

REQUEST FOR QUALIFICATIONS (RFQ)

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Other:

- Reference documents and project information are available at <http://www.railportseward.com/>

It is the responsibility of the Respondent to review the information on this website

ISSUING OFFICE

Agency Contact & Phone No: Thomas Erickson, Director, Supply Management, (907) 265-2481

PROJECT

RFQ NUMBER.....: 2019 Port of Seward

Project Site (City, Village, etc.).....: Seward Alaska

Project Title: **Seward Cruise Terminal Development**

The Alaska Railroad Corporation (ARRC) is seeking Statements of Qualifications (SOQs) from interested parties for the development of a new Passenger Cruise Terminal (the Project) in Seward Alaska.

The intent of the Project is to provide a cruise passenger terminal in Seward, Alaska; replace or refurbish the dock and terminal building, and potentially provide for upland commercial development within the ARRCs Seward Terminal Reserve west of the existing railroad yard. It is ARRC's intent to facilitate the Project that best meets the Statement of Goals (located in Part E) by partnering with a developer to fund, design, construct, maintain and operate the terminal.

SCHEDULE

Anticipated period for performance to begin: May 2020.

SUBMITTAL DEADLINE AND LOCATION

Sealed SOQs, one (marked) original, 12 copies, and one electronic copy, will be received until 3:00 p.m. Alaska Standard Time, **October 30, 2019**. The package used to submit your SOQ shall be plainly marked with the following information: **"SOQ for SEWARD CRUISE TERMINAL DEVELOPMENT"**

DELIVER DIRECTLY TO:

Alaska Railroad Corporation
Attn: Thomas Erickson
327 W. Ship Creek Avenue
Anchorage, AK 99501

Respondents are responsible to assure delivery of their submittals prior to the deadline. Only submittals received prior to the following date and time may be considered.

IMPORTANT NOTICE: If your firm did not submit a response to the Request for Interest, your firm must register on the Project website at <http://www.railportseward.com/> to receive subsequent addenda. Failure to register may cause your firm to miss required updates, addenda and information.

SELECTION PROCEDURE

The selection of a Developer will be made in two steps in accordance with the tentative dates noted below. Changes to the RFQ selection procedure may be made by addendum.

Step One – Request for Qualifications (RFQ)

September 16, 2019: A RFQ shall be publicly advertised and notice sent to the Interested Parties. Interested Parties shall submit a Statement of Qualifications (SOQ) package in accordance with the requirements of PART B of this RFQ. The SOQ shall include a one-page narrative on the proposed development/concept of the Project, suitable for public information.

October 7, 2019: Questions regarding this RFQ are due. Questions submitted after the due date may be responded to at ARRCs option. Questions and responses may be made public by addendum and/or posted on <http://www.railportseward.com/>. Questions shall be sent by email to Thomas Erickson at EricksonT@akrr.com.

October 30, 2019: Respondents shall provide their SOQ packages as indicated in the "SUBMITTAL DEADLINE AND LOCATION" on Page 1, or as amended.

The ARRC Evaluation Committee will review and score each SOQs. Respondents found to be the most qualified may be invited to Interview.

December 1 thru 5, 2019: Interviews may be held with Respondents determined as most likely to proceed to Step Two. Interviews will be held, in person, at the ARRC address on page one of this RFQ. Presentations shall be limited to one hour and Respondents shall allow for up to approximately one additional hour for questions from the ARRC Evaluation Committee and/or its representatives. The Respondent's interview team will be limited to five people and shall include the lead individual and key personnel.

The anticipated result of Step One will be the selection of approximately three Preferred Respondents to proceed to Step Two.

Step Two – Invitation for Commercial Proposals (IFP), **not** part of this RFQ

ARRC anticipates approximately three teams will be invited to provide ARRC with a Commercial Proposal (Proposal). The IFP will outline requirements for submitting a Proposal, including elaboration of the team's vision, construction, operation and maintenance program, and proposed commercial arrangements. The IFP will set forth criteria used to evaluate and award a Project Agreement.

During the development of Proposals, each team may be invited to a collaboration meeting with ARRC and its representatives, to confidentially discuss development of their project, financial and contractual structure, and matters which may influence the delivery of the Proposal.

Scoring criteria used in Step One will not carry over to Step Two.

