

**REQUEST FOR EXPRESSIONS OF INTEREST (RFEI)**

FERRY TERMINAL FACILITIES

For the

CITY OF GLEN COVE, NEW YORK

March 2019



*Glen Cove Ferry Terminal 73 Garvies Point Road, Glen Cove, NY, 11542*

*Lat: 40° 51' 29.66"N Long: 073° 38' 37.64"W*

## **REQUEST FOR EXPRESSIONS OF INTEREST**

The City of Glen Cove is soliciting expressions of interest for the Ferry Terminal that will provide complementary uses and additional revenue for the City.

The objectives of the City are to:

- #1: Maximize the use of Glen Cove's new ferry infrastructure and terminal building.
- #2: Maximize opportunity for non-commuter vessel service, including dinner boats, tour boats, and leisure services.
- #3: Maximize opportunities for recreational and weekend service, in addition to commuter ferry service.
- #4: Foster economic development along the City's waterfront.

## **BACKGROUND**

The City of Glen Cove is situated on the North Shore of Long Island, overlooking Long Island Sound. Glen Cove is a family-friendly community with a storied-past and bright future. In 2019, Glen Cove is ranked 83<sup>rd</sup> in the "100 Safest Cities in America" study (<http://www.safewise.com/safest-cities-america>) and 28<sup>th</sup> out of 183 in "Safest Cities in New York State". Glen Cove has evolved from a portside hamlet, to the home of the grand estates of J.P. Morgan and F.W. Woolworth, to today's diverse suburban community of over 27,000 people nestled on quiet tree-lined streets. Glen Cove has a long maritime history and was a key ferry port for Manhattan commuters dating back as far as 1855!



With the support of U.S. Senator Schumer, NYS Governor Cuomo, NYC Mayor de Blasio and numerous local officials, Glen Cove has continued to pursue a commuter ferry service. Glen

Cove applied for and received funding from both the American Recovery and Reinvestment Act (ARRA) and Restore New York Communities Initiative and various ferry related awards from the Federal Government to construct a new ferry terminal and boat basin. In consideration of multiple construction projects, the City had to take a pause on moving forward with the commuter ferry service. The time to re-release the RFP is now since both the ferry terminal boat basin and building are complete and construction has been ongoing since the City of Glen Cove broke ground on the sale of the Garvies Point Waterfront Redevelopment Project on December 6, 2016. The three residential buildings being developed during phase I of construction {H-rentals (177 units), I-rentals (208 units) and B-condos (167 units)} are on track to be ready for occupancy by the end of 2019. Phase II will include the buildout of the additional 558 units bringing the total number of units to 1,110.

The New York Times Real Estate section did a feature article on September 27, 2017 entitled: "Glen Cove, N.Y.: An Old Gem Poised for a Comeback" (see attached article). Glen Cove celebrated its rich and colorful history and its bright future as 2018 marked the 350<sup>th</sup> Anniversary milestone of its founding in 1668. Residents and surrounding communities participated in multi-faceted celebrations in historic, educational, social and cultural events and activities.

There is tremendous optimism and an appreciation of the City's growth and evolution through the centuries and its more recent renewal on multiple fronts. The downtown commercial area is a walkable space of 2.6 acres with a healthy mix of retail stores and restaurants, and ample free parking in a quaint, small town setting. The City of Glen Cove works closely with the Business Improvement District (B.I.D.) and the Chamber of Commerce in planning spirited outdoor community events such as Downtown Sounds, Concerts in Morgan Park, car shows, parades, regional feasts and ongoing events embracing Glen Cove's diversity.

The community offers direct access to the Long Island Sound waterfront via a pedestrian/bicycle esplanade with access to walkway parks, marinas, yacht clubs, public and private beaches, an 18-hole municipal golf course, and a public boat ramp. Glen Cove, the only City on Long Island's North Shore, is home to a large consumer population that reflects the ethnic and economic diversity of the Metro-New York region. Glen Cove's many points of pride include its status as a self-contained municipality with its own Police Department, Emergency Medical Service, Harbor Patrol and Volunteer Fire Department. Glen Cove is currently pursuing the New York State Energy Research and Development Authority (NYSERDA) Clean Energy Community Certification through meeting four action items set forth by NYSERDA.

