

REQUEST FOR EXPRESSION OF INTEREST (non-binding process)

NANAIMO-VANCOUVER PASSENGER FOOT FERRY SERVICE



Request for Expression of Interest No. 1745
Issue Date: 2016-MAR-30

Response Receipt Information:

City of Nanaimo

2020 Labieux Road
Nanaimo, BC V9T 6J9
Contact: Kurtis Felker
Title: Manager, Purchasing & Stores
Email: purchasinginfo@nanaimo.ca
Phone: 250.756.5317
Fax: 250.756.5327

The City of Nanaimo/Nanaimo Port Authority requests that responses be submitted by
2:00 pm Pacific Time on Tuesday, 2016-MAY-31



Background

The City of Nanaimo and the Nanaimo Port Authority (NPA) (collectively, “the Parties”) are interested in securing an operator of a high speed “Passenger Ferry” service between downtown Nanaimo and downtown Vancouver.

The Parties view the operation of a high speed Passenger Ferry service between the two cities as a catalyst that will diversify and grow the local economy. Both organizations have identified the operation of a passenger ferry as a top strategic priority.

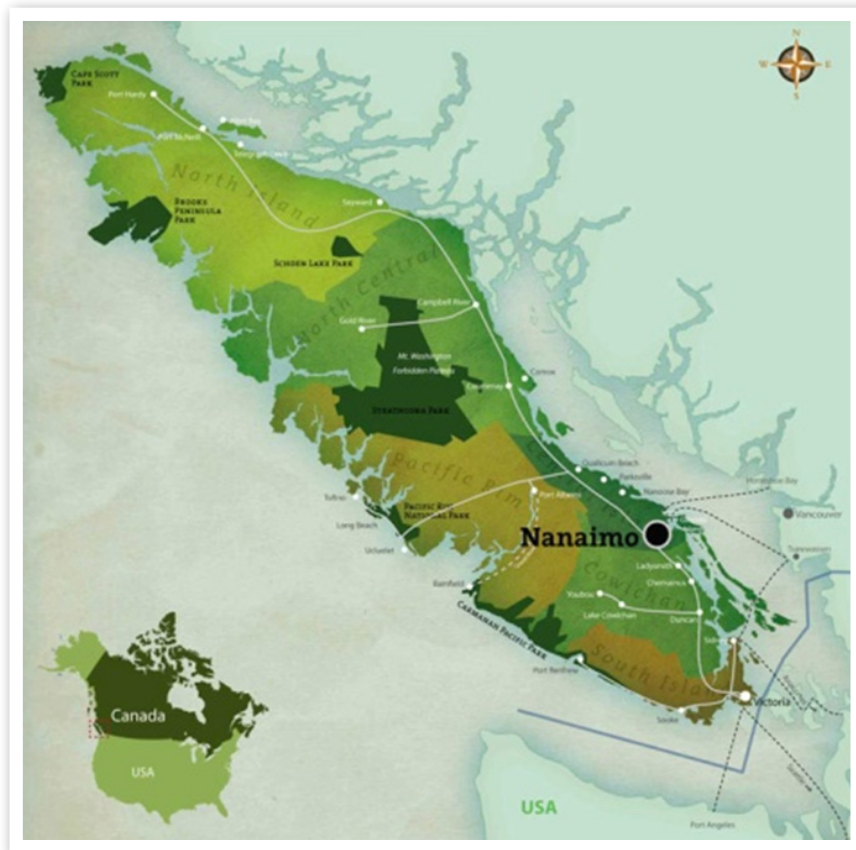
Local politicians, business leaders and residents recognize that a high speed, frequent and reliable service would enable residents of Nanaimo to commute to Vancouver on a regular basis. It will also help to bolster tourism in the Nanaimo and the Central Vancouver Island Region creating a fast and cost effective transportation alternative for Lower Mainland residents and tourists to access Vancouver Island.

The Parties agree that an open and transparent approach such as an Expression of Interest (EOI) is an effective way to gauge interest from the private sector and to form the basis of future negotiations.

The PROJECT SCOPE section (page 10) of the EOI identifies the information the parties are seeking from an operator.

Location and Geography

Nanaimo, BC is located on the east coast of Vancouver Island, 113 km north of Victoria, and 55 km across the Salish Sea (Strait of Georgia) from Vancouver. Nanaimo is referred to as the Harbour City due to its large protected natural harbour which has led to the City becoming a key transportation hub for the Island.



