



PORT DEPARTMENT  
4 WORLD TRADE CENTER  
150 GREENWICH STREET, 17TH FLOOR  
NEW YORK, NY 10007



## REQUEST FOR EXPRESSION OF INTEREST

**ISSUE DATE:** JULY 8, 2024

**TITLE:** DEVELOPMENT AND USE OF PROPERTY  
LOCATED AT PORT JERSEY SOUTH, BAYONNE,  
NEW JERSEY

**NUMBER:** PJRFEI202401

**SEND RESPONSES TO:** [rtflanagan@panynj.gov](mailto:rtflanagan@panynj.gov)  
REFER TO SECTION 5 – SUBMISSION  
INSTRUCTIONS

**SITE VISIT:** JULY 29, 2024 TIME: 11:00AM ET  
REFER TO SECTION 9 – SITE VISIT

**QUESTION DUE DATE:** AUGUST 14, 2024 TIME: 5:00PM ET

**RESPONSE DUE DATE:** SEPTEMBER 9, 2024 TIME: 5:00 PM ET

**CONTACT NAMES:**

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## 1. GENERAL INFORMATION: PORT AUTHORITY OF NEW YORK AND NEW JERSEY

For background information on the Port Authority of New York and New Jersey (“Port Authority”), see the Port Authority’s website.<sup>1</sup>

## 2. INTRODUCTION/OBJECTIVE

The Port Authority is seeking expressions of interest from firms (and partnerships of firms) to lease or purchase, develop and utilize property (Subject Property) located at the Port Jersey Port Authority Marine Terminal in Bayonne, New Jersey. As described further in Section 3, below, the Subject Property is located at the Port Jersey South portion of the Port Jersey Port Authority Marine Terminal, known formerly as the Military Ocean Terminal at Bayonne (MOTBY), and is used for general marine terminal purposes.

For the purposes of this Request for Expression of Interest (RFEI), general marine terminal purposes shall include piers, wharves, docks, bulkheads, slips, basins, vehicular roadways, warehousing and distribution facilities, or other buildings, structures, facilities or improvements, necessary or convenient to the accommodation of steamships or other vessels and their cargoes or passengers and shall also mean waterfront development projects. The Port Authority’s Port Department (Port) will use the responses received through this RFEI to better understand potential development opportunities for the Subject Property.

Responses will be assessed against Port Authority strategic objectives, Port Department priorities and the Port Master Plan<sup>2</sup> recommendations. The Port is open to receiving information on all suggested business plans, including developed infrastructure, public-private partnerships, private development under a Port lease, as well as other innovative business case scenarios.

As shown in more detail on Exhibit B of this RFEI, the Subject Property is approximately 17 acres of blended berth, open area and vacant concrete structures. The Subject Property includes Buildings 22, 23, and 24, each of which is approximately 120,000 gross square feet, for a total footprint of approximately 360,000 gross square feet.

Cape Liberty Cruise Port serves as the Port Manager for the existing cruise terminal at Port Jersey South and, according to the terms of its agreement with the Port Authority, has the first right of refusal to operate additional cruise terminals on the peninsula.

The Port Authority will use the responses to this RFEI to inform the process to achieve the objectives set forth in this section. See Section 11.1, below, for elaboration.

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<sup>1</sup> Port Authority website: [www.panynj.gov](http://www.panynj.gov) Port website: [www.panynj.gov/port](http://www.panynj.gov/port)

<sup>2</sup> Port Master Plan 2050: <https://www.panynj.gov/port/en/our-port/port-development/port-master-plan.html>

### 3. DESCRIPTION OF THE SUBJECT PROPERTY

<b>Total Acreage:</b>	Total area of approximately <b>17 acres</b> , consisting of: <ul style="list-style-type: none"><li>- Three Buildings: Approximately 8.25 acres</li><li>- Open Area: Approximately 8.75 acres</li></ul>
<b>Buildings:</b>	Buildings 22, 23, & 24 (gross approx. 360k SF) <i>*Each building has an approximate footprint of 120,000 gross square feet.</i>
<b>Berthing Area:</b>	Berth area totaling approximately 700 linear feet, currently in need of wharf structures and dredging work to accommodate ocean-going vessels. Allowable beam of vessels in the Berthing Area may be limited by the United States Coast Guard to ensure safe navigation.
<b>Water Depth:</b>	Varies from <20' – 25' MLW; original design depth is 35' MLW
<b>Access:</b>	<u>From the North:</u> Take the New Jersey Turnpike/I-95 South to Exit 14A - Bayonne.  <u>From Exit 14A:</u> Follow signs for Route 440 South. Proceed 1½ miles and make a left onto Goldsborough Drive / Port Terminal Boulevard. The Subject Property is 2 miles straight ahead, on the left.  <u>From the South:</u> Take the New Jersey Turnpike/I-95 North to Exit 14A - Bayonne. Follow directions above from Exit 14A.  <u>From NJ Transit - Hudson-Bergen Light Rail System:</u> Take the light rail system to the 34th Street Station. Cross Route 440 and walk 2 miles east on Port Terminal Boulevard / Goldsborough Drive to the Subject Property.
<b>Use Restrictions:</b>	The Subject Property falls under certain use restrictions set forth on Attachment C.

