

THE PORT AUTHORITY OF NY & NJ
PROCUREMENT DEPARTMENT
4 WORLD TRADE CENTER
150 GREENWICH STREET, 21ST FLOOR
NEW YORK, NY 10007

REQUEST FOR EXPRESSIONS OF INTEREST

ISSUE DATE: JULY 28, 2017

**TITLE: LEASE OF PROPERTY LOCATED AT PORT JERSEY-PORT
AUTHORITY MARINE TERMINAL IN BAYONNE, NEW JERSEY**

NUMBER: 50456

SEND RESPONSES TO: REFER TO THE RFEI FOR SUBMISSION INSTRUCTIONS

RESPONSE DUE DATE: SEPTEMBER 6, 2017 TIME: 2:00 PM

SITE VISIT: AUGUST 14, 2017 TIME: 11:00 AM

QUESTION DUE DATE: AUGUST 17, 2017 TIME: 2:00 PM

BUYER NAME: JAMES SUMMERVILLE
PHONE#: (212) 435-4642
jsummerville@panynj.gov

TABLE OF CONTENTS

1. GENERAL INFORMATION: THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY	3
2. INTRODUCTION/OBJECTIVE	3
3. DESCRIPTION OF TERMINAL 2	4
4. SUBMISSION OF INFORMATION	5
5. LIMITATION ON PAGES IN RESPONSE	6
6. QUESTIONS	6
7. SITE VISIT:	6
8. CONFERENCE	6
9. GENERAL	7
ATTACHMENT A: AGREEMENT ON TERMS OF DISCUSSION	8
ATTACHMENT B - RESPONDENT REFERENCE FORM	9
ATTACHMENT C: PICTORIAL REPRESENTATION OF TERMINAL 2	10

1. GENERAL INFORMATION: THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY

For background information on the Port Authority of New York and New Jersey (“Port Authority”), see the Port Authority’s website: www.panynj.gov.

2. INTRODUCTION/OBJECTIVE

The Port Authority is seeking expressions of interest to lease, develop and utilize Terminal 2 at the Port Jersey – Port Authority Marine Terminal (“Port Jersey”) in northeastern Bayonne, New Jersey for commercial passenger cruise operations. The preference for Terminal 2 would be a lease for a **minimum** of 15 years.

As shown in Attachment C, Terminal 2 encompasses approximately 19.18 acres of blended building, berth and open area waterfront property situated at the former Military Ocean Terminal in Bayonne (MOTBY) peninsula. The parcel sits immediately west of the Cape Liberty Cruise Port (CLCP) cruise terminal facility. The parcel includes Buildings 12, 13 and 14, each approximately 120,000 square feet and vacant, with Building 14 formerly serving as a cruise terminal facility as late as 2014. Terminal 2 also includes Berth N2, which has potential to be developed to approximately 1,260 linear feet in length. The remainder of the parcel includes paved open area.

Terminal 2 sits on the north side of the MOTBY peninsula with direct water access to upper New York Bay. Terminal 2 is readily accessible via Interstate 78, the New Jersey Turnpike (Interstate 95) and the Hudson-Bergen Light Rail mass transit system.

A portion of Terminal 2 accommodated cruise operations from 2005 until 2014. Building 14, located within Terminal 2, served as the main terminal for the processing of passengers and luggage. The one-story building is an adapted re-use of a military warehouse comprising approximately 120,000 square feet, including an additional 25,000 square foot tent adjacent to the building. The building was also home to the offices of the U.S. Customs and Border Protection. Building 14 sits adjacent to Berth N-2, which will serve as the primary berth for the docking of cruise vessels for Terminal 2.

During the period Terminal 2 was in use as a cruise terminal, vehicles accessing the facility were parked in an area east of the Terminal 2 property, which has since been taken over by new development. Consequently, Buildings 12 and 13, situated just south of Building 14 within Terminal 2, are both currently non-tenantable and may require demolition to provide adequate space for parking for the terminal operation.

Terminal 2 shall be developed by the selected lessee with the sole purpose of serving as a homeport for the berthing of cruise ships and the processing of cruise passengers.

Development needs may require:

- Development of Building 14 to serve as the main cruise terminal building. The extent of its development, rehabilitation or demolition shall be determined by the selected Proposer to meet its specific needs;
- Development and rehabilitation of Berth N-2, inclusive of dredging necessary to accommodate cruise vessels;
- Potential demolition of Buildings 12 and 13 to provide area for parking operations, as desired;
- Construction of parking area, either surface lot or garage, to support terminal; and
- Development of all necessary infrastructure, including without limitation all improvements related to traffic, parking, utilities and terminal operations.

