



Pier 11 Request for Proposals

Solicitation # 84122MNAD511

October 13, 2021



Raise/Lower Hand

The image shows a Zoom meeting interface. The main display area is split into two panels. The left panel shows the text "Diana's iPhone". The right panel shows the logo for "Organización Latinoamericana", which consists of a stylized wave inside a circle with the text "Organización Latinoamericana" below it. At the bottom of the screen is a toolbar. A red box highlights a portion of this toolbar, including the "Participants" icon (showing 2 people), the "Chat" icon, the "Share Screen" icon (a green square with a white arrow), the "Record" icon (a circle with a dot), and the "Reactions" icon (a smiley face with a plus sign). The "Reactions" menu is open, showing a row of emojis: a clapping hands emoji, a thumbs up emoji, a laughing emoji, a neutral face emoji, a heart emoji, and a party popper emoji. Below these emojis is a button labeled "Raise Hand".

View

Diana's iPhone

Organización Latinoamericana

Organización Latinoamericana

Unmute Start Video

Participants 2 Chat Share Screen Record Reactions

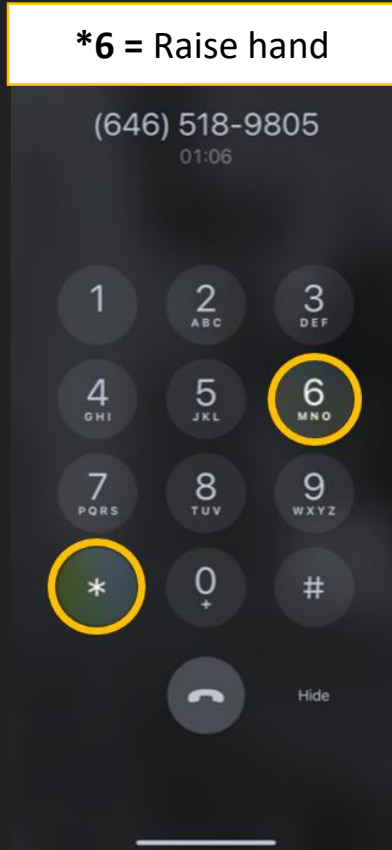
Reactions

Raise Hand

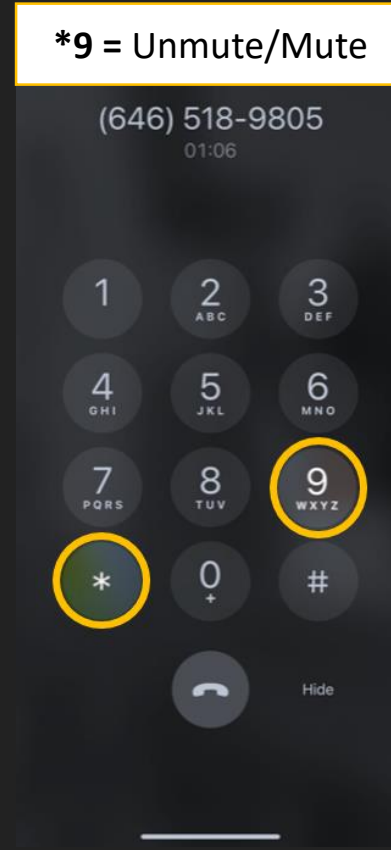
Leave

Alternatives for Participation: Call-in

***6 = Raise hand**



***9 = Unmute/Mute**



Solicitation # 84122MNAD511

**FOR THE OPERATION, MANAGEMENT, AND
MAINTENANCE OF A FOOD, BEVERAGE AND/OR
MERCHANDISE CONCESSION AT PIER 11 IN THE
BOROUGH OF MANHATTAN**

Presentation Outline

- Concession Location
- Concession Opportunity
- Concession Process and Next Steps
- Q&A