The Subject Property is situated at the north side of the Port Jersey South peninsula with approximately 700 linear feet of direct water access to Port Jersey Channel and the upper New York Bay. The Subject Property is readily accessible by road via Interstate 78, the New Jersey Turnpike (Interstate 95) and the Hudson-Bergen Light Rail mass transit system.

Port Jersey Channel is approximately 450 feet wide and is dredged to 50' Mean Low Water (MLW). The berth area has an original design depth of 35' MLW but has not been maintained at this depth.

The Subject Property contains three single-story reinforced concrete and masonry structures which were built in the early 1940s as part of a military logistics installation. Each structure measures approximately 600 feet long by 200 feet wide.

Connections to existing potable water supply, sanitary and storm drainage are available. Existing electrical service is available but may require upgraded infrastructure depending on the proposed use. In addition, there are two interstate natural gas transmission pipelines (Williams Transco Pipeline and Enbridge Texas Eastern Transmission Pipeline) located approximately 2 miles to the west of the Subject Property.

The Subject Property is in proximity to an active cruise terminal to the east, currently under lease by Royal Caribbean Group and its terminal operating company, Cape Liberty Cruise Port. At the eastern end of Port Jersey South is an active dry dock facility. Immediately to the west of the Subject Property is a logistics and distribution complex. Across the channel to the north is Port Liberty Bayonne, a semi-automated container terminal facility with a near-dock intermodal container transfer facility.

The Subject Property today is accessed via Port Terminal Boulevard and 12<sup>th</sup> Street on the MOTBY Peninsula. Port Terminal Boulevard connects the east end of the MOTBY peninsula to Goldsborough Drive and NJ State Route 440. Port Terminal Boulevard connects to Port Lincoln Road and Pulaski Lane West, and ultimately, out to the I-78 / I-95 NJ Turnpike Extension interchange.

#### **4. DEVELOPMENT REQUIREMENTS (WITHOUT LIMITATION):**

##### **a. General Development Needs:**

- Demolition of Buildings 22, 23, and 24, as desired by the Respondent to meet its specific needs.
- All site improvements, including any grading and paving of parcel and utility connections as desired, to accommodate proposed operations.
- Deepening/dredging, as desired.
- Structural marine works, including reconstruction or expansion of wharf structure, as desired.
- Any work required for compliance with applicable security, environmental, and safety regulations.
- Any access roadways that may be needed to accommodate proposed use.

In addition to applicable federal, state and local regulatory requirements, all construction work completed under a lease agreement with the Port Authority would be subject to the Port Authority's Tenant Construction and Alteration Process ("TCAP").<sup>3</sup>

Under any lease agreement(s) entered into for the Subject Property, the Port Authority would serve as landlord of the Subject Property, and the counterparty would serve as Lessee, responsible for maintaining and operating the Subject Property as negotiated between the parties.

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<sup>3</sup> Additional information and the TCAP manual can be found at the following website:  
<https://www.panynj.gov/port-authority/en/business-opportunities/tenant-construction-and-alteration-process.html>

## 5. SUBMISSION INFORMATION

The Port is seeking expressions of interest for leasing or purchasing the Subject Property at the Port Jersey South Peninsula from Respondents with relevant experience and qualifications and appropriate financial capability.

This RFEI is the **only method and final opportunity** for Respondents to express interest in the PJRFEI202401 solicitation. At any time following receipt of an RFEI from respondents, the Port Authority may seek additional information or data in order to clarify a Respondent's submission.

Each Respondent shall submit via email a pdf copy of its response to [rtflanagan@panynj.gov](mailto:rtflanagan@panynj.gov) no later than the time and date listed on the cover page.

