

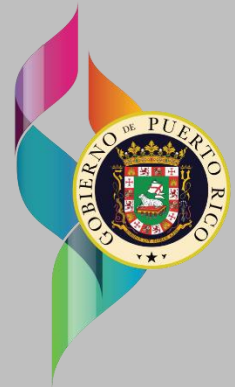


**Request for Interest
(RFI)**

**Opportunity for Lease,
Development and
Management of the
Operations of Piers M, N
and O in Puerto Nuevo
Port, San Juan, PR.
August 2021**



August 18, 2021



REQUEST FOR INTEREST (RFI)

OPPORTUNITY FOR LEASE, DEVELOPMENT AND MANAGEMENT OF THE OPERATIONS OF PIERS M, N AND O IN PUERTO NUEVO PORT, SAN JUAN, PR.

“Piers M, N & O give us the berthing capacity of medium size ships as well as high range, and this is a game changer allowing us to increase the capacity of new operators in Puerto Nuevo zone”

-Joel A. Pizá-Batiz, Esq.
PRPA Executive Director

Issued by the Puerto Rico Ports Authority

August 19, 2021

Response Deadline:

October 18, 2021, at 1700 hours (5:00PM), AST.

The response shall be submitted before the deadline to:

Electronic Mail Copy:

rpedraza@prpa.pr.gov and magonzalez@prpa.pr.gov.

REQUEST FOR INTEREST (RFI)
OPPORTUNITY TO LEASE, DEVELOP AND MANAGE PIERS M, N AND O,
LOCATED IN THE PORT AREA OF PUERTO NUEVO

GENERAL

The Puerto Rico Ports Authority ("PRPA") is soliciting interest from qualified respondents for the development, operation, management, and improvement of Piers M, N & O, located in the Puerto Nuevo port area of San Juan, Puerto Rico, in order to optimize the area for stevedoring of maritime cargo, installation and utilization of cranes for the handling of merchandise and/or receipt of cargo, and potential temporary storage.

The information gathered through this RFI process will assist PRPA in determining the appropriate next steps to advance such purposes. It should be noted that this RFI is not a Request for Proposals (RFP) or any other competitive solicitation. Possible next steps include, but are not limited to the following: proceeding with a formal RFP or Request for Qualifications (RFQ) process, or taking no further action. The decision on next steps will be at the sole discretion of PRPA.

BACKGROUND

Piers M, N and O were in possession of local company International Shipping Agency, Inc. ("Intership"), under contract AP-96-97-4-091 executed on December 2, 1996, which includes the lease, development, and operation of the Puerto Nuevo port area. The development and construction of the facilities involved design, creation of a sheet pile, installation of cranes for rail operation, fenders, piping, among other things, thus converting an overload area into a pier of approximately 67.98-77.69 acres. Thus, Intership managed to modernize the area and make it viable to serve all services of the maritime industry, including international and domestic stevedoring.

However, in 2018 Intership notified PRPA of a request to transfer to Puerto Rico Terminals, LLC ("P.R. Terminals") certain land that was part of the lease agreement, and in turn, Intership retained certain land parcels to maintain its operations. After a negotiation process, P.R. Terminals' contract AP-20-21-4-066 was executed for a property of approximately 20.774 exclusive and 1.7728 preferential or priority acres. Likewise, PRPA was able to release and recover Piers M, N & O of the port area of Puerto Nuevo, as well as additional land parcels for a total of approximately 19.35 acres, in order to open this area for other companies to benefit from the facilities of the loading piers, due to the need for access to the waterfront and storage.

The stevedoring business in the 1970s and 1980s had greater commercial diversity because many of the international ships had their cranes on board. However, due to the current growth of the international fleet, space has been maximized to load more containers and consequently, loading and storage pier operators are needed. It should be noted that the Puerto Nuevo port area currently receives approximately eighty percent 80% of all international cargo in Puerto Rico, making it a strategic area for loading and unloading primary materials, food, manufactured goods, among others, as well as an essential contributor to the Island's economic development.

TECHNICAL INFORMATION AND PRINCIPAL OBJECTIVES

PRPA owns Piers M, N & O in the area of Puerto Nuevo in the municipality of San Juan. Puerto Nuevo's piers handle 80% per cent of Puerto Rico's freight goods. The Piers can be found at coordinates Latitude 18.4382545 and Longitude -66.0874172 on any mapping software. The Piers are currently being used for the unloading of vehicles brought to Puerto Rico for sale and on some occasions their temporary storage.