The Evaluation Committee will review submitted Proposals, evaluating and ranking as a group with the intent of coming to a consensus of their selection based on the criteria set forth in the IFP. The Evaluation Committee may, at its option, vote on the final ranking. The Evaluation Committee will provide a narrative justification for the selection.

The final result of Step Two is selection of a single Preferred Proposer to develop the Project.

The selected Preferred Proposer is expected to negotiate commercial terms and a Project Agreement with ARRC. Key team members will be expected to be in Anchorage during Contract negotiations. ARRC reserves the right to negotiate with more than one Proposer.

Final commercial terms will be subject to approval by ARRC Board of Directors.

STEP ONE SCORING PROCESS

1. SOQs will be evaluated by the Evaluation Committee and scored. Evaluation of responses to criteria set forth in Part C will result in a numerical score for each qualifications package submitted. Each criterion in Part C has an assigned weight that demonstrates its relative importance.
2. Scoring of SOQs will be accomplished as follows:
 - 2.1 Evaluators will read and rate each SOQ according to the criterion described in Part C. Rating/scoring will be based on SOQ content and compliance with instructions provided to the Evaluation Committee.
 - 2.2 After completion of individual scoring, the Evaluation Committee will meet to discuss member rating/scoring. Committee members may alter their scoring; however, changes shall be based on the criteria set forth in Part C.
 - 2.3 The total score for each SOQ will be the sum of scores determined for each criterion.
3. Evaluators may discuss factual knowledge of, and may investigate Respondents' and proposed partners' prior work experience and performance, including, but not limited to, projects referenced, and available written evaluations. Factors to address may include overall experience relative to the proposed project, quality of work, control of cost, and ability to meet schedules.
4. **Discussions:** The committee may request additional information in to clarify a Respondent's submission. Clarifications may be requested in writing or discussions may be held via teleconference or in person. In-person discussions will be scheduled at ARRC's corporate general office building located at 327 West Ship Creek Avenue, Anchorage, Alaska.

If during discussions the Evaluation Committee determines there is a need for substantial clarification or a change in the RFQ, the RFQ will be amended to incorporate the clarification or change, and a date and time established for amended SOQs.

Evaluations may be adjusted as a result of receiving new or amended proposals to establish the Preferred Respondents.

5. **Interviews:** Interviews, if scheduled, shall include elaboration of the development plan and provide ARRC the opportunity to discuss the Respondent's qualifications and concepts. Interviews will be scored by the Evaluation Committee and Preferred Respondents will be selected to advance to Step Two. Interview scoring criteria may be changed at ARRC's option.
ARRC, at its discretion, may eliminate interviews and select the Preferred Respondents from the SOQ submittals alone.

NOTICES

1. ARRC is an equal opportunity employer.
2. ARRC will not be liable for any cost incurred in response to this solicitation, including any work done, even in good faith, prior to execution of a contract and issuance of a Notice to Proceed.
3. SOQs may be made available for public inspection after a developer has been selected.
4. Confidential information shall be marked as "CONFIDENTIAL" and submitted under a separate cover. A written justification for this request is required. Confidential requests are subject to ARRC legal concurrence. Material submitted as Confidential shall be included in the page count.
5. The ARRC expressly reserves the right to waive minor informalities, negotiate changes or reject any or all SOQs and to not advance a Respondent to the second step, if in its best interest. "Minor Informalities" means matters of form rather than substance that are evident from the submittal, or are insignificant matters that have a negligible effect on price, quantity, quality, delivery, or contractual conditions and can be waived or corrected without prejudice to other Respondents.
6. An Alaska Business License is required of Contractors who do business in Alaska. Respondents shall be aware of this requirement and are advised that proof of application for an Alaska Business License will satisfy this requirement. Information regarding applying for an Alaska Business License can be found on-line at <https://www.commerce.alaska.gov> or by calling 1-907-465-2550. The business license must be in the name of the company under which the proposal is submitted.
7. Concepts developed in response to this solicitation shall become property of the ARRC
8. Project information is available on the project website at www.railportseward.com. ARRC may notify Interested Parties about updates, however Respondents are responsible to review the website and Reference Material periodically for updates and/or amendments.

DEFINITIONS

For the purposes of this RFQ, the following definitions will apply:

“Contract” or “Project Agreement” means a written agreement executed between the selected Preferred Proposer and the ARRC, which may include, but are not limited to, the design, building, financing, maintenance, or operation of the terminal.

