PROPOSAL: That staff be authorized to execute a contract with Delaware River Stevedores (“DRS”) to operate the Philadelphia Cruise Terminal for homeport and port calls during the 2008 and 2009 cruise seasons, with an option to extend the contract through the 2010 cruise season.

PURPOSE: To retain an experienced marine terminal operator to manage homeport and port call operations at the Philadelphia Cruise Terminal during the 2008 and 2009 cruise seasons, with an option to extend the contract through the 2010 cruise season.

BACKGROUND: The DRPA requires an experienced marine terminal operator to manage homeport and port call operations at the Philadelphia Cruise Terminal during the 2008 and 2009 cruise seasons, with an option to extend those services through the 2010 cruise season. Also included in the project are assistance with operational planning, technical matters, business development, and Coast Guard and regulatory compliance.

Invitations to bid competitively on the project were distributed to five qualified area firms, two of whom submitted bids. DRS is the lowest qualified bidder with a total bid price of $147,350.

DRS has extensive experience in all aspects of marine terminal operations, currently operates cargo facilities, and is intimately familiar with the operation of the Philadelphia Cruise Terminal due to its longtime provision of stevedoring services at that facility. DRS is committed to providing an experienced team of individuals to perform the work.

The total cost for marine terminal operation services in 2008 and 2009 is not-to-exceed $147,350. For homeport operations, this represents a savings of 23% over the 2007 rate. For port calls, this represents a savings of 18% over the 2007 rate. The balance of the contract cost is compensation for operational,
planning, and technical assistance, as well as participation in and assistance with business development. The total bid package submitted by DRS is 24% lower than the other bid received. Based on an extensive review of the proposals and supplemental presentations provided by both bidders, staff recommends that the contract be awarded to DRS.

SUMMARY:

Amount: Not to Exceed $147,350
Source of Funds: General Fund
Capital Project #: N/A
Operating Budget: PPC
Master Plan Status: N/A
Other Fund Sources: N/A
Duration of Contract: 2 Years With a 1 Year Option
Other Parties Involved: None
RESOLUTION

RESOLVED: That the Board authorizes staff to negotiate a contract with Delaware River Stevedores, in an amount not to exceed $147,350 to manage homeport and port call operations at the Philadelphia Cruise Terminal during the 2008 and 2009 cruise seasons, with an option to extend the contract through the 2010 cruise season, as set forth in the accompanying Summary Statement; and be it further

RESOLVED: The Chair, Vice Chair and the Chief Executive Officer must approve and are hereby authorized to approve and execute all necessary agreements, contracts, or other documents on behalf of the DRPA. If such agreements, contracts, or other documents have been approved by the Chair, Vice Chair and Chief Executive Officer and if thereafter either the Chair or Vice Chair is absent or unavailable, the remaining Officer may execute the said document(s) on behalf of DRPA along with the Chief Executive Officer. If both the Chair and Vice Chair are absent or unavailable, and if it is necessary to execute the said document(s) while they are absent or unavailable, then the Chief Executive Officer shall execute such documents on behalf of DRPA.

SUMMARY:

- Amount: Not to Exceed $147,350
- Source of Funds: General Funds
- Capital Project #: N/A
- Operating Budget: PPC
- Master Plan Status: N/A
- Other Fund Sources: N/A
- Duration of Contract: 2 Years With a 1 Year Option
- Other Parties Involved: None