

SIGNATURE PAGE

RFP #P-3-2022

To the Board of Chosen Freeholders of the County of Monmouth:

**THE UNDERSIGNED HEREBY DECLARES THAT
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE
WITH YOUR REQUIREMENTS.**

Company Name: Port Imperial Ferry Corp. d/b/a NY Waterway
(PRINT)

Preparer's Name: Armand Pohan
(PRINT)

Signature: *Armand Pohan* (PRINT) 12/7/20
(DATE)

Address: 4800 Avenue at Port Imperial
Weehawken, NJ 07086

Telephone No.: 201-902-8700

Fax No.: 201-223-4311

E-Mail Address: pohan@nywaterway.com
*****(This should be the email where Contracts would be sent)*****

Contact Person: Donald J. Liloia

FEIN: ██████████
(Federal Employee ID)


(Revised 2/2017)

COST PROPOSAL FORM (RFP #P-3-2022)

CONTRACT FOR THE LEASE OF THE BELFORD FERRY TERMINAL PROPERTY AND THE OPERATION OF FERRY SERVICES AND RELATED FACILITIES

REQUIRED PRICING	
<i>Operator must provide pricing for the following.</i>	
Base Rent - See section D.2 of Technical Specifications (Minimum of \$2.00 per passenger, whether a full fare, reduced fare or no fare is paid.)	\$2.00 per passenger first 2,500 per day. \$ _____ \$3.00 per passenger thereafter.
Additional Rent - See section D.2 of Technical Specifications (Minimum of three percent (3%) of the gross revenues of all concessions, whether operated by the ferry operator or a third party.)	_____ 10 _____ %

OPTIONAL SERVICES	
<i>-If Operator anticipates offering these optional services, please provide pricing. -If Operator DOES NOT plan to offer either/both of the below services, please write "N/A" on the appropriate line(s).</i>	
Base Rent for Weekend/Holiday Service - See sections B.1 and D.2 of Technical Specifications (Minimum of \$2.00 per passenger, whether a full fare, reduced fare or no fare is paid.)	\$2.00 per passenger first 2,500 per day. \$ _____ \$3.00 per passenger thereafter.
Additional Rent on Cargo - See section D.2 of Technical Specifications (Minimum of \$0.10 per pound of Cargo that arrives or departs from the ferry terminal.)	\$ 0.10 per pound

EXCEPTIONS	
	<p>By checking this box, Operator indicates that they take exception(s) to the proposed Ferry Service and Ferry Terminal Property Agreement (the "Agreement"). Operator shall indicate all exceptions by making redlined changes directly to the Agreement, attaching additional pages as needed, and including both within Operator's Proposal submission.</p> <p>If this box is not checked, the County will assume that the Operator accepts the Agreement as written.</p>

Ferry Service and Ferry Terminal Property Agreement

Contract Comments and Changes

In lieu of presenting redline changes directly to the Agreement and for clarity purposes the changes are presented below.

Contract Change

Section 3.2 (a) (i)

Delete:

“Maintenance dredging within the limits of the three (3) slips;”

Replace with:

“In the event routine maintenance dredging within the limits of the three (3) slips is required during the term of the agreement and the Operator has not secured an extension or long term agreement the County agrees to reimburse the Operator the full cost for securing the dredge permits, testing and material removal.”

Contract Change

Section 3.3 (a) (ii)

Delete:

“will warrant those improvements for one (1) year following the completion of the improvements.”

Replace with:

“will warrant those improvements for the term of the agreement following the completion of the improvements.”

Comment

Section 4.2 (b) Nature of Service Fares

Absent further clarification by the County the Operator will consider cargo to be defined as only the product, material and other items carried within or on containers, pallets and carts.

Comment

Section 4.16 Operations Performance Bond

In view of the long and successful operating history for NY Waterway in Belford and Monmouth County as well as New York Harbor, we believe the Operations Performance Bond requirement is both excessive and unnecessary given the short term nature of the agreement. NY Waterway was able to secure evidence of its ability to obtain the security; however, we would seek to reduce the commitment to greatest extent possible.