NOTICE TO DOCK AND TERMINAL OPERATING SERVICE COMPANIES REGARDING A REQUEST FOR LETTERS OF INTEREST AND STATEMENT OF QUALIFICATIONS (RFQ)

FOR THE
JOINT DEVELOPMENT AND OPERATION OF A 41.9 ACRE WATER FRONTED RAIL, BARGE AND TRUCK TERMINAL LOCATED IN THE PRESIDENTS ISLAND INDUSTRIAL COMPLEX IN MEMPHIS, TN 2017 (DRAFT)

The Economic Development Growth Engine (EDGE) and The Memphis and Shelby County Port Commission, (PORT) seeks to retain the services of a terminal operating company, (OPERATOR) to co-develop and operate the 41.9-acre public terminal facility located at 1073 Channel Ave., Memphis, TN 38113. The facility is located along 2,412 feet of the McKellar Lake, slack water harbor on the 1,000-acre Presidents Island industrial complex in the Port of Memphis.

The PORT has management, jurisdiction and control of the 53-acre public terminal property on Presidents Island for the City of Memphis and Shelby County. Approximately 11 acres is currently under a long-term lease. The 41.9-acre available site currently has 5,363 feet of rail track with room for expansion. The site is rail served with access to 5 class I railroads in the Memphis area. The rail companies are Burlington Northern Santa Fe (BNSF), Canadian National (CN), CSX, Norfolk Southern (NS) and Union Pacific (UP). The current Class I switching railroad for Presidents Island is Canadian National (CN). However, discussions are currently underway with the Class I rail line to allow 3rd party rail service on Presidents Island.

The facility track connects to the main line rail track on Presidents Island. The track on Presidents Island is comprised of 5.5 miles of main lead track, 3.5 miles of industrial lead track and 2 storage yards with 5 miles of track. There are 40 to 45 facilities that currently have rail access on Presidents Island. There is a reciprocal switching agreement between the CN, UP and the BNSF. Currently, the BNSF is not active on Presidents Island due to an intra-railroad agreement. The NS and CSX are also available by interchange within Memphis.

The facility is 1.5 miles from interstate 55 and 7.5 miles from interstate 40. The facility waterfront is 5.68 miles from the Mississippi River within the McKellar Lake, still water harbor project. The McKellar Lake harbor is maintained by the U. S. Army Corps of Engineers under the jurisdiction of the Mississippi Rivers and Tributaries Act. The mouth of McKellar Lake is at Lower Mississippi River Mile 725.5.

The original terminal dock facility was opened in 1953. Located on the facility is a truck scale, a terminal office, shop building, transit warehouse, liquid tanks and steel warehouse. The Port is looking to co-develop the older facility into a modern state of the art, multi-purpose facility.

Firms may request consideration by submitting a letter of interest and a statement of qualifications to: Memphis and Shelby County Port Commission, 1115 Riverside Blvd., Memphis, TN 38106. All letters of interest and 6 copies of a statement of qualifications must
be received by the PORT by 2:00 p.m. (Central Time) Wednesday, May 31, 2017, to be considered responsive. Firms may tour the site by contacting the Port Commission office and scheduling a tour with the Port Operations Manager, Sam Small. Firms are encouraged to submit written questions related to the services to be provided by May 19, 2017. Questions from all firms will be combined and answers will be sent out immediately following the deadline on May 19, 2017.

Submitting OPERATOR’S shall have demonstrated past experience in providing terminal services as described below. Qualifications will be reviewed by the EDGE/PORT Presidents Island Properties Committee (COMMITTEE) and staff. The COMMITTEE will make a selection of one or more of the highest qualified firms. An invitation will be extended to the selected firms to make presentations to the COMMITTEE members and/or staff to aid in the final selection of an OPERATOR. Once a firm is selected, negotiations for a scope of work and proposed fees will begin. All applicants will be advised when a selection has been made and when a contract has been awarded.

The factors that will be considered in the evaluation of submitters are:

- Demonstrated depth of experience in providing barge, truck and rail terminal services within the inland or associated waterways of the United States.

- Demonstrated customer focus in day to day operations and ability to address individualized service needs/requirements.

- Demonstrated desire and financial capacity to partner with EDGE/PORT to develop the public terminal into a modern operating facility.

- Demonstrated history of working with third party and Class I rail carriers to provide a high level of service.

- Demonstrated financial capacity to provide equipment, trained personnel and appropriate levels of liability insurance to cover all product movements including hazardous.

- Demonstrated employee health/safety and incident prevention programs.

Persons with questions or comments concerning this request for qualifications should contact Randy Richardson, Executive Director, at (o) 901-948-4422. Questions can also be submitted in writing via email to: randy@portofmemphis.com

Evaluation proceedings will be conducted within the established guidelines regarding equal employment opportunity and nondiscriminatory action based upon the grounds of race, color, sex, creed or national origin. Interested certified Disadvantaged Business Enterprise (DBE) and Women/Minority Business Enterprise (WMBE) firms, as well as other minority-owned and women-owned firms are encouraged to respond.