SUMMARY STATEMENT

ITEM NO.: DRPA-13-011  RiverLink Ferry Operations

COMMITTEE:  Finance

COMMITTEE MEETING DATE:  January 9, 2013

BOARD ACTION DATE:  January 16, 2013

PROPOSAL:  That the Board of Commissioners of the Delaware River Port
Authorize authorize staff to negotiate a contract with National
Ferry Corporation to provide passenger ferry operation
services for the RiverLink Ferry.

2013 Revenue Amount:  $45,000 (plus variable payments
listed in proposal)

2014 Revenue Amount:  $55,000 (plus variable payments
listed in proposal)

Operator:  National Ferry Corporation
14001C Saint Germain Drive
Suite 342
Centreville, Va 20101

Other Proposers:  HMS Ferries, Inc.

PURPOSE:  To operate all aspects of the RiverLink Ferry System (RLFS),
including but not limited to ferry service, customer support, and
marketing for a two-year contract (2013 and 2014), with a third
year option (2015).

BACKGROUND:  The Delaware River Port Authority (DRPA) owns a double-ended
ferry, the Freedom, that operates seasonally for recreational purposes between docks at Penn’s Landing in Philadelphia, Pennsylvania and Wiggins Park in Camden, New Jersey. The ferry system is marketed under the name “RiverLink Ferry System”.

A request for proposal was posted to DRPA’s website on November 9th, 2012. A mandatory pre-proposal meeting was held on Monday, November 19th and a mandatory walk-through and site visit was held after the meeting.

A total of two (2) proposals were received. Staff reviewed the proposals and recommends that the contract be awarded to National Ferry Corporation.
SUMMARY:  Amount:

2013 Revenue Amount $45,000.00
(plus variable payments listed in proposal)
2014 Revenue Amount $55,000.00
(plus variable payments listed in proposal)

Source of Funds:  N/A
Capital Project #:  N/A
Operating Budget:  N/A
Master Plan Status:  N/A
Other Fund Sources:  N/A
Duration of Contract:  N/A
Other Parties Involved:  N/A
RESOLUTION

RESOLVED: That the Board of Commissioners of the Delaware River Port Authority authorize staff to negotiate a two (2) year contract with a third year option with National Ferry Corporation to provide Passenger Ferry Operation Services for the RiverLink Ferry.

RESOLVED: The Chairman, Vice Chairman 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 Chairman, Vice Chairman and Chief Executive Officer and if thereafter either the Chairman or Vice Chairman 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 Chairman and Vice Chairman 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:  
2013 Revenue Amount $45,000.00  
(plus variable payments listed in proposal)  
2014 Revenue Amount $55,000.00  
(plus variable payments listed in proposal)  
Source of Funds: N/A  
Capital Project #: N/A  
Operating Budget: N/A  
Master Plan Status: N/A  
Other Fund Sources: N/A  
Duration of Contract: N/A  
Other Parties Involved: N/A