



THE CITY OF KEY WEST

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EXECUTIVE SUMMARY

TO: Key West Bight Management Board

FROM: Doug Bradshaw, Director Port & Marine Services

DATE: December 2, 2019

SUBJECT: RFP #003-20 HISTORIC VESSEL WORKING EXCURSION

ACTION STATEMENT:

Staff recommends rejecting all responses to Request for Proposals (RFP) #003-20 Historic Vessel Working Excursion.

BACKGROUND:

On September 28, 2019, staff advertised RFP #003-20 Historic Vessel Working Excursion at the direction of the Key West Bight Management Board. The intent of the RFP was to attract additional commercial historic vessels to the Bight. The RFP sought proposals from qualified individuals or firms that would supply and operate a real or replica historic vessel that would include an educational and work experience type excursion to operate daily out of the Key West Historic Seaport (Key West Bight Marina). The Board placed heavy emphasis on an actual working experience type excursion. Responses to the RFP were reviewed and ranked based on the following criteria:

Maximum Points	Category
20	Experience of Proposer * Experience of proposer in commercial marine business * References
40	Type of Business Proposed * Customer Experience proposed * Business Plan
40	Type of Vessel * Historic or replica * Consistent with previous historic vessels in the Key West Bight

On November 25, 2019 Doug Bradshaw, Port Director and Karen Olson, Deputy Port Director met in a publicly advertised meeting to review and rank the responses. Both agreed that none of the responses meet the full requirements of the RFP but went through the ranking process based on what was submitted. The following was the final ranking:

Key to the Caribbean – Average yearly temperature 77° F.

EX-107975 SUMM-424

	Sunset Sail Key West	Rick's Boat Tours	Historic Harbor Tours Key West	Flagship Wolf Preservation Society
Avg Score (100 max)	74	67.5	62.5	77.5

Full ranking and scoring sheet is attached. The low scores reflect that while all proposed an educational component during the excursion, none appeared to have an extensive working portion of the excursion as required. Staff felt that while all four proposers appear to be legitimate companies, none were offering anything unique to the Historic Seaport and would only compete directly with existing commercial tenants offering the same type of excursions.

PURPOSE & JUSTIFICATION:

The Bight Board has the desire to add additional historic ships to the Historic Seaport. The RFP was an attempt to meet that desire, but again staff feels all the responses fell short of the requirements which was to supply and operate a real or replica historic vessel that will include an educational and work experience type excursion.

FINANCIAL IMPACT:

If the Bight Board accepts staff's recommendation and rejects all proposals there is no financial impact. However if the Board elects to offer a commercial dockage agreement to one or more of the responses there will be significant financial impact. Currently there are no commercial slips available in the marina. Staff would have to convert transient slips into historic commercial slips in order to accommodate. The average size ship in the proposals was 55'. Converting one transient 55' slip to a historic commercial would result in a loss of \$35,272 (\$45,459 vs. \$10,187)

RECOMMENDATION:

Staff recommends rejecting all responses to the RFP as they did not meet all the requirements.