

New London State Pier Request for Qualification

Addendum 3: Q&A

1. 2016 & 2017 tonnage and commodity breakdown?

Please see the broad summary of 2017 tonnage for New London summarized in the report prepared by Connecticut Economic Resource Center, Inc. Source of data from PIERS.

- Steel and Iron: 124,595 metric tons, 15% increase from 2016

*Data includes (1) Iron and Steel and (2) Articles of Iron and Steel.

- Forest products: 18,938 metric tons, 141% increase from 2016

*Data includes (1) Wood and Articles of Wood; Wood Charcoal and (2) Paper and Paperboard; Articles of Paper Pulp, of Paper or Paperboard.

- Salt: 116,330 metric tons, 171% increase from 2016
- Total tonnage: 266,387 metric tons, 59% increase from 2016

2. 2016 & 2017 vessel calls and vessel lines?

For all available economic data on New London, please refer to Addendum No.4 - New London 2017 Presentation for reference. Please note that the data presented in the document are state-wide.

3. Short Line RR? Contact information?

Genesee & Wyoming

Edward Foley

Vice President, Marketing and Sales

Phone Number: 207-753-4224

Email: efoley@gwrr.com

4. Rail weight limit, 286 or 263k lb?

286k lb

5. Rail car shipments, and type of shipments (hopper, mill gondola, flat rack, intermodal etc.

All of the above types of shipments take place at the State Pier Facility.

6. Any known rail clearance or turn radius issues?

No existing known turn radius issues at the State Pier Facility. However, double stack is not allowed on the facility due to clearance requirement. Clearance is listed in the Needs and Deficiency Study, included in the Project Documents.

7. Rail switch times, shifts per day, days of the week?

No existing restrictions to rail switch time. Rail switch times are fully available on any day and week.

8. Any known road or bridge weight limitations in/out of the port?

Currently, no known road or bridge weight limitations in and out of port.

9. Current wharfage or terminal usage fee? CPA

The CT Port Authority does not have an existing tariff but is in the process of developing one. The financial terms of this future lease and concession are not yet determined and will be negotiated during the RFP phase of the project.

10. Current terminal storage fee's?

The current terminal storage fee is the responsibility of the current operator. This fee will be negotiated as part of the RFP process.

11. Current stevedoring fee's?

The current terminal stevedoring fee is the responsibility of the current operator. It will be determined as part of the RFP process.

12. Current ILA Labor rates?

The current ILA Labor rates are the responsibility of the operator. The CT Port Authority is not a direct employer of ILA labor.

13. Previous Cruise Ship company? Vessel calls? Feedback from passengers and line?

Historically, the cruise ships have been operated by City of New London. There has not been cruise activity in the past five years, therefore there is no available vessel calls and passenger feedback information.

14. Harbor/Docking tug service? Contact information?

This information is not known by the CT Port Authority.

15. Vessel pilot association? Contact information?

Northeast Marine Pilots, Inc.
243 Spring Street
Newport , RI 02840

Phone number: (401) 847-9050, (800) 274-1216

16. Most recent depth soundings around both piers?

Please refer to Addendum No.5 State Pier Bathymetric Map for recent depth soundings.

17. Current utility providers and historical costs?

The current utility provider is Eversource. Current operator is responsible for all utility costs at the Facility.

18. Any assets in addition to the warehouses that belong to the Port? Truck or rail .)scales, hoppers, feeders etc.?

Other than the assets described in Section 2.1.3. Overview of Opportunity in the RFQ, no additional assets at the State Pier Facility belong to the CT Port Authority.

19. Is the Port Admin building part of the package? Square footage? Number of offices, conference rooms, storage?

The existing Port Admin building can be available as a negotiable part of the package. Square footages of the building are:

First Floor garage area (North Side Building) - 2,480 sf.

First Floor Office area (Southeast Building) - 1,127 sf.

20. Street clearing/plowing tenant or Port Authority expense? If tenant, estimated annual cost?

Currently street cleaning and plowing is performed by the Port. The responsibility of street clearing and plowing will be negotiated as part of the RFP process.

21. Port Security, tenant or Port Authority expense? If tenant, estimated annual cost.

Security is currently tenant's responsibility.

22. Any operational restrictions? Weekends, nights etc.?

Currently there are no operational restrictions and the facility operates 24/7

23. Insurance requirements?

Insurance requirements will be determined in the RFP stage.

24. Labor requirements? Union/non-union?

The current operations employ Union ILA # 1411. Employment decisions are the responsibility of the tenant.

25. Current ILA Chapter, contact information?

The current operations employ Union ILA # 1411. Employment decisions are the responsibility of the tenant.

26. Approved maintenance and or capex improvements or projects?

The CT Port Authority intends to assess the submittals to this RFQ to determine market perception of the opportunities at the State Pier and improvements required to realize the proposed plan.

27. Pending maintenance and or capex improvements or projects?

Currently, the CT Port Authority plans to remove condemned section of the wharf between the two piers at the State Pier Facility. Timing and subsequent actions of this pending improvement project will depend on negotiation with the new tenant.

28. Current customers? Do agreements expire 12/31/18? If not what business would carry over to potential new tenant?

All existing agreements related to the State Pier Facility expire on 01/30/2019. Business carry over is not known as these are customers of the current operator.

29. What leases or contracts are currently in place with customers or potential customers?

See answer to Question 28.

