



Solicitation Information

16 Nov 01

RFP # B00249

TITLE: Economic Marketing Analysis – Port Services at Quonset Point

Submission Deadline : 7 Dec 01 @ 2:00PM

PRE-BID/ PROPOSAL CONFERENCE: Yes Date: 27 Nov 01 Time: 3:00 PM

Location: Department of Administration / Division of Purchases (2nd floor, Bid Room), One Capitol Hill, Providence, RI

Questions concerning this solicitation may also be e-mailed to the Division of Purchases at questions@purchasing.state.ri.us no later than **26 Nov 01 at 12:00 Noon**. Please reference the RFP / LOI # on all correspondence. Questions received, if any, will be discussed at the pre-bid conference and included in the meeting summary which will be posted on the Internet as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

SURETY REQUIRED: No

BOND REQUIRED: No

**Jerome D. Moynihan, C.P.M., CPPO
Administrator of Purchasing Systems**

**Vendors must register on-line at the State Purchasing Website at
www.purchasing.state.ri.us.**

NOTE TO VENDORS:

Offers received without the entire completed three-page RIVP Generated Bidder Certification Form attached may result in disqualification.

THIS PAGE IS NOT A BIDDER CERTIFICATION FORM

The Department of Administration / Division of Purchases, on behalf of the Office of the Governor of the State of Rhode Island, seeks a qualified consultant or team of consultants in port marketing and transportation market analysis to provide direct industry contact and market analysis to assist the Office of the Governor in determining market demand, market analysis, market feasibility and market customers in relation to a proposed container terminal at the Quonset Davisville Port and Commerce Park in Rhode Island. The selected Consultant(s) / Contractor (s) will be expected to provide services through the Project Manager at the Office of the Governor.

Proposals will be limited to 50 pages and must include a description of Consultant / Contractor's skills, qualifications and industry contracts. Proposals should provide resumes and relevant experience for key personnel who will be involved in providing services pursuant to the Proposal. Proposals also should include a description of the Contractor's approach to the assignment. Personnel commitments to and cost estimates for each assigned section also must be provided.

This solicitation is issued in accordance with the State's General Conditions of Purchase, which is available on the internet at www.purchasing.state.ri.us

INSTRUCTIONS AND NOTIFICATIONS TO OFFERORS:

Potential offerors are advised to review all sections of this Request carefully, and to follow instructions completely, as failure to make a complete submission as described elsewhere herein may result in rejection of the proposal.

Alternative approaches and/or methodologies to accomplish the desired or intended results of this procurement are solicited. However, proposals which depart from or materially alter the terms, requirements, or scope of work defined by this Request will be rejected as being non-responsive.

All costs associated with developing or submitting a proposal in response to this Request, or to provide oral or written clarification of its content, shall be borne by the offeror. The State assumes no responsibility for these costs.

Proposals are considered to be irrevocable for a period of not less than sixty (60) days following the opening date, and may not be withdrawn, except with the express written permission of the State Purchasing Agent.

All pricing submitted will be considered to be firm and fixed unless otherwise indicated herein.

Proposals misdirected to other State locations or which are otherwise not present in the Office of Purchases at the time of opening for any cause will be determined to be late and will not be considered.

It is intended that an award pursuant to this Request may be made to multiple contractors, who will report to the Project Manager. Joint Ventures and use of subcontractors may be considered.

Bidder's are advised that all materials submitted to the State for consideration in response to this Request for Proposals will be considered to be public records, as defined in RIGL Title 38, Chapter 2, and will be released for inspection immediately upon request, once an award is made.

"Foreign" corporations, corporations without a Rhode Island business address, must obtain a Certificate of Authority from the Rhode Island Secretary of State to conduct business within the State (Corporations Division 401-222-3040). This is a requirement only of the selected consultant (s).

BACKGROUND AND PURPOSE

BACKGROUND:

Brief History of Quonset Point/Davisville.

The Rhode Island economic development story of Quonset Davisville begins with World War II. The United States Navy developed the Naval Air Station and Naval Air Rework Facility at Quonset Point (“Quonset”) to assist in the war effort, and subsequently developed the Naval Construction Battalion Center at Davisville (“Davisville”). Quonset and Davisville served the United States military efforts through all its campaigns thereafter, and served as the primary logistics shipping center for the military effort in the conflict in Vietnam.

