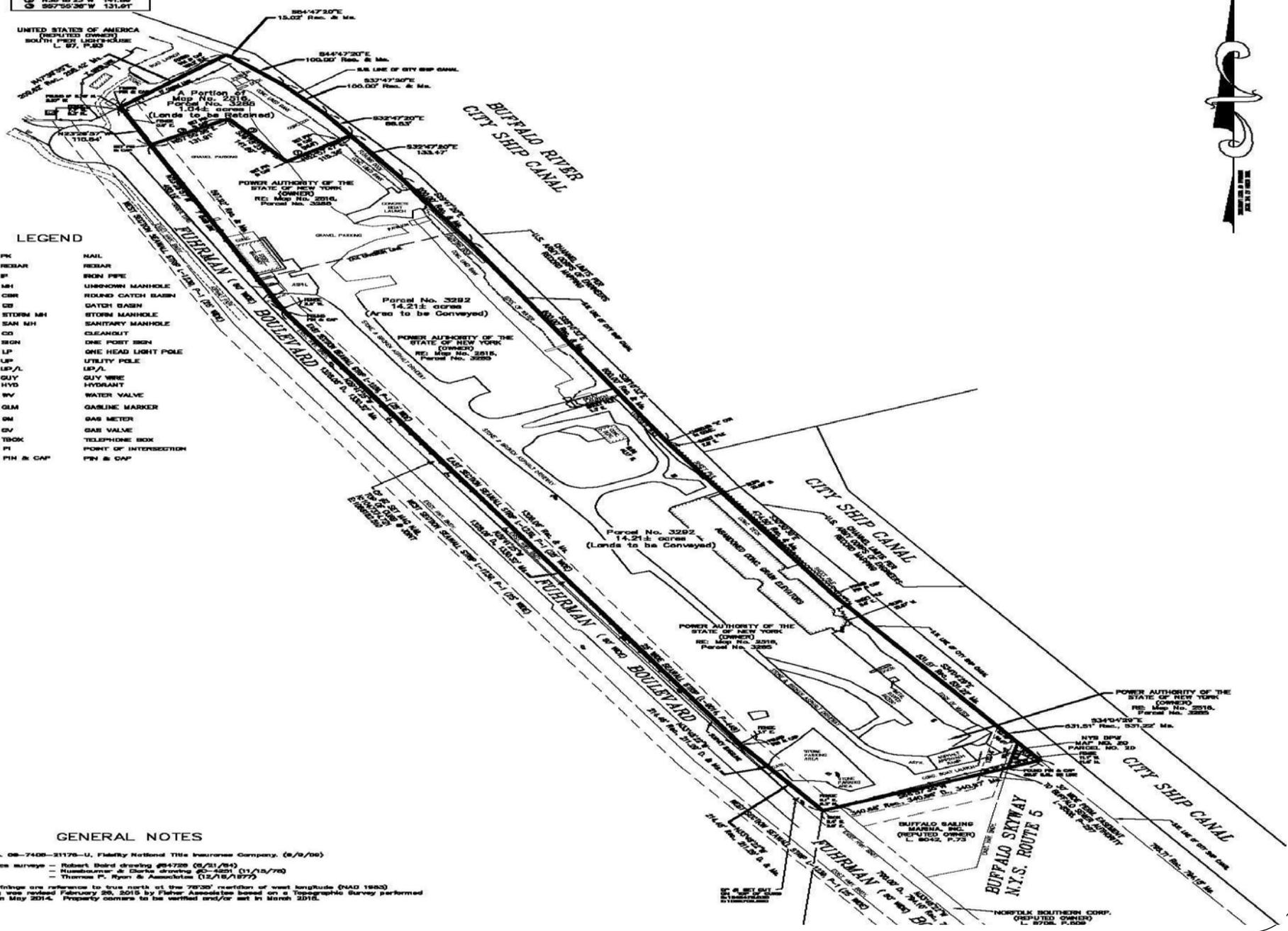
- PK NAIL
- REBAR REBAR
- P IRON PIPE
- MH LIMBOWN MANHOLE
- CMH ROUNDS CATCH BASIN
- CB GATEH BASIN
- STMH STORM MANHOLE
- SAMH SANITARY MANHOLE
- CO CLEANOUT
- BGN ONE PORT BGN
- LP ONE HEAD LIGHT POLE
- LP UTILITY POLE
- LP/L LP/L
- GUY GUY WIRE
- HYD HYDRANT
- WY WATER VALVE
- GLM GASLINE MARKER
- GM GAS METER
- GV GAS VALVE
- TBOK TELEPHONE BOX
- PI POINT OF INTERSECTION
- PIN & CAP PIN & CAP