The second largest urban centre on Vancouver Island, Nanaimo has a population of 87,500 within the City limits and around 100,000 when adjacent communities are included.



The harbourfront community has undergone considerable improvements in recent years and is positioning itself for further investment and business growth in the years to come. New waterfront condominium projects, a revitalized downtown and an increasingly skilled workforce are just some of the indications of a burgeoning economy. A passenger ferry would be another key step forward for the local economy.



*Photo of the downtown area of Nanaimo
(photo courtesy of Tourism Nanaimo and Cinnabar Vista Productions)*

Overview of the Requirement

The purpose of this EOI is to solicit solutions from Passenger Ferry operators who wish to establish a high speed, frequent and reliable year round passenger ferry service between downtown Nanaimo and downtown Vancouver. This service does not currently exist.

At this point in time, the Parties are looking for operators to register their interest in the project and to provide sufficient background information to enable a preferred proponent(s) to be identified.

Potential Ferry Terminal Location in Nanaimo:

Operators **should identify a preferred site** to operate from.

Port Authority Site:

The NPA will make available its Passenger Terminal facilities, a R-2 level secure site (Schedule A). The site is located at 100 Port Drive, approximately 1.5 kilometres from the downtown core. This state of the art facility was purpose built in 2011 to accommodate cruise ships and the movement of passengers. Existing marine infrastructure can be easily adapted to accommodate one or more ferry vessels. The Terminal building offers ample space for ticket Kiosks and passenger areas, and is fully serviced. The Terminal site is a large open property that can accommodate a sufficient amount of surface parking as well as warehousing and potential fueling options, if necessary.

City of Nanaimo Site:

The City will make available a City-owned fee simple waterlot and a portion of the upland located at 1 Port Drive (Schedule B). The property is located adjacent to the downtown core and part of a larger waterfront revitalization project which may include a multimodal transportation hub. The City is currently undertaking a detailed master plan for the property and anticipates redevelopment of the property to start in late 2017. An interim and permanent operating location for a passenger ferry have been identified on this site. Temporary surface parking may be available to proponents, but in the long term customers would be expected to use one of the downtown parkades. Proponents would be responsible for all costs associated with improvements on the land/water and the associated development approvals.

Potential Ferry Terminal Location in Vancouver

Proponents will be responsible for identifying and securing a location for their Vancouver Operations. The Translink Seabus Terminal at Waterfront Station is one possible location and has been used in the past. Proponents are asked to identify their preferred Vancouver terminus as part of this EOI process.

Local First Nations

If selected, proponents will be required to consult with local First Nations to build relationships and for information sharing purposes. Engagement early by the successful proponent will enable First Nations to identify any potential concerns or opportunities. The Snuneymuxw First Nation has Douglas Treaty rights in the region, as such, proponents must engage with Snuneymuxw. The City, the NPA and Snuneymuxw are in the process of formalizing their relationship regarding this proposed project and proponents will receive further information as appropriate.

Contractual Obligations

The Parties, at their sole discretion may, or, may not proceed further based on the responses received. The Parties may enter direct negotiations with any or all of the respondents. No party will have any formal contractual obligations to the other and either party can withdraw from the process at anytime for any reason whatsoever. Contract obligations do not apply and the process is not binding on either side.



Downtown Vancouver Harbour (photo courtesy of Tourism Vancouver)

Optional Site Visit

A site visit will take place on 2016-APR-20 for interested proponents to tour the NPA Passenger Terminal at 100 Port Drive and the City-owned property at 1 Port Drive.



Nanaimo Harbour

Enquiries

All enquiries related to this EOI are to be directed, in writing, to both contact persons at the email addresses on the front cover of this EOI. Information obtained from any other source is not official and should not be relied upon.



Qualifications Review Committee

Review of responses will be by a Committee formed by the Parties at their sole discretion.

Respondent Expenses

Respondents are solely responsible for their own expenses in preparing a response and for subsequent negotiations with the Parties, if any. The Parties will not be liable to any respondent for any claims, whether for costs or damages incurred by the respondent in preparing the response, loss of anticipated profit in connection with any final contract, or any other matter whatsoever.

Modification of Terms

The Parties reserve the right to modify the terms of this EOI at any time in its sole discretion. This includes the right to cancel this EOI at any time for any reason whatsoever without entering into a contract.

Ownership of Responses

All documents, including responses, submitted to the Parties become the property of the Parties. They will be received and held in confidence by the Parties, subject to the provisions of the *Freedom of Information and Protection of Privacy Act*.