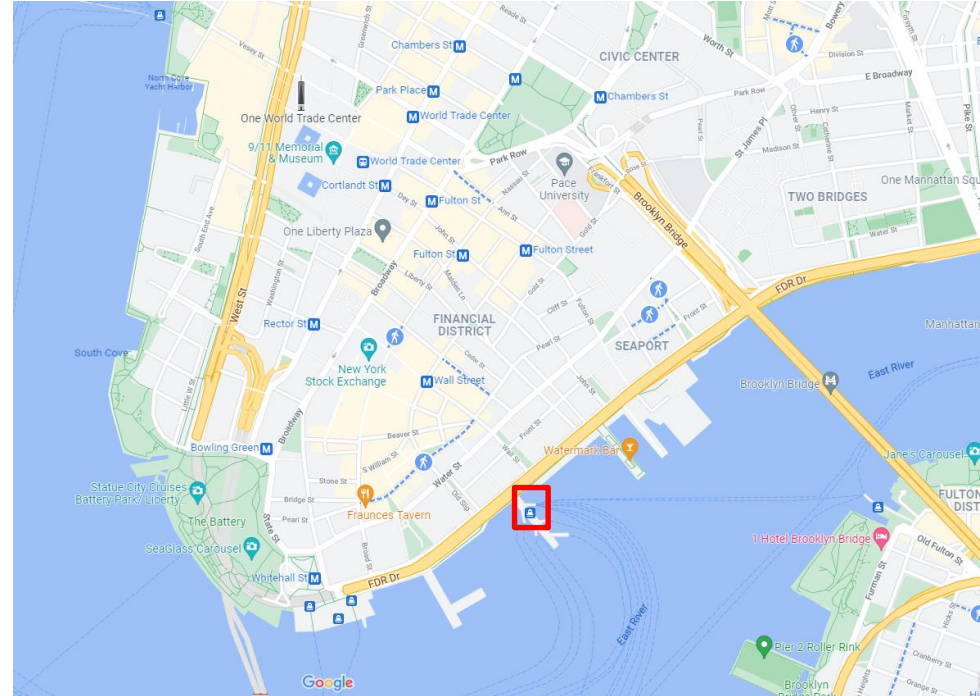
Concession Location

1

Location of Pier 11

Manhattan Financial District

- Nearby: Water Street corridor
- Tourist destinations: Wall Street, South Street Seaport, World Trade Center, Battery Park



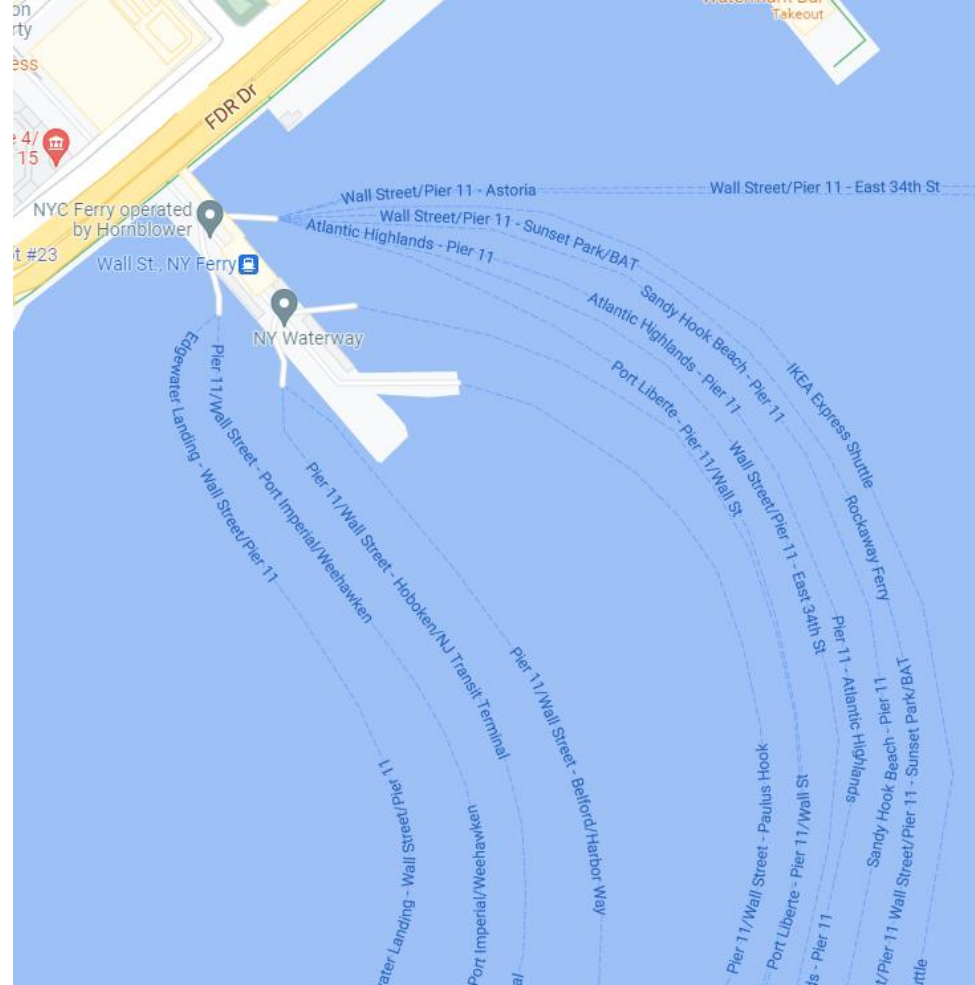


Ferry Routes at Pier 11

Current Operators

- NYC Ferry
- NY Waterway
- SeaStreak
- Liberty Landing Ferry
- New York Water Taxi