The City of Glen Cove and the Glen Cove Industrial Development Agency have worked with private redevelopers to carry out smart development in alignment with the Master Plan that will have significant impact on the City, particularly the downtown and waterfront areas. (See

map of redevelopment projects in Glen Cove). The anticipated residential growth of these projects, as outlined below, directly support the City's primary goals of promoting economic development, increasing revenues and providing a variety of housing choices for the City and surrounding areas, while transforming a blighted and regionally significant waterfront into a vibrant mixed-use community. The City of Glen Cove made significant success in revitalization and environmental restoration of 1.1 mile of Glen Cove Creek that will serve as a home for the new ferry service. These projected outcomes have been validated by the designation of Glen Cove's downtown and waterfront area undergoing revitalization as a "Project and Site of Regional Significance" by the Long Island Regional Economic Development Council and the Long Island Regional Planning Council. The eluded comeback has begun in Glen Cove and the ferry service is a solution that will continue to drive it.

The City of Glen Cove is moving forward with its plan to provide a premier passenger commuter ferry service as an alternate commute option to Manhattan for its growing community. Working with private companies to carry out the Master Plan, the development will have significant impact on the City, particularly the downtown and waterfront areas. The anticipated residential growth of these transit-oriented projects, as outlined below, directly support the City's primary goals of promoting economic development, increasing revenues and providing a variety of housing choices for the City and surrounding areas, while transforming a blighted and regionally significant waterfront into a vibrant mixed-use community. Moreover, as part of the master plan, the completed revitalization and environmental restoration of Glen Cove Creek will serve as the home for the new ferry service.

These projected outcomes have been validated by the designation of Glen Cove's downtown and waterfront area undergoing revitalization as a "Project and Site of Regional Significance" by the Long Island Regional Economic Development Council and the Long Island Regional Planning Council.

## **EXISTING INFRASTRUCTURE**

### **1. Waterfront Facilities**

- 1.1. **Ferry Boat Basin at Glen Cove Creek.** The Glen Cove Ferry Terminal and Boat Basin project was completed in 2012 and the ferry terminal building (73 Garvies Point Road, Glen Cove, NY 11542) was completed in 2016. The City worked collaboratively with a number of agencies both federal and those throughout New York State on this regionally significant project including, the Environmental Protection Agency (EPA), the US Army Corps of Engineers (USACE), the Federal Highway Administration (FHWA), the Governor's Office, the New York State Department of Transportation (NYSDOT), the New York State Department of Environmental Conservation (NYSDEC), the New York Metropolitan Transportation Council (NYMTC) and Nassau County Planning. Ground-breaking for the Glen Cove Ferry Terminal Boat Basin took place in July 2010 and construction was completed in 2012.

1.1.1. Glen Cove Creek was dredged by the US Army Corps of Engineers out to the Hempstead Harbor Buoy in FY 2013. A copy of the Controlling Depth reports are included in the appendices.

1.1.2. Accessibility:

1.1.2.1. ADA does not currently define accessibility for floating ferry landings, so the Application of ADA and 49 CFR 38 "Transportation for individuals with Disabilities: Passenger Vessels" is loosely adhered to.

1.1.2.2. The landing meets the requirements of NYC Local Law 68 of 2005 the "Accessible Water Borne Commuter Services Facilities Transportation Act".

1.1.2.3. Meets all recommendations from the United States Access Board, Passenger Vessel Access advisory Committee, Published in 2000. <https://www.access-board.gov/guidelines-and-standards/transportation/32-passenger-vessels/722-pvaac-final-report,-december-2000,-text>

1.1.3. The Ferry landing was designed to accommodate the following parameters:

1.1.3.1. Two Berths: 106 ft and 113 ft.

1.1.3.2. Design Vessels:

1.1.3.2.1. Maximum Dimensions: Length - 95ft, Beam - 35 ft, Draft - 8 ft @ MLLW.

1.1.3.2.2. Displacement (Long Tons): Under 100 tons.

1.1.3.2.3. Maximum Line Pull: 35 tons per bollard.

1.1.3.2.4. Passengers: 49 to 350 (Subchapter T, and K defined vessels).

1.1.3.2.5. Bowloading and Sideloaded capable.

1.1.3.2.6. Deadheading Capacity is vessels with generators. Up to 100A service per vessel provided with shore power. Potential for 3rd vessel to deadhead; no passenger loading.