Piers M, N & O together are approximately 1,200 feet in length. The Piers are of public use on the first 300 feet parallel to the water edge, but the lease partner will have the priority of their use while conducting business. The PRPA will be responsible for maintaining the area designated for public use. The Exclusive Operating area (see Exhibit 1) is approximately 11.95 Acres, while the Preferential Operating Area, which is considered of public domain, has an approximate area of 6.76 Acres. There are no Terminal Buildings in the facilities and the contemplated business model does not expect one to be built.

The PRPA is interested in seeking out parties interested in development, operation, management, and improvement of Piers M, N & O, while developing the Piers into a successful Ship to Shore Crane and Intermodal Container handling (Stevedoring) business. This partnership opportunity will be a lend-lease, development, operation, management, and improvement business opportunity. **During this phase there are no other limitations to the ideas to be submitted other than the business model to be implemented in the facilities.**

INFRASTRUCTURE NEEDS:

The PRPA intends to expand its maritime infrastructure and offer opportunities to companies in the maritime industry interested in the proposed uses for the installation of cranes, cargo handling, stevedoring, and storage of cargo at the M, N and O piers and adjacent land parcels, for a total area of approximately 18.70 acres. This will allow for greater competition by increasing the number of terminal operators in the area and, in turn, will facilitate the storage and berthing of cargo ships in times of emergency, either for medical supplies, provisions, food, or other essential items.

While the Piers are currently in use, the installed cranes on them should ideally be removed. Submissions by respondents should consider the design, installation, and operation of new cranes in the facilities.

RESPONSE REQUIREMENTS AND QUALIFICATIONS

The PRPA has the intent to offer this opportunity to interested parties who can demonstrate the necessary financial and management capabilities to incorporate the current infrastructure needs of the Piers to their responses. Interested parties are required to take into consideration that the access to the Piers will be shared with other companies doing business in Puerto Nuevo's port and that this business opportunity will be a lend-lease relationship throughout the length of the contracted time. The PRPA will decide if an interested party possesses the required qualifications needed in order to implement the idea submitted.

The PRPA is interested in receiving written responses from any interested party, describing in detail the following information regarding the opportunity described above:

1. Company Information

- a. Name, address, telephones, and emails.
- b. Size of business.
- c. Average annual revenue for the past three (3) years.
- d. Number of employees
- e. Affiliate information, including but not limited to parent company, joint venture partners and potential teaming partners.

2. Capabilities

- a. Previous experience in the operation and development of loading piers at maritime ports.
- b. Previous experience in the installation of cranes for the handling, management, and operation of freight containers.
- c. Previous experience in stevedoring.

3. Long-term vision of the operation of the M, N & O piers in the port area of Puerto Nuevo.

4. Project financing.

SUBMISSION REQUIREMENTS

The information requested is for preliminary planning purposes only and does not constitute an obligation for PRPA to enter into a contractual agreement. Nor does it constitute a commitment, implied or otherwise, that PRPA will issue a request for qualifications (RFQ) and/or request for proposals (RFP) in the future. PRPA will not be responsible for any costs incurred by respondents in providing this information.

Responses from interested parties should not exceed fifteen (15) pages. Information must be complete and detailed, and no general brochures or generic information will be considered. Companies interested in this RFI are invited to submit their responses, limited to fifteen (15) pages (8-1/2" x 11"), **on or before October 18, 2021, at 1700 hours (5:00PM), AST.**

Responses should be emailed to rpedraza@prpa.pr.gov and magonzalez@prpa.pr.gov. The information submitted must be complete, since the PRPA will not request clarification of the information provided, nor will the Government of Puerto Rico contact the interested party for clarification of information. It should be noted that telephone calls or facsimiles will not be accepted and only responses received within the period provided will be considered. Since this process is an announcement for the search of information or sources of ideas, no evaluation letter will be sent to any respondent. Similarly, there will be no opportunity for questions or clarifications and no site visits will be offered.

Responses will not be considered confidential. PRPA may use the responses to structure future bids, therefore, please do not provide confidential or proprietary information in your response. In order to facilitate future bidding processes, PRPA intends to make public the names, addresses, and points of contact of all respondents, unless the respondent specifically requests that this not be done. This information will be provided on the future website as a "Interested Parties List". Interested parties are responsible for consulting that website for further information and process updates.

RESPONSE DEADLINE

Interested parties are requested to submit their Response by on or before **October 18, 2021, at 1700 hours (5:00PM), AST** to:

Electronic Mail Copy:
Emails
rpedraza@prpa.pr.gov
and
magonzalez@prpa.pr.gov