“Cruise Line” means a private company that actively operates cruise vessels in Alaska and international markets or is a member of the Cruise Lines International Association or similar association.

“Days” means calendar days, unless otherwise expressly stated.

“Developer” means the successful proposer who executes a Project Agreement with ARRC for the design, construction (build), operations (operate) and maintenance (maintain) “DBOM” for the new Terminal.

“Evaluation Committee” means a committee designated to evaluate and/or select the best qualified teams.

“Financial Close” means the time when the Contract and all financing and other agreements related to the Project have been executed and delivered and all conditions to the effectiveness of the Contract and Project financing agreements have been satisfied.

“Interested Parties” means those who have expressed interest in responding to a solicitation to develop the Project.

“Invitation for Proposal (IFP)” means the Invitation for Commercial Proposals from the Preferred Respondents. Step Two of the solicitation.

“Key Individual” means an individual who will play an important role in the Project on behalf of a Team Member.

“Key Subcontractor” means each person or legal entity which will be principally or partially and materially responsible for providing professional or technical services or support in connection with the design, construction, maintenance, improvement and life cycle work on the Project.

“Local Parties” means local general contractors, subcontractors, suppliers, manufacturers, professionals (including architects and consulting engineers) and relevant service providers who are based in, or have a significant on-going business presence within, Alaska.

“Preferred Proposer” means a Proposer selected by the ARRC to negotiate a Contract to undertake the Project. The ARRC and Preferred Proposer may or may not execute a Project Agreement, depending on the success of the negotiations.

“Preferred Respondent” means a Respondent who is selected to participate in Step Two of the solicitation and invited to provide an IFP.

“Proposer” means a Preferred Respondent who responds to the IFP.

“Public Interest” means any government action directed to protecting and benefiting citizens at large, whereby essential goods and services are provided for the welfare of the population.

“Respondent” means a (i) natural person, (ii) legal person, (iii) joint venture, or (iv) partnership, or (v) consortium of individuals, and/or partnerships, and/or companies or other entities that submit an SOQ in response to this RFQ.

“RFQ” means Request for Qualifications and all addenda. Step One of the solicitation.

“Scope of the Project” means the work and services to be provided for the design, permitting, financing, construction, and operation and maintenance.

“Statement of Qualifications (SOQ)” means a statement of qualifications submitted by Respondents to this RFQ. All references in this RFQ to “RFQ submissions,” “RFQ submittals,” “responses” and expressions of a like nature are deemed to refer to the SOQ.

“Team Member” means a member of a Respondent. Team Members must be identified in Respondents’ SOQ and may not be changed without the consent of the Evaluation Committee. For the purpose of the Project, Team Members shall include, without limitation, each of the following with respect to a Respondent:

- each person, partnership, company or legal entity who intends to participate as a potential equity investor
- design firm;
- construction firm;
- maintenance firm;
- operations firm;
- each “first tier” subcontractor and any subcontractor providing proprietary technology or specialized skills which are important to the Project and cannot be readily acquired from another contractor.

“Terminal” means the existing marine structures, buildings, and upland facilities under management of the cruise passenger operator.

SUBMITTAL CHECKLIST

PART

B

Responder may use left margin to check off items when completed.