1.1.3.2.7. Vehicular Capacity: None.

1.1.3.3. Utilities:

1.1.3.3.1. Electrical (Shorepower) at 50A/100A.

1.1.3.3.2. Potable Water.

1.1.3.3.3. Fire and Emergency Service: Bulkhead Access.

1.1.3.3.4. Fueling Capacity: None.

1.1.3.3.5. Sanitary Capacity: None.

1.2. **Ferry Terminal Building.** The Glen Cove Ferry Terminal Building was designed in 2007 and the construction completed in July 2016. The exterior enclosure consists of pre-cast stone panelling, aluminium and glass curtain walls and entry storefront systems, and a fluid applied resin roofing system. The building includes interior toilets, a mechanical/water room and an electrical room. The general Project limits are a 1.5 acre site bounded by Garvies Point Road to the North, Glen Cove Creek to the South, Glen Cove Anglers Club to the East and a parcel being developed by RXR. The Glen Cove

Ferry Terminal Building has approximately 2,700 sf. ground floor space, consisting of seating area, ticketing, and a men's, women's and handicap restroom, with plenty of open space for catering and special events. The second floor (above the restroom and "back of house" areas) is accessible through the Janitor's Closet via ship's ladder for tenant fit-out and includes approximately 800 sf. of usable space.

The Glen Cove Ferry Terminal is centrally positioned within the Garvies Point waterfront project and promoted to include ferry as a key amenity. The Glen Cove Downtown is .7 miles from the Glen Cove Ferry Terminal, 6.3 miles from the Long Island Expressway (LIE) and 1 mile from the Glen Cove LIRR station. The ferry terminal is accessible by car via Garvies Point Road. The Glen Cove Ferry Terminal and ramps leading to the ferry are fully ADA compliant. There are currently no facilities nor plans to re-fuel vessels at the Ferry Terminal.

2. **Parking.** Through the study completed by Level G (Appendix A), the City estimates 268 spaces for ferry commuters available at startup of service. The ferry terminal site currently has +/- 100 available parking spaces onsite, including 5 ADA parking stalls with an ADA compliant ramp. According to a parking assessment completed in 2017 (see Appendix B), the capacity of this lot can accommodate approximately 130 vehicles if valet parking is utilized. In addition, the City plans to implement a parking program (through daily permits, stickers, signage, and/or otherwise), which would allocate for ferry riders approximately 138 additional parking spaces within convenient walking distance along Garvies Point Road (86 spaces), and in pocket parking (52 spaces) locations near the Waterfront, during Monday-Friday 6am-10am (excluding holidays). With valet, this would equate to a total of approximately 268 spaces. The City is also open to exploring the use of parking lifters on the ferry terminal site with a potential net gain of approximately 80 spaces. A modest parking fee of \$2-\$3 a day for premium spaces on-site to cover the cost of valet, lifters are to provide an additional stream of revenue is under consideration.

The above plan will provide adequate parking for Phase 1 (first three years of service operations) while initial operations are established, and actual ferry ridership numbers become known. As a point of reference, the parking assessment assumed 447 daily commuters/boarding's with 3 morning departures of 149 passenger boats. Using a ratio of 0.56 cars per boarding (this is average peak parking demand of the 3 commuter rail stations within City limits); this would require approximately 250 spaces. This peak parking demand approximation is exceeded by the above Phase I plan, with room for contingency. The 0.56 ratio also anticipates that a large number of ferry riders will be residents of the Garvies Point redevelopment project as described previously, located within walking distance of the terminal. As another example, during the MTA-run summer 2017 ferry commuter service that operated out of the Glen Cove Ferry Terminal, an approximate ratio of 0.50 per boarding was observed, which equates to 224 spaces.

Recognizing the prospects of the commuter ferry service increasing in frequency and capacity over time, and the potential for additional destinations, the parking assessment

includes a section on Phase II (mid to long term) strategies to further increase available ferry parking based on then-parking demand. These strategies include, but are not limited to, sharing or leasing parking spaces on nearby (within ¼ mile) commercial properties, constructing a parking deck or structure onsite or on a nearby property, operation of a pilot shuttle bus parking program from other City area(s), and public/private partnership agreements. More innovative options such as an Uber or other ride-sharing shuttle service available via pre-registration using an app is also under consideration.