Confidentiality of Information

Information pertaining to the Parties obtained by the respondent as a result of participation in this EOI is confidential and must not be disclosed without written authorization from the Parties.



*Aerial view of Nanaimo Harbour
(photo courtesy of Tourism Nanaimo and Cinnabar Vista Productions)*



Looking towards Nanaimo Harbour

Project Scope

The Parties are interested in identifying an operator who can provide a high speed, reliable, year round, passenger only ferry service between downtown Nanaimo and downtown Vancouver. The Parties are interested in receiving Expressions of Interests (EOI) from firms who have a proven track record of operating a high speed passenger only ferry service. There is a strong desire by the Parties to begin operations as quickly as possible.

Through the EOI process, the Parties will use the information provided to identify a(n) operator(s) with whom further negotiations can take place.

If possible, please limit the body of your response to a maximum 20 pages, not including any cover pages or appendices.

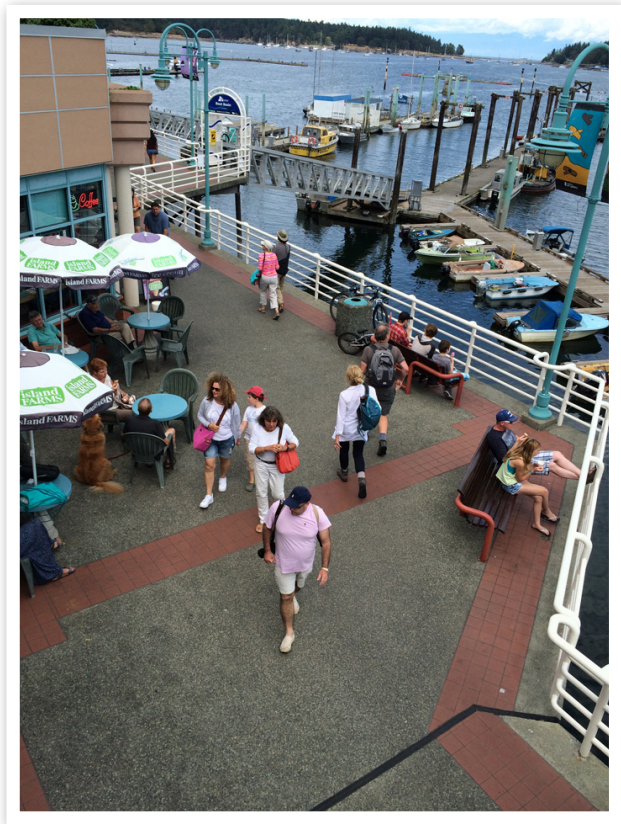
Respondent's Submission:

Submissions should contain the following information:

- Company background information;
- Management team synopsis;
- Evidence of sufficient financial backing;
- Proponents vision for the project;
- Description of the intended level of service. Include projected commencement date and frequency of service, type of vessels, etc.;
- Description of operations from either City-owned 1 Port Drive or NPA-owned 100 Port Drive;
- Description of operations from a Vancouver terminal;
- Commitment to local economy (location of headquarters, staffing, maintenance, etc.);
- Information pertaining to consultation with relevant First Nations;
- Assistance (financial or in-kind contributions) required from the Parties to facilitate the project; and
- Summary of key commitments.

Interviews and Additional Information

The Parties may request that operators participate in a telephone or in-person interview to discuss the information submitted and to ask any additional questions. Additional information may be requested by the Parties via mail or email as well.