- [] 1. Responders must carefully review this RFQ Package for defects and questionable material and become familiar with submittal requirements. Submit written comments to the address shown under "Submittal Deadline and Location" on page 1 of Part A - RFQ. Substantive issues will be addressed in a written addendum to all RFQ recipients on record.
 - [] 2. Review Part A - RFQ and Part E - Statement of Work and any other attached or referenced materials.
 - [] 3. Review Part C - Evaluation Criteria. Read each criterion in light of the proposed Statement of Services. Note any project-specific criteria that may have been added or any changes to standard criteria descriptions that may have been made. Be aware of the assigned weight for each criterion.
 - [] 4. Prepare a distinct Response for each criterion. Failure to respond directly to any criteria may result in an evaluation score of zero for that criteria. Acceptable responses must be specific and directly related to the proposed Statement of Work. Marketing brochures, marketing resumes, and other non-project specific materials will be discarded without evaluation and should not be submitted.
 - [] 5. **Each criterion response must be titled, numbered and assembled in the order in which the criteria are listed in Part C**, so the criterion to which information applies shall be plainly evident. Material not so identified or assembled may be discarded without evaluation.
 - [] 6. Complete all entries on Part D - Submittal Form.
 - [] 7. Attach SOQ to Part D - Submittal Form. The maximum number of attached pages for the SOQ shall not exceed: **Twenty (20) pages**.
 - This page limit does not include the Part D - Submittal Form.
 - This page limit does not include justification for Confidentiality requests.
 - This page limit does include graphics or images presented.
 - This page limit does include a cover letter, if submitted.
 - This page limit does include a one-page narrative on the proposed development/concept of the Project, suitable for public information.
 - Responses shall be presented in 8-1/2" X 11" format.
 - Each printed side equals one page.
- Any proprietary and confidential information shall be submitted under a separate cover and so marked.**
- [] 8. **Submittals shall consist of the following applicable items assembled as follows and in the order listed:**
 - [] 8.1 Completed Part D - Submittal Form (include at least one copy with original signature) and Responses to all evaluation criteria attached.
 - [] 8.2 Number of copies of Part D (**all pages**) and SOQ required is identified in **Part A, Page 1, SUBMITTAL DEADLINE AND LOCATION**.
 - [] 8.3 **CAUTION:** If you replicate (other than by photocopy) Part D or any form in lieu of completing the forms provided by ARRC, provide a signed certification that lists such forms and attests that they are exact replicas of that issued by ARRC. Changed forms may result in rejection at ARRC's discretion. Any alteration other than completion of the required entries may be cause for rejection without recourse.
 - [] 9. Deliver **submittals in one sealed package** to the location and before the submittal deadline cited in Part A - RFQ. **Mark the outside of the package** to identify the Project and the Responder. Submittals must be received prior to the specified date and time. Late Submittals may not be accepted or opened.

EVALUATION CRITERIA

PART

C

1. SOQ -Team Members and Qualifications

1. Weight: 30

Describe your team members and their qualifications

- Team organization:
 - Lead Respondent or joint venture arrangement.
 - Provide an organization chart and identify key personnel, as well as the lead individual.
 - Team roles and responsibilities.
 - Equity sponsors and the proposed allocation of equity contributions.
 - Instances where this team has worked together.
- Development experience & qualifications:
 - Team members.
 - Key individuals: development & delivery.
 - Technical capability.
 - Experience in delivery of passenger terminals.
- Operating experience & qualifications:
 - Experience in the operation of similar facilities.
 - Prior business relationships with cruise industry.

2. SOQ - Terminal Facility Concept

2. Weight: 20

Present the new terminal facility

- Vision for the new terminal facility – must be conceptual with enough detail to allow evaluation of your team's qualifications to deliver this concept.
- Methodology to deliver this vision.
- Concept development schedule.
- Proposed operations of the terminal.

3. SOQ - Financing Capacity and Experience

3. Weight: 30

Discuss Respondent team's financial capacity to undertake this project and experience in financing similar projects

- Case study(ies) of executed project financing comparable in size and scope.
- Evidence of access to capital such as audited financial reports, debt ratings or letters of support from lenders or financiers. If audited financial statements cannot be provided, team members should provide enough financial information to demonstrate that they have the financial resources to successfully execute a project of this nature and scope.
- General discussion of developer team's business operations, including three years of revenues, expenses, leverage ratios, interest and debt coverage ratios, bonding capacity.
- Preliminary concepts for financing the project.

4. SOQ - Ability to Meet the Project Goals

4. Weight: 20

Summarize why your team is well qualified to meet the project goals

- Does the project, as proposed, offer a vision and the capabilities to meet the ARRC goals?
- Summarize how your team's capacity and experience can deliver a quality terminal and provide for on-going operations and maintenance of this terminal.

5. Interviews (at ARRC's option)

5. Weight: 50

If interviews are scheduled the Evaluation Committee will include this section. The purpose of the interview(s) is to provide the Evaluation Committee with additional information

- Presentation will focus on an elaboration of the concept and meeting the project goals.
- Questions specific to your team's response to this the SOQ.

SUBMITTAL FORM

PART

D

THIS FORM MUST BE THE FIRST PAGE OF SUBMITTAL. Attach criteria responses as explained in Part B - Submittal Checklist.