GENERAL NOTES

Title No. 08-7408-21178-U, Fidelity National Title Insurance Company, (8/9/06)

Reference surveys - Robert Baird drawing #84728 (8/21/84)
 - Hunsbarger & Clarke drawing #5-2251 (11/15/70)
 - Thomas P. Ryan & Associates (12/18/1977)

All bearings are reference to true north at the 78°30' meridian of west longitude (NAD 1983)
 Mapping was revised February 25, 2015 by Flater Associates based on a Topographic Survey performed by us in May 2014. Property corners to be verified and/or set in March 2016.





The Outer Harbor

- ECHDC currently owns a roughly 400-acre strip of man-made land between Lake Erie and Fuhrmann Blvd.
- The close proximity to nearby Canalside/Inner Harbor, as well as significant investments by ECHDC, as well as public and private sectors, makes this an extremely appealing opportunity
- Waterfront property features a mix of open green space, passive and active recreational features, and designated event spaces, broken down into 6 different publically accessible areas:

Bike Taxi Landing; Wilkeson Pointe; Michigan/Seaway Pier; Greenbelt Space/Pathway; Bell Slip; Terminals A&B





Bike Ferry Landing

- A \$5 Million project to enhance the pedestrian experience and connectivity between the The Outer and Inner Harbor
- The beautifully landscaped landing spot for Queen City Bike Ferry boasts amenities for pedestrians, bicyclists and passive recreationalists with a prime view of Canalside and the inner Harbor.





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Wilkeson Pointe

\$3.5 Million revitalization project of 20-acre site with maintained landscape, 7-10 acres of flexible “open” event space, wind sculptures, comfort station, non-motorized dock, gazebo, beach (no water access), play areas, fishing pier and 14 parking spaces.



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Greenbelt Space/Pathway

Over 100 acres of “raw” event space, which is encircled by the Greenbelt bike/pedestrian pathway (approximately 3 miles). A paved pathway runs directly through the middle of the site and terminates at the northern end into a large paved, event space.





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Bell Slip

A series of successional woodlands, meadows, and natural habitats that support wildlife and bird populations. Additionally, there are 25 paved public parking spaces, with public gathering spaces on each side, as well as some grass areas for usage.





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Terminals A&B

Over 50 acres of space, led by 2 terminal buildings (500,000 and 100,000 sq/ft.). Paved areas and proximity to the water's edge highlight the accessibility and functionality of this space.



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Michigan/Seaway Pier

The abandoned pier is inaccessible to public and has limited uses. However, all that is soon to change as this parcel is a key project area of the \$5 Million Buffalo Outer Harbor Access and Activation Civic Project



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The Request

- Seeking proposals from qualified marina operators for right to operate and maintain a private marina and adjacent land, as well as ECHDC owned assets such as equipment and buildings.
- Intent is to solicit an operator that will display the following:
 1. A professionally sound practices in the areas of finance, operations/maintenance and customer service.
 2. An background of working within a seasonal waterfront community.
 3. A proven history of working amenable with a variety of public and private partners.
 4. An understanding of ECHDC's vision for Buffalo's waterfront revitalization.



The Scope

The purpose of the *Designated Operator* will be to develop and maintain a comprehensive plan for operating and maintaining the marina. The tasks include, but are not limited to, the following:

- Facility management (slips, docks, buildings, utilities, etc.)
- Equipment maintenance
- Regulatory oversight of the property, assets and vessels
- Financial record keeping
- Insurance



The Opportunities

ECHDC fully understands that for the *Designated Operator* to be successful, revenue streams need to be made available throughout the term of the agreement. The opportunities include, but are not necessarily limited to, the following opportunities:

- Slip holder fees (*See Addendum #1*) – *Note: There are **NO** 50' slips.*
- Summer/winter storage
- Seasonal dry docking
- Ship store
- Miscellaneous services

* *Note: Any other suggested revenue streams will be at the sole discretion of ECHDC, based on both public and confidential information.*



The Terms

- **Entry into a formal agreement/contract for the 2017-2018 boating seasons with renewable options for 2019 and 2020**
- **Adherence to all applicable NYS contract requirements outlined in the RFP**
- **Offer to ECHDC, without assistance, in the form of a base rent, revenue share (or mixture of both), as well as another suggested rent structure, in exchange for right to operate and maintain the private marina, with an expectation of generating revenue in a financial sound manner.**
- **Work with ECHDC, as necessary, to mitigate any and all unforeseen circumstances that may arise**



The Process

The successful Respondent (or team) will have extensive experience in marina operations and understand the challenges of working with complex urban environments with recreational pedestrian usage.