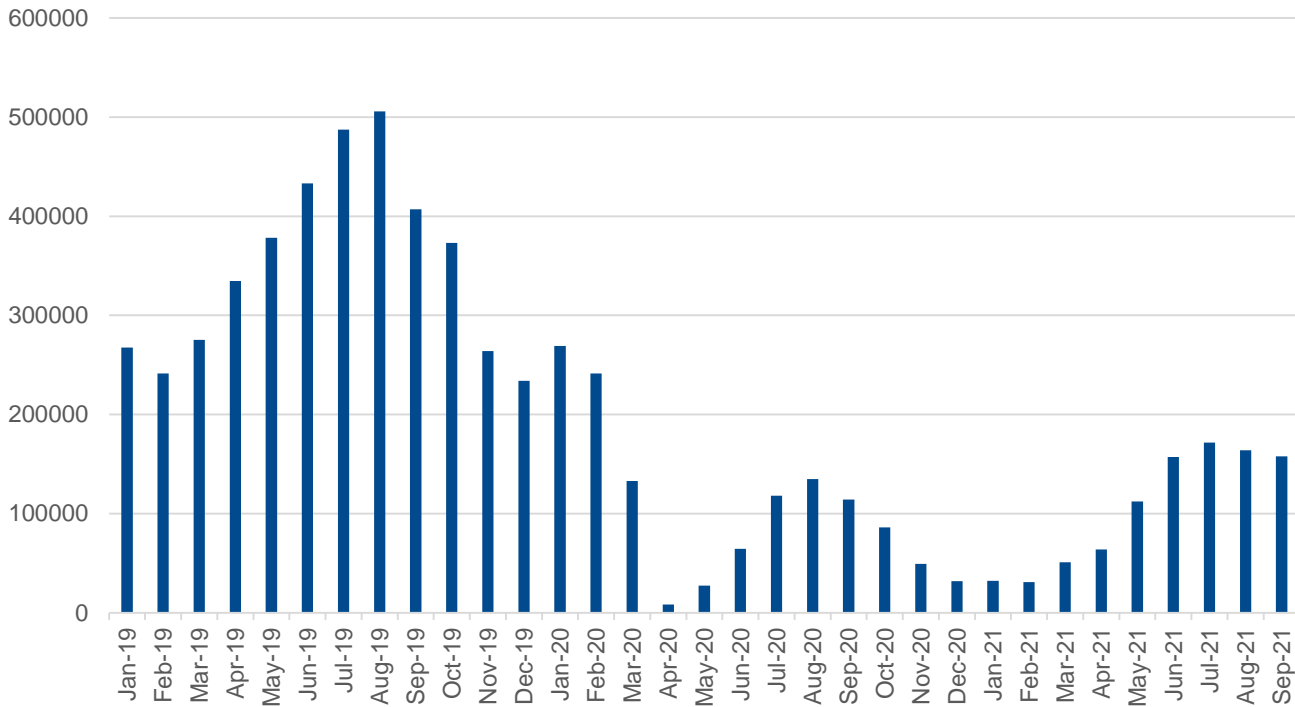
NYC Ferry operates from
6:30 AM to 10:00 PM



Ferry Ridership at Pier 11

- Pre-Pandemic monthly average: 350,000
- Monthly average since May 2021: 152,489

Pier 11 Ferry Ridership by Month



Source: NYC DOT Ferry Data Feed: <https://www1.nyc.gov/html/dot/html/about/datafeeds.shtml#ferry>

Concession Opportunity

2

VIDEO

Concession RFP Details

- Term: 9 years total (5-year initial term, 4-year renewal)
- City is open to proposals for food, beverage and merchandise operations
- See Section E of the RFP, starting on page 16, for what must be included in proposal
- See Section C, starting on page 11 for additional contracts that will be in contract
- Download RFP from the City Record:
<https://a856-cityrecord.nyc.gov/RequestDetail/20210915127>

Financial History:

Operating Fiscal Year (July to June)	Annual Flat Fees paid to DOT
2011	\$57,433
2012	\$58,582
2013	\$59,754
2014	\$60,949
2015	\$62,168
2016	\$63,411
2017	\$64,679
2018	\$65,973
2019	\$67,292



Concession Process and Next Steps

3

RFP Steps and Timeline

Planned Timeline

Date (all ranges approx.)	Event
September 29, 2021	Release
October 13	Proposer Meeting
November 5 at 2:00 PM	Due Date
November 15-19	Selection/Interviews if applicable
2 weeks-1 month	Notification to Proposers of selection/non-selection
2-5 months	Draft contract sent to selected proposer
1-2 months	Execution and Registration of Agreement
Final	Licensed Premises handed over to Concessionaire

Next Steps

- Addendum: DOT will issue an Addendum to this RFP as needed. You must acknowledge receipt of the Addendum in your proposal.
- Due date: November 5, 2021 at 2:00 PM
 - Submission details: Hand delivery to 55 Water Street, Bid Window, at rear right-hand corner of building, or e-mail to concessions@dot.nyc.gov.
 - Entry to 55 Water requires health survey taken by smartphone on site, and face covering OR vaccination against COVID-19.
 - E-mail is provided due to COVID-19 but we strongly suggest in-person delivery if you can make it, because of large attachment issues with e-mail.
 - For e-mail submissions, proposal deposit must be mailed by postal mail and received before the deadline.

Thank You!

Questions?

concessions@dot.nyc.gov



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