In 1974 the United States Navy declared Quonset surplus. Almost 20 years later in 1992, the Navy announced that Davisville would be closed in 1994. Through a series of transfers in 1978, 1980 and 1981, the Quonset portion of the base was transferred to the Rhode Island Economic Development Corporation (“RIEDC”) then known as the Rhode Island Port Authority and Economic Development Corporation, and in 1995, the Navy commenced the transfer of the Davisville base to the RIEDC. In total the Quonset Point Davisville area encompasses 3047 acres.

Along the waterfront, the Davisville piers have seen the growth of automobile import and processing uses as well as seafood freezing and processing. Along with Electric Boat, the Quonset carrier pier has seen shipbuilding and marine repair uses.

The current port operations at Davisville operate on two piers, each approximately 800 feet in length and approximately 100 acres of lay down area. Automobile processing and food processing comprise the largest share of port activity here. Additional bulkhead and pier area are available at the facility. The facility is served by a rail connection to Worcester, Massachusetts, where the CSX railroad has major distribution capacity.

Current waterfront uses at the Park include maritime support services such as submarine and ship building by Electric Boat and Southeastern New England Shipbuilding Company (SENECO) at Quonset and automobile import and processing along with frozen fish processing by NORAD and Seafreeze Ltd., respectively, at Davisville.

The location and transportation features of the Park are unique in New England. Located within the Northeast Corridor “megalopolis” between New York and Boston, over 1,000,000 people reside within a 45 minute drive of the Park. Twenty million people reside within a 150 mile radius of the Park, and 50,000,000 people reside within a 300 mile radius of the Park. Within the Park are all four modes of transportation (road, rail, water and air), with the National Guard being the primary user of the Rhode Island State Airport at Quonset which contains one of New England’s longest runways at 8,000 feet.

Because of the Park’s strategic location for shipping, the Navy developed the Park as a major distribution center to support military efforts. The Park’s waterfront access is just eight miles from the sea buoy past Brenton Point marking the entrance to Narragansett Bay. The main channel into Narragansett Bay has minimum depths exceeding 60 feet with the access channel approximately one and one-half miles from the main channel to the Park having minimum depths exceeding 30 feet. These channels have minimum siltation, are not federalized, and do not require routine maintenance dredging by the United States Army Corps of Engineers. Therefore, they do not suffer from a harbor maintenance tax for goods imported to the United States through those channels.

The Park, comprising all of the Quonset and Davisville land, contains approximately 3,000 acres of land in total, and currently is home to multiple uses. Approximately 600 acres of the facility are dedicated to open space and natural and sensitive areas. The Quonset State Airport and utilities occupy approximately 550 acres of land. The Town of North Kingstown's 18 Hole Public Golf Course (which separates the Davisville and Quonset segments of the industrial portions of the Park) contains approximately 140 acres and another 60 acres also are dedicated to recreational uses. Road and rail rights of way include approximately 100 acres. Approximately 800 acres of land are developed and utilized by such gold key tenants as Electric Boat and Toray Plastics. The remaining acreage (approximately 750 acres) is being restored and developed by the RIEDC with a variety of uses including high tech, heavy industry, aquaculture, existing port use expansion, and related hospitality and office use.

Current employment at the Park exceeds 6,000 employees working at over 130 companies. Long-term planning currently underway for the Park indicates that the employment capacity (land use and transportation capacities) is somewhere in the range of 15,000 to 20,000 employees (well less than the 23,000 employees employed at the Park during its peak Naval operations). The RIEDC serves Park tenants with an integrated water system and an award-winning waste water treatment plant.

Nine hundred acres of the Park are designated as a foreign trade zone, thereby being exempt from value-added and certain other taxes and levies. The designation as a foreign trade zone is a competitive advantage in the analysis of the Park's attributes for development.

Davisville and Quonset each have significant rail infrastructure and sidings, much of which is utilized today. The Davisville portion of the Park particularly has extensive rail sidings and rail lay down areas which may be utilized by rail cargo transport and distribution businesses. The rail at Quonset and Davisville currently runs right to the existing piers.

