Port of San Francisco
Pier 1, The Embarcadero
San Francisco, CA 94111

Phone 415-274-0400
Fax 415-274-0528
Web *www.sfport.com/watertaxi*

May 31,2012

Request for Qualifications for
Operating a Water Taxi Service at
Port of San Francisco
Responses Due – Monday July 2, 2012

To All Interested Parties:

Water taxis are a popular form of transportation at many of the world's major cities, and San Francisco's waterfront offers many advantages for such a service. The Port of San Francisco is a landlord port whose holdings include a number of world renowned destinations such as Fisherman's Wharf, Pier 39, and Alcatraz Landing; as well as marinas, restaurants, retail centers, ferry landings, excursion launches, and a professional sport stadium – AT&T Park, home of the San Francisco Giants. New and exciting for 2013 will be the opening of the Exploratorium and the hosting of the 34th America's Cup races.

The Port has undergone extensive vetting of the concept of a water taxi service, and has discussed this concept and its feasibility with representatives of the San Francisco Water Emergency Transportation Authority (WETA), the National Park Service, several regional ferry and excursion vessel operators, the City and County of San Francisco's Office of Economic and Workforce Development, a representative from Fort Mason, and many others.

As a result of such meetings and discussions, the Port funded an independent feasibility study to analyze the market demand, seasonal flows, and to identify possible locations for water taxi services. The analysis also recommends minimum vessel and operator requirements and examines examples of comparable water taxi operations in other cities. A copy of this report is available on line: sfport.com/watertaxi .

The Port of San Francisco now seeks to gauge commercial interest in the operation of a Water Taxi Service calling various locations along the waterfront by issuance of this Request for Qualifications for the Operation of a Water Taxi Service along the San Francisco Waterfront ("RFQ").

The Port's goal is to reach an *exclusive* agreement with a water taxi operator that ensures that such a service is run safely, economically, effectively and efficiently, while providing scheduled or routine transportation services for visitors and residents alike.

The Port is desirous that this service utilize at least three embark/debark locations on Port properties that the Port controls directly:

1. Pier 1½, where the Port currently has an agreement for such a service as part of its lease with Pacific Waterfront Partners LLC
2. South Beach Harbor Marina to the south, and
3. Hyde Street Harbor to the north (see Exhibit A, Water Taxi Map)

Other locations along the San Francisco shoreline could be developed, such as the St. Francis or Golden Gate Yacht Clubs; Pier 39; the Exploratorium at Piers 15/17; the Ferry Landings at McCovey Cove; and Crane Cove Park or the future development of Pier 70/Mission Bay. However, the operating infrastructure and operating rights for these would have to be developed by the respondent.

For the purpose of this request, a water taxi is defined as:

- a vessel of less than 60 feet in length
- used for transporting passengers on point-to-point trips
- which vessel is Coast-Guard certified for intra-coastal passengers for hire
- with a maximum capacity of 49 people, and
- shall not be used as a dining vessel.

The primary purpose of this RFQ is to provide either on-call or regularly scheduled transportation for passengers on point-to-point trips.

Interested parties should submit a written description of their general interest to provide this service with the minimum three embark/debark locations as described. Each response should outline and elaborate on the maritime business experience; financial capacity; existing fleet or ability to obtain a fleet of vessels for the services described herein; the existing safety record; and any other pertinent experiences that qualify the respondent to be the best provider of the requested service.

Responses to this RFQ are the exclusive property of the City and County of San Francisco, and are subject to the California Public Records Act (California Government Code Section 6250 et seq.), as well as the City's Sunshine Ordinance (S.F. Administrative Code Chapter 67). The Public Records Act and the Sunshine Ordinance generally require the disclosure of public documents. Those elements in each submittal that are trade secrets, as defined in Civil Code section 3426.1(d), or are otherwise exempt by law from disclosure and that are prominently marked as "TRADE SECRET," "CONFIDENTIAL," OR "PROPRIETARY," may not be subject to disclosure. However, the City shall not in any way be liable or responsible for the possible disclosure of any such records, including, without limitation, those so marked, if the City deems disclosure is required by law or by an order of the Court.

The deadline for receiving written expressions of interest is 4:00 p.m. Pacific Coast Time on Monday, July 2 2012 via mail or hand delivery to Port of San Francisco, Pier 1, San Francisco CA 94111. No electronic submittals will be accepted. Please provide all contact information, including an email address, so that we can reply to you and/or keep you informed of the RFQ process if necessary.

The responses to this RFQ will be evaluated by the Port and ranked by how well they meet the objectives and selection criteria described above. Interviews with one or more of the respondents may be conducted by Port staff prior to making a recommendation to the Port Commission for its consideration and action to enter into exclusive negotiations with the top ranked respondent. Port staff anticipates Port Commission consideration at either its August or September 2012 meetings.

Please feel free to contact the Port if you have any questions or comments. All questions and comments must be transmitted via e-mail to the Port of San Francisco, attention Gerry Roybal, Maritime Marketing Manager (groybal@sfport.com), who will serve as our main point of contact. All questions, and the Port's corresponding answers, will be sent to everyone who submits a response to this RFQ as soon as each answer is developed, as well as posted on an ongoing basis on the Port's website at www.sfport.com/watertaxi . We encourage you to keep abreast of all relevant developments by routinely logging on to this web page location.

Thank you for your interest in water taxi service at the Port of San Francisco.

Sincerely,

Peter Dailey
Deputy Director, Maritime
Port of San Francisco

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