In lieu of the foregoing potential developmental requirements, the Port Authority will entertain ideas from prospective lessees to redevelop Terminal 2 into a fully functional/operational facility for commercial passenger cruise operations.

Under the agreement with the lessee, the Port Authority will continue to serve as owner of Terminal 2. Cape Liberty Cruise Port serves as the Port Manager for the Port Jersey South facility and, according to the terms of its agreement with the Port Authority, has the first right of refusal to operate additional cruise terminals utilizing Berth N2. The Port Manager will be responsible for all daily cruise operations at Terminal 2, including but not limited to all maintenance at the facility (including its building, parking areas and berth), scheduling of vessels and berths, and coordination of various cruise operations and permitted uses there. Additionally, the Port Manager will be responsible for hiring and managing a Stevedore, which will serve as the passenger and luggage processor. The Stevedore will be responsible for all needs related to the movement of passengers, their property and supplies to and from the cruise vessels docked at Terminal 2.

3. DESCRIPTION OF TERMINAL 2

Total Acreage:	Approximately 19.18 Acres
Buildings:	Buildings 12, 13 and 14. Each approximately 120,000 square feet of enclosed area (approximately 8.26 acres). Building 14 formerly served as a Cruise Terminal facility.
Berthing Area:	Berth N-2, with the potential of being developed to approximately 1,260 linear feet, currently in need of rehabilitation and dredging work to accommodate ocean going vessels.
Depth:	Approximately 25-feet Mean Low Water (MLW)

Directions to the Terminal:

To the Property:

From the North: Take the New Jersey Turnpike/I-95 South to Exit 14A - Bayonne.

From Exit 14A

Follow the signs for Route 440 South. Proceed 1 1/2 miles and make a left into the Bayonne Ocean Terminal. The cruise terminal is two miles straight ahead.

From the South

Take the New Jersey Turnpike/I-95 North to Exit 14A - Bayonne. Follow directions above from Exit 14A.

From the Hudson-Bergen Light Rail System

Take the light rail system to the 34th street station.

4. SUBMISSION OF INFORMATION

At this time, the Port Authority is seeking expressions of interest in leasing Terminal 2 and a capability statement featuring the Respondent's experience and qualifications in operating a maritime-related business.

Each Respondent shall email a pdf copy of its response to the Buyer listed on the cover page of this Request for Expression of Interest (RFEI), no later than the time and dated listed on the cover page.

The Response shall express the Respondent's interest in leasing Terminal 2 and using it for commercial passenger cruise operations. The Response shall also include or identify:

- A. The name, address, URL and Federal Employer Identification Number of the Respondent;
- B. Contact information (name, title, email, telephone number) of the individual who shall act as the Respondent's contact with the Port Authority for further information requests and future solicitations, if any. In addition, at any time after the opening of the responses to the RFEI, the Port Authority may request additional information relating to the Respondent's qualifications and will use this individual as the point of contact for these queries.
- C. A brief description of the company, its lines of business, organization, mission, affiliates, objectives, location, its years in business under its present business name, and a list of previous business names used, if any.
- D. A description of the Respondent's experience in operating a maritime facility. The Respondent shall identify and briefly describe all facilities operated by the

Respondent and any affiliates, the annual volumes of activity at the facilities, the customers serviced at such facilities, and other information pertinent to the operation of such facilities.

- E. A signed copy of Attachment A (Attachment on Terms of Discussion) hereof.
- F. A description conveying the proposed use of Terminal 2 that includes necessary capital improvements for the proposed commercial passenger cruise terminal development.
- G. Three commercial business references, at least one of which is related to the Respondent's operation of a maritime-related facility. Use Attachment B hereof to convey information about the references.

5. LIMITATION ON PAGES IN RESPONSE

Including all information requested herein, responses shall be limited to no more than ten (10) single-sided letter-size pages.

6. QUESTIONS

Any questions by prospective Respondents concerning this RFEI shall be addressed by email to the Buyer listed on the cover page of the RFEI, no later than the question due date.