Rail improvements in Rhode Island also will enhance the Park's competitive position. In 1996, the citizens of the State of Rhode Island overwhelmingly approved public funding of rail improvements between Quonset and the so-called "Boston Switch" (the Freight Rail Improvement Program or "FRIP"). When complete, the FRIP will upgrade freight rail access along the Northeast Corridor from Quonset to the Providence and Worcester Railroad switching terminal in Worcester, Massachusetts for unlimited freight rail access via CSX, and with some limitations via Norfolk-Southern, to the mid-western and western United States. Such improved rail access will further enhance the Park's attractiveness to major distribution and manufacturing firms which depend upon receiving and/or shipping material by rail. Of the 80 major industrial parks in Rhode Island and southeastern Massachusetts less than 15 offer direct rail access to tenants.

The Park has sufficient highway access with close proximity to Interstate Route 95. The Rhode Island Department of Transportation currently is reconstructing and relocating Route 403 to provide better access from the Park to Route 95. The State's transportation prioritization program recently has begun considering the planning of a connection from Route 4 to Route 95 southbound. When all of these improvements are complete, the Park will enjoy full intermodal access that will accommodate full development of the Park and its waterfront.

The location of the Park, its internal infrastructure and its access to the State's road and rail systems create an intermodal economic development opportunity for Rhode Island. The freight rail link to the CSX main line in Worcester and the Interstate.

Route 95 access provides easy container movement to and from the Park to significant markets. It is reasonable for Rhode Island to explore developing an intermodal container terminal that can utilize these assets.

GENERAL PURPOSE:

This purpose of this Request for Proposals is to conduct a thorough and complete market feasibility analysis of the proposed container terminal at the Quonset Davisville Port and Commerce Park in Rhode Island. The components of the proposed market feasibility analysis should include, but not be limited to, port marketing and transportation market analysis to provide direct industry contact and market analysis to assist the Office of the Governor in determining market demand, market analysis, market feasibility and market customers in relation to the proposed container terminal .

The selected Consultant(s) / Contractor (s) will be expected to provide services through the Project Manager at the office of the Governor.

RESULTS:

The Rhode Island Governor's office wishes to contract the services of several consultants or consulting firms to assist in the following projects:

Identification of current container cargo flows to and from the New England, Mid Atlantic and Midwestern markets Evaluation of cost savings utilizing the Quonset Point Port facility. Utilization of PIERS data base analysis of key inland import and export destinations is expected.

Development of inland truck and rail costs for associated cargo flows and their relative value to Quonset Point Port.

Development of a Comprehensive Ports Profile for the other ports used to serve the Quonset Point hinterland. Study is to include shipside production; terminal costs and associated port charges.

Assessment of Land Bridge Service versus All Water routes to the Quonset Point Port hinterland. Identify potential business partners, and actively assist the State of Rhode Island in identifying terms necessary to privately develop the project.

Final deliverable is to be a series of comprehensive reports as well as periodic ongoing updates to assist the State in its ongoing EIS and marketing efforts. Consultants will be retained to further assist the State in project where deemed necessary by the Project Manager.

CONTRACT AWARD AND COMPLETION

This contract (s) for consultant services is expected to be awarded on, or about, 1 January 02. Consultant (s) written reports will commence 60 days after award and continue periodically thereafter at the direction of the Project Manager and based upon the Scope of Work and funding of the project.

PRE-PROPOSAL QUESTIONS AND PROPOSAL SUBMISSION:

There will be a non-mandatory pre-proposal conference on **20 Nov 01 at 3:00 PM** at the Department of Administration / Division of Purchases (2nd floor, Bid Room), One Capitol Hill, Providence, RI

Questions concerning this solicitation may also be e-mailed to the Division of Purchases at questions@purchasing.state.ri.us no later than **19 Nov 01 at 12:00 Noon**. Please reference the RFP / LOI # on all correspondence. Questions received, if any, will be discussed at the pre-bid conference and included in the meeting summary which will be posted on the Internet as an addendum to this solicitation. It is the responsibility of all interested parties to download this information.