PROJECT

Project Title: **Seward Cruise Terminal Development**
RFQ No.: **2019 Port of Seward**

RESPONDENT

Firm:
Street.....:
P.O. Box.....:
City, State, Zip.....:
Alaska Business License Number:
Federal Tax Identification No.:
Individual(s) to sign contract:
Title(s):
Type of business enterprise (check one).....: [] Corporation in the state of . :
[] Individual [] Partnership [] Other(specify) :

PROPOSED PARTNER(S) AND SUBCONTRACTOR(S)

Partners/Subcontractor & Office Location

(Use additional sheets if needed)

CERTIFICATIONS

I certify: that I am a duly authorized representative of the Firm; that this Submittal accurately represents capabilities of the Firm and Subcontractors identified herein for providing the services indicated; and, that the requirements of the Certifications on page 2 and 3 of this Part D for 1) Alaska Business License, 2) Certificate of Incorporation, 3) Joint Ventures, and 4) Current or Former Public Officer - will be complied with in full. These Certifications are material representations of fact upon which reliance will be placed if the proposed contract is awarded. Failure to comply with these Certifications is a fraudulent act. The Contracting Agency is hereby authorized to request any entity identified in this Submittal to furnish information deemed necessary to verify the reputation and capabilities of the Firm and Subcontractors.

Signature: _____

Date: _____

Name: _____

Telephone (voice): _____

Title: _____

Email Address: _____

CERTIFICATION FOR ALASKA BUSINESS LICENSES AND REGISTRATIONS

Firm and all Subcontractors shall comply with the following applicable requirements of Alaska Statutes:

CERTIFICATION FOR ALASKA:

1. **Alaska Business License**, (Form 08-070 issued under AS 43.70) An Alaska Business License (ABL) is required of Contractors who do business in Alaska and required before contract award. Proof of application for an ABL will satisfy this requirement. Acceptable evidence that the responder possesses a valid ABL consists of any one of the following:
 - a. Copy of the ABL.
 - b. Certification on the bid or Submittal that the bidder/responder has a valid ABL number and has written the license number in the space provided on the Submittal.
 - c. A canceled check that demonstrates payment for the ABL fee.
 - d. A copy of the ABL application with a receipt stamp from the State's business license office.
 - e. A sworn notarized affidavit that the bidder/responder applied and paid for the ABL.
 - f. Other forms of evidence acceptable to the Department of Law.

2. **Certificate of Incorporation** (Alaska firms) or **Certificate of Authorization for Foreign Firm** ("Out-of-State" firms). All corporations, regardless of type of services provided, must have one of the certificates (AS 10.06.218 and other sections of Title 10.06 - Alaska Corporations Code).

3. **Joint Ventures**, regardless of type of services provided, must be licensed/registered in the legal name of the Joint Venture as used in this Submittal (AS 43.70.020 and 43.70.110(4)).

**[For information about licensing, Respondent may contact the Alaska Department of Commerce and Economic Development, Division of Occupational Licensing at P.O. Box 110806, Juneau, AK 99811-0806, or at Telephone (907) 465-2550, or at Internet address:
http://www.dced.state.ak.us/occ/home_bus_licensing.html.]**

4. **Certification – Current or Former Public Officer.** Any individual that is a member of the Respondent's team as a current public officer or a former public officer (who has left state service within the past two years) must submit a sworn statement from that individual that the Alaska Executive Branch Ethics Act does not prohibit his or her participation in the project. If a Respondent fails to submit a required statement, the submittal may be deemed non-responsive or non-responsible and rejected depending upon the materiality of the individual's proposed position.

The Ethics Act bars a public officer who leaves state service from representing, advising or assisting a person for compensation regarding a matter that was under consideration by the administrative unit in which the officer served, and in which the officer participated personally and substantially through the exercise of official action, for two years after leaving state service. See AS 39.52.180(a). "Public officer" includes a state employee, a member of a state board and commission, and a trustee of the Exxon Valdez Oil Spill Trust. "Official action" means a recommendation, decision, approval, disapproval, vote, or other similar action or inaction. Possible remedies for violating the bar include penalties against the former public officer and voiding the state grant, contract or lease in which the former public officer is involved.