7. SITE VISIT:

A General Site Visit is scheduled for **11:00 AM on the date conveyed on the cover page**, at Building 14 of Port Jersey. The site visit allows Respondents to tour and physically inspect Terminal 2 before submission of responses to this RFEI. **No questions will be taken during the site visit. All questions resulting from the site visit shall be communicated by email to the Buyer listed on the cover page, by the Question Due Date.**

Attendance at this site visit/inspection is strongly recommended, though not mandatory. Information conveyed may be useful to Respondents in preparing their responses and Respondents not attending assume all risks that may ensue from non-attendance.

Attendees interested in attending should RSVP to James Summerville (jsummerville@panynj.gov) no later than 12 noon (EST) of the second business day preceding the scheduled date of the site visit to confirm their attendance and/or receive traveling directions.

8. CONFERENCE

At any time after the receipt of responses, Respondents may be asked to attend an informal discussion conference with staff of the Port Authority regarding further clarification of the response and/or for additional information. To facilitate the free flow and exchange of ideas

and information, the Port Authority intends to meet with Respondents separately. The Port Authority will communicate the date, time and place of the conference, if any, in due course.

9. GENERAL

- A. Respondents should note that this RFEI might be a preliminary step towards an agreement for the lease of Terminal 2. The Port Authority reserves the right to conduct interviews with any respondent to this RFEI, initiate lease negotiations with one or more respondents to this RFEI, issue a solicitation for a lease proposal, or to perform any or none of the above.
- B. The Port Authority reserves the unqualified right to request further information from any Respondent to this RFEI.
- C. The Port Authority may consult any reference familiar with the Respondent regarding its current or prior operations and projects, financial resources, reputation, performance, or other matters. Submission of a Response shall constitute permission by the Respondent for the Port Authority to make such inquiries and authorization to third parties to respond thereto.
- D. Neither the expression of your organization's interest, nor the submission of your response to the RFEI and any documents or other information supplied by you, nor any correspondence, discussions, meetings or other communications between your organization and the Port Authority, shall impose any obligation on the Port Authority. The Port Authority shall have no obligation to any Respondent. Costs of participation or information preparation by Respondents to the RFEI are not compensable.

ATTACHMENT A: AGREEMENT ON TERMS OF DISCUSSION

The Port Authority’s receipt or discussion of any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) shall not impose any obligations whatsoever on the Port Authority or entitle us to any compensation therefor (except to the extent specifically provided in such written agreement, if any, as may be entered into between the Port Authority and us). Any such information given to the Port Authority before, with or after this Agreement on Terms of Discussion (“Agreement”), either orally or in writing, is not given in confidence. Such information may be used, or disclosed to others, for any purpose at any time without obligation or compensation and without liability of any kind whatsoever. Any statement which is inconsistent with this Agreement, whether made as part of or in connection with this Agreement, shall be void and of no effect. This Agreement is not intended, however, to grant to the Port Authority rights to any matter, which is the subject of valid existing or potential letters patent.

Any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) provided in connection with this procurement is subject to the provisions of the Port Authority Public Records Access Policy adopted by the Port Authority’s Board of Commissioners, which may be found on the Port Authority website at: <http://corpinfo.panynj.gov/documents/Access-to-Port-Authority-Public-Records/>. The foregoing applies to any information, whether or not given at the invitation of the Authority.

(Company)

(Signature)

(Title)

(Date)

ORIGINAL AND PHOTOCOPIES OF THIS PAGE ONLY.
DO NOT RETYPE.

Rev. 01/27/17

ATTACHMENT B - RESPONDENT REFERENCE FORM

Name of Respondent: _____

Please provide a list of references on the firm's performance of similar work within the last five years, including all current contracts. Use additional sheets as necessary.

Include the following information for each reference:

Customer Name: _____

Address: _____

Contact Name and Title: _____

Phone and Email Address of Contact: _____

Contract date(s): _____

Contract cost: _____

Description of work:

Customer Name: _____

Address: _____

Contact Name and Title: _____

Phone and Email Address of Contact: _____

Contract date(s): _____

Contract cost: _____

Description of Work:

Customer Name: _____

Address: _____

Contact Name and Title: _____

Phone and Email Address of Contact: _____

Contract date (s): _____

Contract cost: _____

Description of work: _____

ATTACHMENT C: PICTORIAL REPRESENTATION OF TERMINAL 2

See following page

PORT JERSEY CHANNEL

Berth N2

BLDG 14

19.18 ACRES

BLDG 13

BLDG 12

NEW YORK BAY

NEW YORK BAY

PROPERTY LINE

Pierhead Line



PA SUB-STATION
PA SIGN SHOP

ILA PARKING