PROPOSAL FORMAT

Proposals must include the following:

An RIVIP Bidder Certification Cover Form signed by an owner, officer, or authorized agent of the firm or organization, acknowledging and accepting the terms and conditions of this Request, and tendering an offer to the State. This form may be obtained at www.purchasing.state.ri.us. For technical difficulties, please call the help desk at 401 222-2142, ext 134..

A **separate** Cost Proposal reflecting project costs and other fee structures proposed for this scope of services. Flat fixed fee based on an identified number of hours and personnel / staff hourly rates, daily rates and hourly rate structures may be considered, and the Project Manager shall have the right to negotiate a cost and rate structure to the Project Manager's satisfaction.

A Technical Proposal describing the background, qualification, and experience with and for similar programs, as well as the workplan or approach proposed for this requirement. **No pricing information is to appear in the Technical Proposal.**

The Technical Proposal must contain the following general sections:

Section 1 - Executive Summary

The Executive Summary is intended to highlight the contents of the Technical Proposal, and to provide RISP evaluators with a broad understanding of the bidder's technical approach and ability to achieve the expected results .

Section 2 - Previous Experience and Background

This section shall include the following information:

A brief description of the business background of the bidder (and all subcontractors proposed)

The bidder's status as a Minority Business Enterprise (MBE) if appropriate, certified by the Rhode Island Department of Economic Development, and/or a subcontracting plan which addresses the State's goal of ten percent (10%) participation by MBE's in all procurements. For further information, call the MBE Officer at 401 222-6670.

A comprehensive listing of similar projects undertaken and/or similar clients served, including the client's name, address, contact person's name and telephone number, and a brief description of the project.

Section 3 - Bidder's Organization and Staffing

This section shall include identification of all staff and/or subcontractors proposed as members of the project team, and the duties, responsibilities, and concentration of effort which apply to each (as well as resumes, curricula vitae, or statements of prior experience and qualification).

Section 4 - Workplan/Approach Proposed

This section shall describe the bidder's understanding of the Office of the Governor's requirements, including the results intended and desired, the approach and/or methodology to be employed, and a workplan for accomplishing the results proposed. The description shall discuss and justify the approach proposed to be taken for each task, and the technical issues that will or may be confronted at each stage of the project. The workplan shall include a detailed proposed project schedule (by task and subtask), a list of tasks, activities, and/or milestones that will be employed to administer the

project, the assignment of staff members and concentration of effort for each, and the attributable deliverables for each. For additional explanation, see Scope of Work.

Selection of Contractor

Proposals will be reviewed and evaluated based on the following criteria, all of which are of equal importance:

Criteria of Selection will be:

1. Approach to the Project;
2. Ability to identify current markets, including market analysis utilizing existing data and interviews with carriers, shippers and terminal operators in order to determine market demand as segmented by type of cargo, including but not limited to containerized cargo, breakbulk cargo, and dry bulk cargo. Roll on and roll off market analysis also should be contemplated;
3. Familiarity with and ability to determine inland transportation costs, including truck and rail;
4. The Contractor's ability to develop competitive port profiles including terminal costs, port charges and cargo movement production efficiencies;
5. Ability of Contractor to access key decision makers at potential customers, private sector partners and developing/operating companies;
6. Contractor's experience with similar projects;
7. Contractor's ability to meet schedules;
8. Cost for the proposed effort; and
9. Qualifications and experience of key personnel of Contractor.

The state may, at its sole option, elect to require a bidder (s) to make a presentation to State Officials regarding clarification of the technical components of their response to this Request for Proposals.

Proposals found to be technically or substantially non-responsive at any point in the evaluation process will be rejected and not considered further.

Notwithstanding the foregoing, the State reserves the right to accept or reject any or all options, bids, or proposals, to award on the basis of cost alone, to award in whole, or in part, to make multiple awards, and to act in its best interest.

The Evaluation Committee will present written findings, including the results of all evaluations, to the Architects/ Engineers/ Consultants/ Selection Committee which will make an award recommendation (s) to the Director of Administration. The Director of Administration will make the final award (s) determination.