30. Are there any outside vendor contracts that need to be continued?

See answer to Question 28.

31. Will new operator be required to manage other lease tenants?

See answer to Question 28.

32. Will the fishing co-op remain as a tenant and will new operator need to manage that lease agreement?

Currently, the fishing vessels are customers of the current operator and their sublease with the current operator is not available. All existing leases terminate on 01/19.

33. Will we be provided copies of the lease showing all relevant information such, length of lease, expiration of lease, pricing developed for the current tenant?

Existing lease information with the current operator can be made available in the RFP process and all future terms and conditions will be subject to negotiations during the RFP phase. However, sub-leases are contracted between the subtenant and the current operator, and therefore not available.

34. Will new operator have to honor existing leases or can new operator issue new contracts/leases to all customers?

See answer to Question 28.

35. Will CPA have any authority to approve or reject new cargoes or customers?

The Connecticut Port Authority intends to use this RFQ process to assess market interest from the operational approaches in the SOQs and expects future operator partner to determine and identify new cargo and customers.

36. Are there any products that prohibited for offloading or loading and transporting out or into the facility?

The Connecticut Port Authority would prefer to review all potential cargoes. Contaminated or Hazardous materials will need review and approval.

37. Will new operator have any obligations, reporting or otherwise, the State of CT of the City of New London?

Exact reporting responsibilities of the operator will be determined through the RFP process. It is expected that the new operator will have some reporting responsibilities to the Connecticut Port Authority.

38. Will there be another tour of facility? One of sufficient length to allow for inspection of condition of facility, docks, warehouses as well as footprint and topography.

There shall be another tour of the facility available during the RFP stage.

39. Will current labor contract with local ILA be provided and available for review?

See answers to Question 24 and 25.

40. Would like to have copies of hydrographic surveys of all docks and date of last survey?

See answer to Question 14.

41. Will we be provided with loading criteria for all docks, including the one dock that plans have been discussed for building a heavy lift facility as well as a timeline for completion?

Information regarding the loading criteria can be made available during the RFP process. Any future plans for the facility will be negotiated as part of the RFP process and proposed approach.

42. Will we be provided with copies of the most recent condition surveys for docks?

Information regarding recent survey for docks can be made available in the RFP process.

43. Are there any environmental issues with the property or have there been any releases of any nature that Operator will need to be aware of prior to entering into a lease.

Any existing issues regarding the site has been disclosed in the RFQ, however, detailed due diligence process is expected to take place at the RFP stage.

44. How will any existing environmental issues, if any, be handled moving forward?

See answer to Question 43.

45. Are there any limitations regarding truck traffic for entering and departing the facility on a 24/7 basis?

See Answer to Question 22.

46. Will there be a staging area for trucks while waiting to be loaded, especially if ships are in and cargo needs to be transported off site ASAP?

There is no existing staging area for trucks at the State Pier Facility. However, if proponent's proposed operational approach requires such staging area for trucks, proponent is advised to include it in the SOQ.

47. May we see copies of all existing permits?

This RFQ process is intended to understand proponents interest and development plan for the State Pier Site. There are no current permits for construction. Other, existing permits (storm water etc.) can be made available during the RFP process.

48. Who will be responsible for keeping permits in order, especially since the State owns the property, will it be the State's responsibility for ensuring compliance of all permits such as air permits, storm water permits, dredging permits, etc?

Depending on the proponents proposed development plans received from the RFQ process, the responsibility and ownership of obtaining permits required will be decided in the RFP process.

49. Will the new operator need to submit a facility Security Plan with the USCG or does the current FSP cover the new operators?

Yes, a new agreement and terminal operator will require a new facility security plan for the USCG.

50. Will new operator be permitted to add any buildings or make other improvements to the facility?

Yes, the new operator will be permitted to add new buildings or make improvements to the facility. Please include any additions, demolitions, and improvements in the proposed operational approach in the SOQ submittal.

51. If operator pays for the improvements, than who owns the improvements at the termination of the lease?

The Connecticut Port Authority retains ownership of the State Pier Facility site and any improvements made to the site.

52. What is the CPA's preferred lease structure, i.e. flat monthly lease, revenue sharing agreement of something different?

The Connecticut Port Authority is open to a wide range of agreement structures. Please refer to Section 2.1.2 in the RFQ for more information.

53. How long is the lease and will there be renewal options?

The Connecticut Port Authority is open to a wide range of term lengths for the agreement. The length of the agreement depends on the proposed operational approach. Please refer to Section 2.1.2 in the RFQ for more information. The length of lease and renewal option will be informed by SOQs and determined in the RFP stage.

54. Will we be provided with detailed maps of additional properties that will be added at later dates and a timeline of when property will be available. We will need to understand any limitations that come with the property, such as height limitations, cargo limitations, load bearing criteria for the property, etc.

Details regarding potential additional property can be provided at the RFP stage.

55. Will the additional property that will be available at later dates, going to be owned by the CPA?

The property is owned by the State of Connecticut and will remain in control by the Department of Transportation. At some time in the future the parcels may be available to the Port Authority. That timeline is not known.

56. Will CPA be involved in marketing the facility? If so in what capacity?

The extent of the Connecticut Port Authority's involvement in marketing the facility will be up for discussion and negotiation. Proponents are encouraged to include expectations and preference for the Connecticut Port Authority's level of involvement in the marketing of the facility in the proposed operational approach of their SOQ submittal.