Additionally, former public officers may not disclose or use information acquired in the course of their official duties that could in any way result in a benefit to the former public officers or their families, if the information has not been disseminated to the public or is confidential by law, without appropriate authorization. See AS 39.52.140. Each current or former public officer is responsible for determining whether he or she may serve in the listed capacity on this project without violating the Ethics Act. A form that a former public officer may use to certify their eligibility is attached. Current public officers may seek advice from their designated ethics supervisors concerning the scope and application of the Ethics Act. Former public officers may, in writing, request advice from the Office of the Attorney General, Ethics Attorney concerning the application of the Ethics Act to their participation in this project. It is the responsibility of the individual and the responder to seek resolution in a timely manner of any question concerning the individual's eligibility.

**Former Employee's Certification of Eligibility
Under the Alaska Executive Branch Ethics Act
(AS 39.52.140, AS 39.52.180)**

I am a former employee of the State of Alaska and left state service within the last two years. My last position with the state was [job title] with the [name of state agency and administrative unit]. I propose to work on [describe state contract or other matter] on behalf of [name of current employer]. This work will not involve any matter (a) that was under consideration by the state administrative unit that I served, and (b) in which I participated personally and substantially during my state service through the exercise of official action ("official action" means a recommendation, decision, approval, disapproval, vote, or other similar action or inaction). I am therefore eligible to participate in this [contract or matter] under the Alaska Executive Branch Ethics Act. I also understand that as a former public officer I may not disclose or use information acquired in the course of my official duties that could in any way result in a benefit to me or my family, if the information has not been disseminated to the public, or that is confidential by law, without appropriate authorization.

I certify under penalty of perjury that the foregoing is true.

Dated: _____, 20__, at _____ (Location)

[name of former state employee]

STATE OF ALASKA
_____) ss.
_____ JUDICIAL DISTRICT)

On this _____ day of _____, 20__, _____ [name of former state employee], whom I know to be the individual described in and who executed this certification, personally appeared before me and acknowledged that [s]he signed the certification as [her or his] free and voluntary act.

IN WITNESS WHEREOF, I have placed my signature and affixed my official seal.

Notary Public in and for Alaska
My commission expires: _____

If no notary or other official (judge, magistrate, U.S. postmaster or municipal clerk) is available, omit the notary certificate and include the following statement in the text: A notary or other official empowered to administer oaths is unavailable.

STATEMENT OF WORK

Seward Cruise Terminal Development Project

PART

E

Statement of Goals

The potential developer shall prepare development concepts to meet the following goals of the Alaska Railroad Corporation (“ARRC”):

- Provide a passenger Terminal including the development, replacement or rehabilitation of the existing dock, passenger terminal building, and upland facilities (collectively the Terminal) to accommodate continued cruise/visitor industry growth in Southcentral Alaska.
- Operate and maintain a cruise passenger Terminal and related facilities.
- Promote stable growth of railbelt commerce.
- Optimize profitability to ARRC.

Background

ARRC is a government corporation established by Alaska Statute 42.40 to own and operate the Alaska Railroad following its transfer from federal to state ownership in 1985. ARRC is an instrumentality of the State of Alaska within the Department of Commerce, Community and Economic Development, but has a legal existence separate from, and independent of, the State. ARRC is obligated to carry out its responsibilities on a self-sustaining basis without operating subsidies from the State. The powers of ARRC are vested in a seven-member Board of Directors, appointed by Alaska’s Governor. ARRC provides year-round freight and passenger services over 611 miles of track stretching from tidewater at Whittier and Seward, to the interior of Alaska. ARRC owns approximately 36,000 acres of land used in operations or made available for lease or permitted uses.

The existing Seward passenger dock was constructed in 1966 and is nearing the end of its useful life. The dock is a pile-supported pier with a concrete deck, 736 feet long and 200 feet wide. This infrastructure provides support and moorage space for freight vessels and non-cruise vessels during the visitor off-season. The dock’s pile foundation has experienced significant corrosion over its half-century lifespan, which limits the dock’s remaining useful life and has resulted in weight restrictions.

The Dale R. Lindsey Alaska Railroad Intermodal Terminal building is located on the northern end of the passenger dock. This Terminal building is a 26,555 square foot, steel-framed rectangular building. The facility layout is flexible, and the building can accommodate up to 1,675 people at one time. Outside of the cruise ship season, the Terminal building is currently available for hire as a venue for sports practices, community festivals, weddings and other celebrations, and conferences.

Traffic staging to support cruise ship activity takes place in a five-acre area north of the Terminal and south of Port Avenue between the railroad tracks and the ARRC coal facility conveyor. The area is used for loading and unloading passengers and luggage from buses and trains.

