

REQUEST for QUALIFICATION

RFQ

FERRY SERVICE

Rochester - Toronto

March 2008

Toronto
Port
Authority



Administration
Portuaire
de Toronto



City of Rochester, NY
Robert J. Duffy, Mayor

Dear Interested Candidate:

On behalf of the City of Rochester, New York, and the Toronto Port Authority, we are pleased to present this Request for Qualifications (RFQ) to operate a ferry service between Rochester and Toronto for Commercial, and/or Passenger services in 2009. Included in this RFQ is an introduction to the opportunity being considered, an overview of the project, a description of the qualifications an operator must demonstrate, and submission requirements.

The communities of Upstate New York and the Port Authority in Toronto, Ontario are interested in exploring the feasibility of a ferry service from a private entity. No public subsidies will be provided. The submittal requirements, as well as our evaluation and selection procedures are included in this RFQ.

We thank you, in advance, for the effort that this request will require and we look forward to receiving your document.

Sincerely,

Table of Contents

	Page
Section I – General Information and Contact	4
Section II – Terminals and Project Area	5
Section III – Qualifications	6
Section IV - Submission Requirements	6
Section V – Review ad Evaluation	7

SECTION I - GENERAL INFORMATION and CONTACT

The City of Rochester, New York, USA, and the Toronto Port Authority, Ontario, Canada (the "Parties") offer this opportunity for the concession of a privately operated ferry service in 2009 crossing Lake Ontario between the two cities. This service can include any combination of passenger, passenger vehicles, tour buses, and light commercial freight.

This Request for Qualifications (RFQ) is intended to identify the market of interested candidates who have the qualifications to operate a ferry service between Rochester and Toronto.

All communications concerning this RFQ shall be directed in writing to:

Paul J. Morrell, Port Operations Manager

**Economic Development Dept
City of Rochester
30 Church Street, Room
005a
Rochester, New York 14614
585-428-6826 (F) 585-428-6042
email: morrellp@cityofrochester.gov**

With simultaneous copies to the persons at the address set forth below:

**Lisa Raitt, President & Chief Executive
Officer**

**Toronto Port Authority
60 Harbour Street
Toronto, Ontario M5J 1 B7
Telephone: (416) 863-2016
email: lraitt@torontoport.com**

SECTION II – TERMINALS

Rochester Port Terminal Building

The City of Rochester has constructed a 53,200 sq ft Port Terminal building located at 1001 River Street fronting along Genesee River and Lake Ontario. This building includes a Customs and Border Office, paved vehicle queuing area to support vehicle access, mixed use restaurant and commercial office space, as well as maintenance support buildings. The Port of Rochester is prepared to offer the use of this terminal, for a lease fee.

Port of Toronto Ro-Ro Dock Terminal Building

The Port of Toronto has constructed a ferry terminal and access road at the port owned Ro-Ro Dock. The Port of Toronto is prepared to offer the use of this terminal, for a lease fee.

Site Characteristic - Rochester

The Port Terminal building is located at the northern end of Genesee River, near Lake Ontario. The width of the entrance of the Genesee River, within the jetties, is approximately 450 feet wide. The jetties continue approximately 3,200 ft, or 225 ft inland from the shoreline. At this point, the Genesee River widens to 625 feet, due to a turning basin. The turning basin extends 225 feet at which point the river narrows to 350 feet wide. Draft within the harbor is between 8 – 15 feet. Current use is seasonal recreational use and some commercial use.

Site Characteristic – Toronto

The ferry terminal operation is located at the Port of Toronto, Ro-Ro cargo dock. This dock is located at the entrance channel to the Port of Toronto and has water depth in excess of 25 feet. The current use of the dock and associated wharf apron is for containerized cargo and miscellaneous general cargoes. It is anticipated that these uses, while continuing, will be separated and screened from the ferry operation.

The Port of Toronto has constructed passenger facilities for waiting, ticket sales and concessions at a location convenient to the queuing area and an adjacent park. It is expected that any interim and/or permanent facilities will be leased to the operator.

SECTION III – QUALIFICATIONS

It is the intent of the Parties to offer this opportunity to the marketplace for candidates who demonstrate the necessary expertise and experience in ferry service operations. In addition, candidates are required to demonstrate that they possess the managerial expertise and financial resources necessary to provide and assure performance of ferry services as specified herein. No public subsidies will be provided.

The Parties, at their sole discretion, will decide if a candidate possesses the required qualifications set forth below. Further, the Parties may require more information than is set forth herein, or as required in this section.

SECTION IV - SUBMISSION REQUIREMENTS

Within a 15 page summary, the parties have agreed to request the following qualifications for a ferry service by providing the following information:

- Provide a brief description of the ferry services currently provided by you or your firm;
- Provide a narrative overview of your proposed ferry service between Rochester and Toronto;
- Provide a narrative summary of the market you would serve and your marketing campaign to advertise your service. In addition, list the potential customers for which the services will be provided;
- Describe the resources and experience that will be available to you or your firm to provide operation, marketing and management of the ferry service you propose;
- Identify the key staff members and personal that would be involved in the ownership and operation of this ferry service;
- Provide a summary of your experience in a ferry service operation;
- Describe the source of funding for your proposal and how you will provide assurance of that funding; and
- Describe the vessel or vessels that you propose to use for this service and where they would be obtained.

Required Copies

Proposals shall be submitted separately to both parties by **March 31, 2008**. Responses shall be enclosed in a sealed envelope or box, marked with the name and address of the candidate. One (1) unbound original and Three (3) copies shall be submitted and received.

SECTION V - REVIEW and EVALUATION

RFQ's received by the submittal deadline will initially be evaluated for completeness and whether additional information is required. Site visits will not be provided. Responsive RFQ's will then be reviewed for market feasibility, business plan projections, and financial capability.

Based on these ratings the parties may select qualified candidates to participate in future discussions regarding this service.

Evaluation

The Parties will jointly evaluate the responses to the RFQ and base selection on the ability of a private developer to demonstrate their operational and financial ability to successfully market and sustain a profitable ferry service.

"It shall be the candidates' sole risk to assure delivery of its Statement of Qualifications to the designated office by the designated time. The City and Toronto Port Authority will not evaluate any SOQ's received after the deadline specified in this Request for Qualifications. No changes or interpretations will be made to the RFQ except by written addendum. The City and Toronto Port Authority may reject any Statement of Qualifications considered to be non-responsive to this Request for Qualifications. Statements of Qualifications should be prepared simply and economically, providing a straightforward, concise description of the candidate's qualifications.

Upon a determination that such actions would be in the best interests of the City and Toronto Port Authority, the City and Toronto Port Authority reserve the right to reject and refuse to consider any or all of the submitted Statements of Qualifications received in response to this document."

END

Location Map and Proposed Ferry Route