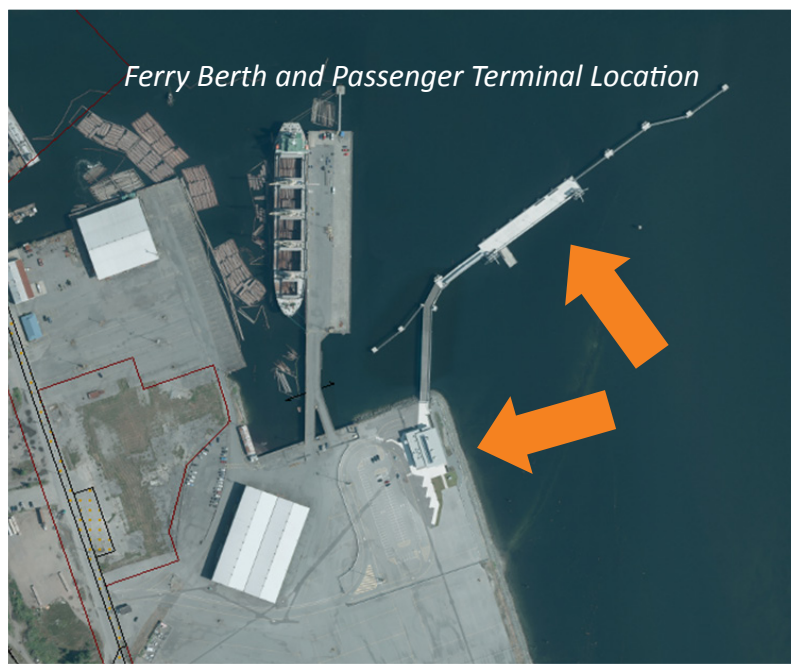


Downtown Nanaimo (photos courtesy of Tourism Nanaimo)



SCHEDULE A

Potentially Suitable Nanaimo Port Authority Owned Locations for Foot Ferry Terminal



Nanaimo Port Authority Passenger Ship Terminal— Property Information

Zoning:

Port Transportation –
NPA Land Use Plan

Parcel:

100 Port Drive

- Terminal Building – 320 m²
- Vessel Pontoon – 106 m, 15.2m w., 2.28 m freeboard 8.5m, LLW Draft
- Warehouse and storage – 3000 m²

Servicing:

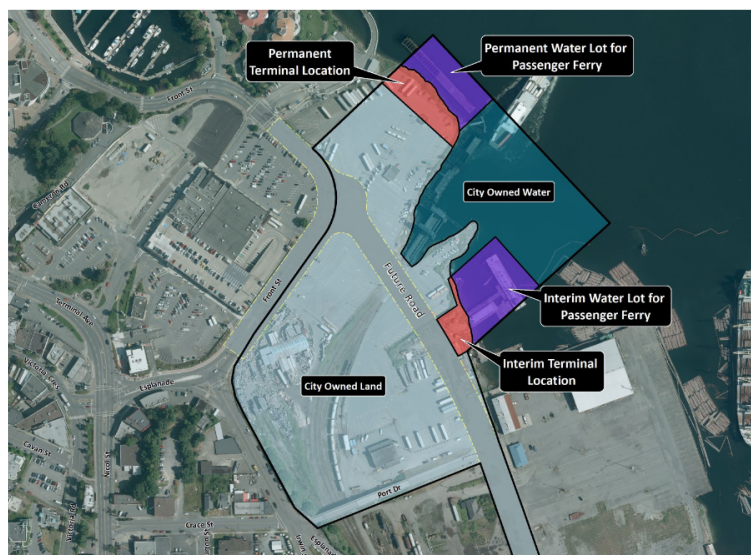
Fully serviced building and site

Parking:

Available on site for 250+ vehicles (expandable)

SCHEDULE B

Potentially Suitable City-Owned Locations for Foot Ferry Terminal



City of Nanaimo 1 Port Drive - Property Information

Zoning: Waterfront 2 - Permits Passenger Terminal

Parcel Size:

- Interim Waterlot Area - (0.49 ha or 1.2 acre)
- Permanent Waterlot Area - (0.21 ha or 0.5 acre)
- Interim Upland Area - (0.12 ha or 0.3 acre)
- Permanent Upland Area - sufficient area to accommodate a terminal facility

Servicing: To be installed by Proponent

Parking: Interim parking available. Long term parking in nearby City parkades

Approvals: Requires Development Permit and Building Permit from City. Dock construction requires approvals from Transport Canada (Navigation Protection Program) and Department of Fisheries and Oceans.

SCHEDULE C

Response Covering Letter

Letterhead or Respondent's Name and Address

Date:

Location: (Please submit a copy to both locations listed on front page)

Attention:

**Subject: Expression of Interest #1745
NANAIMO-VANCOUVER PASSENGER FOOT FERRY SERVICE**

The enclosed document is submitted in response to the above-referenced Expression of Interest.

We have carefully read and examined the Expression of Interest and have conducted such other investigations as were prudent and reasonable in preparing the response. We are authorized to submit this response on behalf of the respondent.

Yours truly,

Signature

Name: _____

Title: _____

Telephone Number: _____

Email Address: _____

Legal Name of Respondent: _____

Date: _____



Nanaimo's Downtown Harbour - photo courtesy of Tourism Nanaimo



www.nanaimo.ca



www.npa.ca