Passengers may walk from the Terminal westward on Port Avenue to the ARRC Rail Depot. The City of Seward has indicated this pedestrian walkway is in need of improvements. The City’s 2017- 2030 Comprehensive Plan includes a goal to develop port infrastructure including “convenient and well-publicized local, state, and national transportation connections from the port areas.”

Adjacent to the existing Terminal is an unused coal loading facility. Built in 1984, its primary purpose was to unload coal from railcars, convey the coal to storage, and load coal into bulk ships for international export. This facility has not been in operation since 2016.

In 2016, ARRC initiated the Seward Marine Terminal Expansion Planning Project (also known as Railport Seward) to consider current and anticipated long-term needs at the Alaska Railroad's Seward Marine Terminal. The project included three studies — Passenger Traffic, Freight Traffic, and Transportation Connectivity. Completed in 2017, these studies resulted in a Master Plan supporting development strategies to meet current and future demand. Within the Master Plan, ARRC considered several different passenger Terminal replacement concepts. The plan recommends replacing the aging dock with a floating dock, and constructing a new cruise Terminal building and associated facilities. This recommended concept has an estimated cost in excess of \$60 million. The developer is not required to follow this concept.

Rail Operations

ARRC operates seasonal passenger service between Seward and Anchorage and points beyond. The *Coastal Classic* train provides regularly scheduled service between Anchorage, Girdwood, and Seward from mid-May until mid-September. The *Coastal Classic* is a daily round-trip service that departs Anchorage at 6:45 a.m. daily and arrives in Seward at approximately 11:05 a.m. with a current maximum capacity of 475 passengers. It spends the day in Seward and departs at 6:00 p.m., returning to Anchorage at approximately 10:15 p.m. In addition to the scheduled train service, the *Seward Cruise* Train operates on an as-booked basis with cruise lines and has a current maximum capacity of 504 passengers. The *Seward Cruise* Train offers trips to Anchorage where passengers can choose to transfer to other cruise trains or scheduled passenger trains to travel north to Denali and Fairbanks.

The Anchorage-to-Seward segment is ARRC's fastest growing passenger segment, and on many days (particularly Fridays and Saturdays), the train is either sold out or close to fully booked. Additional growth is currently limited by asset availability and operational restrictions. Federally mandated Positive Train Control (PTC) currently restricts future passenger train growth. Funding for the required PTC improvements to address this issue has not yet been established. Additional capacity may also require enhancements such as additional sidings and additional rail equipment.

Scope of the Project

ARRC requests that Respondents describe their qualifications to perform planning, financing, permitting, engineering, procurement, construction, operations and maintenance of the Terminal for the duration of the contractual term.

The following items are the required components of the project scope:

- Provide a cruise passenger Terminal to accommodate cruise traffic for the next 20 years.
- Avoid interruption of cruise and rail passenger traffic between May and September during construction.
- Provide for off-season mooring of freight vessels.
- Operate, manage and maintain the Terminal for the duration of the agreement.

The aspirational project scope includes the following components:

- Consider commercial concessions in other available lease areas.
- Consider providing a facility available for public use/rental in the off-season.
- Consider improved passenger access to and economic support of the local community.

Permitting

The Developer shall prepare permit applications and obtain all permits necessary for the proposed construction activities and operations at the Seward Passenger Dock. ARRC will review all documents prior to agency submittal and support this effort as necessary and to the extent it is reasonably able to do so.

Construction

The Developer is expected to provide for design, construction and construction management services to deliver a quality Terminal. The Project Team is expected to have experience and qualifications to deliver the proposed development vision.

ARRC project management may periodically review the project delivery status and adherence to the contractual performance requirements.

Operations and Maintenance

The Developer shall be responsible for all operations not specifically agreed to by the ARRC. This may include marketing, stevedores, security, passenger transfers, etc. Cruise ship passengers are anticipated to be transported to train or bus off the dock.

The Developer shall be responsible for maintenance of the facility to ensure a 50-year life span and operational functionality. ARRC will provide additional recommendations for specific maintenance items based on annual inspections. ARRC will provide for repairs or damage if these occur from ARRC operations, unless due to prior deferred maintenance.

