

# 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 #5** – Questions

Q. Will there be a mandate for security service at this site included in this bid request? If so, what time frames will security be mandated, i.e. 24 hours?

**A. *The Designated Operator is responsible for securing the marina and ECHDC assets, as outlined in section VI. Scope of Services (6. Security) in the RFP.***

Q. Is there WiFi on the property or nearby service to draw from?

**A. *Yes, the current operator has WiFi but it is inhibited due to security measures at the nearby Coast Guard.***

Q. What are the “pre-determined” slip rates for 2017?

**A. *See attached “First Buffalo River Marina-2017 Summer Slip Rates”.***

Q. There is mention of 50’ slips in the RFP, but not in the pro-forma. Are there 50’ slips?

**A. *No***

Q. Is there water and electric available at the docks?

**A. *No. Please note: there is an error within the sections 1 and 2 of the revenue worksheet of mandatory pro-forma. The slips (20’, 30’, 40’) DO NOT have electricity.***

Q. If successful we would want to operate the marina through a new company. Would it be possible to submit an RFP now, without actually having set up this company?

**A. Yes. If the Respondent intends to create a new company all those with ownership interest will need to be fully disclosed and defined within the proposal. ECHDC may require additional information in order to verify that the new firm is a responsible vendor.**

Q. Clause g of item #3 in Scope of Services contains very broad language that indicates that the designated operator will be obligated to replace any part of the premises at the ECHDC's discretion. Is this the final form of the clause that will be included in the contract, or will the ECHDC provide more language that limits the designated operator's responsibility? If so, what will the new wording of the clause be?

**A. No. However, the expectation from ECHDC, as outlined and defined in item #1 and #3 within (Section VI.) Scope of Services, will be that the Designated Operator will be required to maintain marina operations and provide reasonable repairs on an "as needed" basis.**

Q. Clause h of item #2 in Scope of Services says that no hazardous materials can be stored onsite. Does this mean that the ECHDC will not allow the designated operator to store and use chemicals, including (but not limited to) solvents, paints, strippers, cleaners, oils, degreasers, etc., that are commonly used in the maintenance of equipment and watercraft? Is the designated operator permitted to store any gas or diesel onsite?

**A. The Designated Operator can store chemicals, as well as gas and/or diesel, as needed to operate the facility and in accordance within regulatory requirements as outlined in the Stormwater Pollution Prevention Plan. Additionally, the Designated Operator is responsible for all building and property regulations as required by all applicable governmental agencies (i.e. City of Buffalo, NYSDEC, County of Erie). The Designated Operator will be responsible for all costs associated with this service and applicable permits, as well as regulatory monitoring.**

Q. Clause b of item # 9 in Scope of Services says that no new or used vessels, motors or equipment can be sold onsite. Is the ECHDC open to changing this prohibition? If so, would there be any restrictions?

**A. Yes, ECHDC is open to this service, provided that the Respondent includes a plan for use and identifiable revenue benefit to ECHDC, as outlined within "All Other Site Related Revenue" of the Revenue worksheet within the mandatory pro-forma. The Designated Operator will be responsible for all costs associated with this service and applicable permits, as well as regulatory monitoring.**

Q. Can you provide the value that ECHDC wants each facility and piece of equipment listed in the site summary insured at?

A. ***Please see attached "ECHDC Assets".***

Q. When were the most recent inspections of the two travel lifts as required by OSHA? When does the Travel lifts' current inspection expire?

A. ***The inspection was completed 9/14/2016 and last until 9/14/2017 by Bush Crane and Aerial Lift Services.***

Q. What was the historical income total, if possible itemized from each source, i.e. docks, store, storage, dry dock, etc.?

A. ***See attached "First Buffalo River Marina-Reported Revenues".***

Q. What is the MWBE and SVOB Goal percent based on?

A. ***The overall project scope and budget; potential subcontracting opportunities for, as well as availability of, MWBE and SVOB firms; market and industry data (e.g., NYS Disparity Study; geographic location and region; and past performance on projects/contracts.***



## *Summer Slip Rates 2017*

<i>20 Foot Slip (Boats up to 22 feet)</i>	<i>\$ 1100</i>
<i>30 Foot Slip (Boats up to 32 feet)</i>	<i>\$1415</i>
<i>40 Foot Slip (Boats up to 42 feet)</i>	<i>\$1680</i>
<i>Dry Dock Fee</i>	<i>\$425 (after 3/1 \$450.00)</i>
<i>Seasonal Launch Pass</i>	<i>\$165</i>
<i>Daily Launch Fee</i>	<i>\$ 10</i>
<i>Sail Boat Bottom Wash **Racers**</i>	<i>\$125</i>

### *Note:*

*We offer storage, winterization of boats, shrink wrapping and other services this year. Please inquire at office.*

***ECHDC Assets***

<b>Asset</b>	<b>Dimensions</b>	<b>Year</b>	<b>Estimated Cost</b>	<b>Replacement Cost</b>	<b>Depreciation</b>	<b>Current Value</b>
Office/Maintenance Building	4200 sq. ft.	2012	\$ 317,000	\$ 625,000	30 years	n/a
50 Ton Travel Lift	n/a	2013	\$ 410,000	n/a	10 years	\$ 287,000
Bike Ferry Docks	40 linear feet	2016	\$ 70,000	n/a	10 years	\$ 70,000
Marina Docks/Gangways	2000 linear feet	2013	\$ 1,200,000	n/a	10 years	\$ 840,000

**First Buffalo River Marina****Reported Revenues**

<b>Marina-Related Revenues</b>	<b>2013</b>			<b>2014</b>			<b>2015</b>		
	<b>#</b>	<b>Amount</b>	<b>Avg.</b>	<b>#</b>	<b>Amount</b>	<b>Avg.</b>	<b>#</b>	<b>Amount</b>	<b>Avg.</b>
Summer Slip Rentals	134	\$ 146,276	\$ 1,091.61	142	\$ 175,257	\$ 1,234.20	131	\$ 160,830	\$ 1,227.71
Boat Storage	178	\$ 108,859	\$ 611.57	226	\$ 117,581	\$ 520.27	225	\$ 118,732	\$ 527.70
Seasonal Park and Launch	45	\$ 13,430	\$ 298.44	NA	\$ 1,430		68	\$ 22,650	\$ 333.09
Marina Services	NA	\$ 16,766		NA	\$ 22,862		NA	\$ 25,262	
<b>MARINA REVENUES SUBTOTAL</b>		<b>\$ 285,331</b>			<b>\$ 317,130</b>			<b>\$327,474</b>	