



## **CITY OF GLEN COVE**

City Hall  
9 Glen Street  
Glen Cove, NY 11542-4106

To whom it may concern:

January 19, 2018

### **RE: Glen Cove Ferry Operator RFP - Response to Questions**

The City of Glen Cove will entertain and accept all bonafide responses from qualified ferry operators to our most recent RFP for ferry service. However, the further you depart from the parameters set forth in the RFP, the less likely your proposal will be accepted. We further respond to your particular questions as follows:

1. *Will proposals be entertained that deviate from the requirements of the RFP?*

**Yes, proposals that deviate from the RFP will still be considered;**

2. *In particular, will Glen Cove entertain proposals that:*

- a. *Begin the service with one run per morning / one run per evening and increase the number of runs depending on the demand?*
- b. *Rely on some degree of subsidy?*
- c. *Require payment for the service by the City of Glen Cove (or any other appropriate entity) to the proposer on a per-operating-hour basis rather than the proposer relying exclusively on revenues generated by the service? If so, such an arrangement could either be temporary until adequate demand can be demonstrated, or permanent.*

**2(a). Yes, even partial service with the capacity to increase service as ridership increases, will be considered;**

**2(b). At this time, there is no subsidy available from the City of Glen Cove; however, the City will entertain proposals that rely on some degree of subsidy for further consideration. The redeveloper of Garvies Point has budgeted up to One Million Dollars to subsidize the ferry service through an agreement with the City. As required by the RFP, all submissions should provide a budget for operations and detail the amount of subsidy needed and an explanation of costs for their proposal.**

**2(c). Yes, Glen Cove would consider a per-operating hour basis proposal, rather than exclusively relying on passenger ticket revenue.**

3. *Will Glen Cove entertain proposals that include a limited test period of 60 days to determine market demand?*

**Yes, even a limited test basis proposal will be considered; however, such proposals should be accompanied by a proposal that meets the requirements of the RFP and not exclusive of it.**

4. *Are any subsidy monies currently available for this service, and are any subsidy monies expected to be available to support this service? If so, when would such monies be available and are there any relevant conditions for the provision of such subsidies?*

**Please see above response 2b. The City is willing to explore options that could potentially serve as a subsidy to the ferry operation (ex. parking fees, concessions, leisure/recreational service) and all submissions should include these alternatives in their proposals. Again, as required by the RFP, all submissions should provide a budget for operations and detail the amount of subsidy needed and an explanation of costs for their proposal.**

5. *What is the expected timetable for the issuance of certificates of occupancy at the nearby residential developments?*

**As of this writing, RXR's construction schedule forecasts a total of 552 units in three buildings ready for occupancy by year end 2019 as follows: Building H: 177 units; Building I: 208 units; Building B: 167 units.**

6. *What are the allowable uses of the ferry terminal building, and what are the restrictions on its use?*

**The ferry terminal is to be used primarily for transportation purposes, but can accommodate some concessions, like a coffee and newspaper stand, or other small businesses, as long as the commuter ferry service is operational.**

7. *The RFP states that "[t]he City plans to implement multi-modal transportation connections to future ferry service." Please provide further details regarding these connections, including:*
- a. *Will such connections commence at the same time as the ferry service?*
  - b. *Will the connections link up with each ferry departure / arrival?*
  - c. *What is the proposed route of such connections?*
  - d. *Will such connections serve only Glen Cove, or the surrounding communities as well?*
  - e. *Will such connections serve the nearby train station in case users miss a boat but still need to retrieve their car from the terminal's parking lot?*



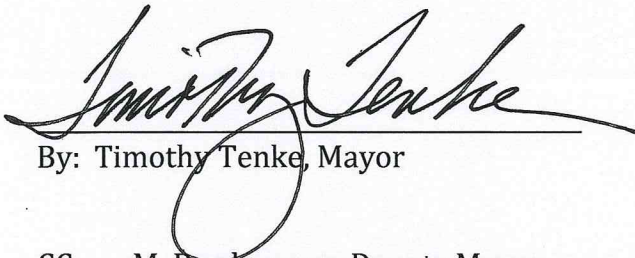
**The City is exploring additional multi-modal connections to the ferry service and will be continuing discussions with nearby developments and developers, such as Garvies Point, Village Square, the Avalon, The Villas, and Cove Landing regarding implementation of potential shuttle service and agreements. In the event ferry service is interrupted, Emergency bus service from the three City of Glen Cove train stations to the ferry will be provided.**

Important reminders:

- In accordance with Addendum #1 issued 1/3/18, the due date for submissions has been extended to Friday, March 9, 2018 by 4:00 P.M. (EST).
- Eight (8) hard copies along with an electronic format (flash drive), shall be submitted on or before the submission due date to the attention of:

Camille Byrne, Executive Assistant CDA/IDA  
City of Glen Cove  
City Hall – 9 Glen St. (Room 304)  
Glen Cove, NY 11542

Please mark envelope: **“Glen Cove P.O.V. Ferry Operator”**



By: Timothy Tenke, Mayor

CC: M. Basdavanos, Deputy Mayor  
A. Fangmann, Executive Director CDA/IDA  
Contract Reporter  
Glen Cove Ferry website: <http://glencoveferry.org/rfpferryoperator.html>