3. **Intermodal Transportation.** Glen Cove offers access to New York City via three Long Island Rail Road (LIRR) stations, and nearby Long Island Expressway and Route 25A, as well as local and express bus services. Commuters face an often-frustrating commute due to the fact that the LIRR is not a direct service from Glen Cove and requires a change at the Jamaica Station (except for one (1) morning and one (1) evening train) with frequent delays and cancellations. The Glen Cove station is on the Oyster Bay Branch, (un electrified with usage of dual-mode locomotives), an underutilized line of the railroad with longer trips, when compared to other lines that serve Nassau County. Bus and automobile transportation to Manhattan is also challenging due to heavy traffic on the LIE and Northern State Parkways during rush-hour. Express bus options have been in place but have proven to be unreliable and suffer the same traffic challenges.

Shuttle service from the referenced developments to the Glen Cove ferry is anticipated and major roadways servicing the waterfront will be reconstructed as part of the overall waterfront redevelopment project which make access to the ferry terminal and service possible and convenient.

#### 4. **Local Developments**

- 4.1. **Garvies Point Waterfront Redevelopment.** This highly anticipated \$1 billion redevelopment project offers a dynamic vision with many economic, environmental and public recreational benefits for Glen Cove and the surrounding North Shore region. It will transform 52 acres of post-industrial blighted waterfront into a sustainable, mixed-use community, including approximately 1,100 residential units with 10% workforce housing, 75,000 square feet of office, commercial and retail space, including a restaurant, as well as 28 acres of open space. This project broke ground on December 6, 2016 and the developer, RXR, has already launched a widespread public relations/marketing campaign on the Garvies Point development, featuring the ferry terminal as one of the key amenities of the Garvies Point project (see link): <https://www.rxrrealty.com/property/development/garvies-point/>

Three residential buildings being developed during Phase I of construction consisting of approximately 550 units are on track to be ready for occupancy by the end of 2019.

- 4.2. **RXR Glen Cove Village Square** is a mixed-use development project in the heart of our downtown and a centerpiece in the revitalization of Downtown Glen Cove. The project will attract tourists, diners, shoppers, and the developer is dedicating 16,000 sf. of open plaza space for the City's public use to continue with the tradition of Downtown

Sounds, holiday celebrations, parades/events, concerts, etc. This 2.5 acre, five story, mixed use project is located in the Downtown BID and centered on a large public plaza. It will help revitalize the downtown area by creating approximately 146 residential rental housing units, including 13 workforce units, approximately 15,000 sf. of commercial space and approximately 1,900 sf. of medical office space and 171 parking spaces on site. Construction is underway and on target for completion by early 2020.

- 4.3. The Villas of Glen Cove will feature 176 luxury condominiums at a key gateway to Glen Cove. This project, through the vision of developer Dan Livingston will revitalize over three acres of blighted land by building beautiful 1, 2- and 3-bedroom residences that will feature a variety of special amenities. The Glen Cove Planning Board granted approval for this development in April 2016. Demolition commenced September 2017 and has been completed. Project construction is anticipated to take 24 months for build-out.
  - 4.4. The Avalon (North and South) answering the needs of professionals, millennials and young families, located on Pratt Blvd. and Glen Street offers walkability to downtown Glen Cove and easy access to Glen Cove's waterfront. The management consistently reports occupancy rates of 97%-98%.
  - 4.5. Landing Cove - 72 luxury condominiums for active adult population (55+) answering the needs of our active aging population. Featuring near-by access to golf, beaches, parks, tennis and fine dining on the North Shore's Gold Coast. The Glen Cove Ferry is featured as an amenity in the marketing of this project.
  - 4.6. The Glen Cove Mansion - Subdivision of property by the new hotel owners will make way for 42 luxury homes.
5. **Existing City of Glen Cove Services.** As a self-contained City, Glen Cove prides itself for having its own Police Department, Volunteer Fire Department, Fire Department Dispatch, Emergency Medical Services, Harbor Patrol, Auxiliary Police, Office of Emergency Management and Northwell Community Hospital (formerly known as LIJ-North Shore Hospital).