ARRC anticipates turning over operations and maintenance of the existing Terminal to the Developer before the anticipated start of construction. This “transfer date” is tentatively planned for the end of the cruise season in 2021.

ARRC Management and Operations

ARRC will maintain management of the Port of Seward and will require office space with similar size and accessibility as is currently provided in the Terminal building. The Developer’s Operator shall be required to coordinate vessel operations with the ARRC Port Manager. ARRC intends to utilize the ARRC offices year-round.

ARRC intends to utilize the passenger dock for cargo vessel mooring during non-cruise season operations.

ARRC will provide:

- Community information with support from the development team
- Annual above-water dock inspections
- 5-year underwater dock inspections
- Port management

Available Lease Area for Development

The image below shows the area available for development within the project limits. This area is bounded by the Reserve Limit (right-of-way) to the East and South, and the existing tracks to the East and North, with the exception of the City breakwater lease area and Port Avenue roadway. It is located within an “industrial” zone of the City of Seward. Zoning changes may be required depending on planned development.

STATEMENT OF WORK

Not all of the area must be utilized, but should be considered for compatible future development. The developer may consider additional development of ARRC properties outside of the available lease area.



Project Financing

The Developer is expected to finance the full project development without additional involvement from ARRC. Qualification packages must demonstrate the team's ability to finance the project without ARRC funds.

The conceptual pricing components and structure, as well as the risk allocation of construction and operation, must be presented.

ARRC, to the extent funds are available and allowed by law, may be willing to assist in financing the Project.

ARRC anticipates the generation of revenue from passenger train traffic, land leases, and potentially other Terminal concessions as business terms are developed in the commercial proposal.

Qualifications Selections

In order for the ARRC to evaluate proposals fairly and completely, Respondents must follow the format set out in this RFQ and provide information requested to the best of each Respondent's ability. All information provided to ARRC under this RFQ may be made publicly available unless the material is expressly marked as confidential.

Performance Criteria

The following Performance Criteria are presented as minimum expectations for the Terminal development.

Codes and References

ASCE/SEI 7-16 or 7-10 (per City of Seward) Minimum Design Loads and Associated Criteria for Buildings and Other Structures

ASCE 61-14, Seismic Design of Piers and Wharves.

- Minimum performance Design Classification: Low

City of Seward Building Code Requirements

- Wind Importance Factor = 1.0

Performance Goals

A Dock which:

- has a minimum width of 120 feet
- can accommodate two design vessel ships
- can berth/moor vessels between 80 to 1,080 feet

Extreme event survival = Life-Safety (non-collapse)

New or refurbished facilities shall be designed for a life span of 50 years.

Metadata

Wind, Temp, Tides – see available reference material

Vessels

Large Ship (min/max)*: Length Overall (LOA) = 1080 ft.
 Beam (max) = 160 ft.
 Gross Tonnage = 155,000 tons
 Displacement = 72,000 tons
 Draft = 30 ft.

*Existing Dock Design Vessel: LOA 656 ft., Beam 106 ft., Disp. 44,000 tons

Small Ship: = 80 ft. LOA (Provisions for berthing and mooring)

Vehicles

AASHTO Hwy HL-93

Container Lift Truck – Single Stack 30 Ton

Utilities on Dock:

- Potable Water, Fire, Waste Water (to building only)
- Phone, Communication/Internet
- Electric (for dock operations), provisions for future shore power
- Lighting – high mast for winter operations
- Fueling provisions for future on dock fueling from the existing fuel vault

Passenger Building

ARRC area = 1000 sq. ft. with two offices (min) – one with view of dock, conference room, kitchenette, and access to restroom facilities. ARRC will be separate and secure from other facility operational spaces.

The Terminal building shall have an open space capable of accommodating the anticipated passenger throughput over the life of the project.

If proposed building is to be available for community events, provide for an open floor with 1,500-person capacity.

Security

The Terminal should be designed in such a way that it will comply with all applicable security regulations, including, but not limited to, 33 CFR 101, 105 (as a whole, not just 105.505), 126, and 154.

Key ARRC staff shall be provided access to the dock, Terminal building and critical facilities.

If Terminal Operator provides security: system shall be compatible with existing security system.

If ARRC provides security: installation of an “in-kind” system consisting of cameras, perimeter fencing, barriers, signs, illumination, safety systems for fueling processes, contract security services as well as card access control on the Terminal doors and gates.