Selection of the Contractor shall be based on a determination of the best value to ECHDC. When evaluating proposals, the following criteria will be considered in order of priority:

Financial Offer (40 Points)

Proposed Operations Plan (30 Points)

Team Qualifications (25 Points)

Diversity Practices (5 Points)



Proposal Requirements

- **Cover letter**
- **Respondent Description**
- **List of qualifications**
- **Relevant work/projects**
- **Financial Offer & Pro-forma**



Procurement Forms & Requirements

1. State Finance Law §§139-j and 139-k forms
2. Vendor Responsibility Questionnaire
3. Iran Divestment Act Statement
4. Non-Discrimination and Contractor & Supplier Diversity Requirements
5. Encouraging the Use of NYS Businesses in Contract Performance Form
6. Certification under State Tax Law Section 5-a
7. Schedule A (for review only—no separate form requirement)
8. Project Sunlight (for review only—no separate form requirement)
9. Insurance Requirements



Time & Place of Submission

Submit one (1) original, eight (8) hard copies, and one (1) electronic copy on CD/USB of their submittal by **2pm on November 10, 2016**

Responses shall be delivered to:

Thomas P. Dee, President

Erie Canal Harbor Development Corporation

Attn: First Buffalo River Marina RFP

95 Perry Street, Suite 500

Buffalo, New York 14203



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Additional Info.

Any all questions or requests for additional information or documents will be accepted no later than **close of business November 2, 2016** to:

Chris Catanzaro, Project Manager

Erie Canal Harbor Development Corporation

95 Perry Street, Suite 500

Buffalo, New York 14203

(716) 846-8202

FBRMarinaOperatorRFP@esd.ny.gov



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First Buffalo River Marina Operator RFP Pre-Bid Meeting

10/26/2016

Name	Organization	Email	Signature
Matt Prime	Safe Harbor Marina	MATTE SAFEHARBOR DEV. COM	<i>[Signature]</i>
Brandon McKay	Safe Harbor Marina		
Robert Hill	Union Concrete & Constuction		
Nikolaus Osinski	Union Concrete & Constuction		
Bradley Smith	Smith Boys Marine Group	Bradley@smithboys.com	<i>[Signature]</i>
Geoffrey Smith	Smith Boys Marine Group	Geoffrey.P.Smith@smithboys.com	<i>[Signature]</i>
Robert Smith	Smith Boys Marine Group	RSmith@SmithBoys.com	<i>[Signature]</i>
James Marinello	Smith Boys Marine Group	JamesMarinello@SmithBoys.com	<i>[Signature]</i>
Lisa Olson	Olson Bros. Marine	OlsonBuffalo@Vernon.NET	<i>[Signature]</i>
Gary Pudlewski	Olson Bros. Marine	BoatOlson@MSN.COM	<i>[Signature]</i>
Robert Menter	Bill's Boatworks	Bill's Boatworks@AOL.COM	<i>[Signature]</i>
GREG DEKREAR	SMITH BOYS	<i>[Signature]</i>	GDEKREAR@SMITHBOYS.COM
NICK OSINSKI	Union Concrete	NOSINSKI@UnionConcrete.com	<i>[Signature]</i>
Bob Hill	Union Concrete	brocco15@roadrunner.com	<i>[Signature]</i>
Brandon Mody	SAFE Harbors	Brandon@SAFEHarbors.com	<i>[Signature]</i>
Darren Wright	Ree Yachts	Darren@reeryachts.com	<i>[Signature]</i>

* **Please Note** : The names and contact information on this sheet will be made public on our website. Place an asterisk (*) next to your name if you'd like to be removed from public view.

Tim Finble Ree Timfinble@reeryachts.com TJ
 Anita Sanders Trace Assets Protection Service anita@tapa.com
[Signature]