#### **GLEN COVE VISION FOR THE FERRY TERMINAL**

The City will look favorably upon expressions of interest that align with its vision for the Ferry Terminal, which has three principal aspects.

First, that the terminal supports maritime use. Potential maritime uses by prospective tenants includes temporary or transient berthing.

Second, consistent with the City's mission, that the operations taking place at the terminal will create well-paying jobs and will be supportive of other local businesses.

Third, the primary intended use of the terminal is to support the commuter ferry service. Any expressions of interest should address the tenant's vision for a positive collaborative arrangement with commuter ferry operations.

The first potential season will be considered a pilot program, from May 2019 to April 2020.

## INSTRUCTIONS FOR SUBMITTAL OF EXPRESSION OF INTEREST

Please submit your response in a single Portable Document Format (PDF) file to [Gcferryrfei@cityofglencoveny.org](mailto:Gcferryrfei@cityofglencoveny.org). (Please do not include any proposal information in the body of your email.) The proposal should include:

1. Description of Respondent's organization.
2. A detailed description of the Respondent's proposed use for the Ferry Terminal Facilities.
3. Background on Respondent's business, history, locations, hours, schedule; bios of its principals; and any relevant experience leasing waterfront properties for the use proposed for the Ferry Terminal Facilities.
4. Approximate number and roles of employees, both current and anticipated at the Ferry Terminal Facilities.
5. Proposed vessel: dimensions (length, width, draft, freeboard), capacity, shadow area, drawings, a summary narrative, etc.
6. Infrastructure and utility requirements, including electric, water, gas, telecom, and other.
7. Requirements or requests you may have beyond the Terminal Facilities including, but not limited to: floating landing access, security, upland space, storage, or parking.
8. Approximate timeline for commencement of operations.
9. Proposed funding sources, including debt and equity sources for the operations.
10. Current insurance limits, and proposed insurance limits (if different than current).
11. An indication of who will oversee daily operations, [anticipated point of contact].
12. The proposed term of the lease and rent to be paid to the City of Glen Cove.

The City reserves the right, at its sole discretion to:

- Terminate or modify the RFEI process at any time; and
- Extend the time for submission of all respondents after notification to all prospective respondents.

Please note that this RFEI does not commit the City to move to award a lease or agreement to any RFEI respondent. The City, in its sole discretion, may elect to (i) not pursue any lease for the Terminal, (ii) award a lease for the Terminal to any RFEI respondent or to any other entity, or (iii) to re-issue this RFEI or an RFP for the lease of the landing. The City is not liable for any costs incurred by any respondent to this RFEI in the preparation of a response to this RFEI.

All proposals are due on APRIL 22, 2019, at 4 P.M.

The City will offer one optional information session on April 17, 2019, at 10:00 A.M. Please email [Gcferryrfei@cityofglencoveny.org](mailto:Gcferryrfei@cityofglencoveny.org) to RSVP.

All questions related to this RFEI are to be addressed in writing, no phone calls, by 4:00 P.M. on April 17, 2019 - to:

Maureen Basdavanos, Deputy Mayor  
City of Glen Cove  
City Hall - 9 Glen Street  
Glen Cove, NY 11542  
[mbasdavanos@cityofglencoveny.org](mailto:mbasdavanos@cityofglencoveny.org)

## APPENDICES

Proposers are expected to review the documents below which are available online by visiting the Glen Cove Ferry Website at [www.glencoveferry.org](http://www.glencoveferry.org).

- A. Glen Cove Ferry RFP, (available beginning April 1, 2019)
- B. Current Ferry Studies and Action Plans:
  - TMS Waterfront Ferry Operations Plan - October 2018
  - TMS Waterfront Final Action Plan - January 2019
- C. Previous Ferry Studies
  - Glen Cove ferry market analysis (2014 data; subject to revised fare data)
  - Glen Cove Harbor patrol security assessment
  - Commuter ferry survey snapshot (2015 & 2017)
  - Parking study
- D. Garvies Point Site Plan
- E. Visuals/Maps
- F. USACE Controlling Depth Report report can be found at:  
[Http://www.nan.usace.army.mil/missions/navigation/controlling-depth-reports/](http://www.nan.usace.army.mil/missions/navigation/controlling-depth-reports/)