The response shall express the Respondent's interest in developing the Subject Property at Port Jersey South and using it for general maritime purposes. The response shall also include or identify:

- A. **Respondent Name:** The name, address, URL and Federal Employer Identification Number of the Respondent.
- B. **Contact information:** Name, title, email, telephone number of the individual who shall act as the Respondent's contact with the Port for further information requests and future solicitations, if any. In addition, at any time after the opening of the responses to the RFEI, the Port may request additional information relating to the Respondent's qualifications and will use this individual as the point of contact for these queries.
- C. **Firm Description:** A brief description of the company, its lines of business, organization, mission, affiliates, objectives, location, its years in business under its present business name, and a list of previous business names used, if any.
- D. **Financial Capacity and Capability:** A description of the financials of the Respondent and financial approach to demonstrate adequate financial resources to develop the site in a manner consistent with Respondent's proposal.
- E. The description shall include the Respondent's general maritime industry experience and in operating facilities related to or serving such industry. The Respondent shall identify and briefly describe all facilities operated by the Respondent and any affiliates, the annual volumes of activity and customers served at such facilities, and other information pertinent to the operation of such facilities. The Respondent shall include any experience relevant to demonstrate its experience in successfully developing and/or operating facilities related to proposed uses.
- F. Any other information relevant to determine the level quality of experience Respondent has in successfully developing and/or operating facilities related to proposed uses.
- G. A signed copy of **Attachment A** (Attachment on Terms of Discussion).
- H. **Proposed Use:** Detailed description of the proposed use including, but not limited to, the following:
  1. **Executive Summary** that includes a detailed description of the proposed use(s) of the Subject Property.
  2. **Business Plan** that addresses the following:

- I. Facility safety, security, regulatory, sustainability, environmental, and resiliency plans
- II. Employment and regional economic impact projections
- III. Conceptual project schedule for any site development work including design, permit timelines, engineering and capital construction
- IV. Vessel call projections, as applicable
- V. Cargo projections, as applicable
- VI. Origin(s) and destination(s) of intended cargoes, as applicable
- VII. Growth potential of business activity (including Total Addressable Market, Serviceable Available Market, and Serviceable Obtainable Market)
- VIII. Operational plans, including land use compatibility with adjacent tenants, potential impacts on all Port and Community stakeholders, as applicable (e.g., anticipated traffic volumes, operational schedule, etc.)
- IX. Preliminary community and governmental outreach and engagement plan, as applicable
- X. Any other information you would like the Port to know specific to the expression of interest

I. **Financial Proposal**, consisting of either a:

- Purchase offer, or
- Leasing offer, detailing:
  - i. Narrative description of how the Respondent will maximize revenue and capital investment at the Subject Property.
  - ii. Proposed duration of a lease with the Port Authority (if applicable).
  - iii. Lease Revenue Basis: land rent and/or volume/unit-based fees.
  - iv. Capital Investment Plan/Plan of Finance in support of the planning, development and construction of improvements to the Subject Property, as applicable.
  - v. Plan of Finance, including but not limited to, source of funding, financing, and capital.
  - vi. Cost Estimates: provide high-level cost estimates and/or cost breakdowns relating to the concept being proposed.
    1. Estimated capital costs, including all costs related to facility design and construction.
    2. Estimated operating costs based on proposed operation.
    3. All assumptions taken in formulating the above, including those relating to Port-provided real estate, grants, subsidies, and utilities.

- J. **Schedule/Time-to-Market:** estimated time needed to design, construct and commence operations, most notably the development of the new access roadway, assuming the starting point for the timeline is an approved “Tenant Alteration Application” (TAA) provided by the Port as part of the TCAP<sup>4</sup> process, and including all necessary environmental approvals, inspections, and community outreach within the timeline.

## 6. LIMITATION OF PAGES IN RESPONSE

Including all information requested herein, responses shall be limited to no more than twelve (12) single-sided letter-size pages. Exhibits and attachments to the RFEI response (e.g., maps, charts, financial information, diagrams, etc.) are excluded from the page limitation.

## 7. SELECTION CRITERIA

Respondents shall submit proposals responding to each section outlined in Section 5, Submission Information. From the submitted proposals, the Port Authority will evaluate the submissions in accordance with the selection criteria. The final selection and recommendation of a proposer shall be based upon the Port Authority’s sole determination as to which proposal presents the best overall value to the Port Authority.

Proposals will be evaluated based on the following criteria, ranked in order of importance:

- a. Competitiveness and feasibility of the Financial Offer, including but not limited to purchase, or to lease (and associated capital investment), with proposed business terms.
- b. Quality and feasibility of the proposed use and business plan.
- c. Experience in successfully developing and/or operating facilities related to proposed uses and financial capability to deliver same.
- d. Quality and feasibility of Respondent’s proposed schedule and time-to-market.

## 8. QUESTIONS

Any questions by prospective Respondents concerning this RFEI shall be addressed by email to the contact listed on the cover page of the RFEI, no later than the Question Due Date.

## 9. SITE VISIT

An in-person site visit of the Subject Property will be held on **Monday, July 29, at 11:00 AM ET**. Please note that questions will not be answered during the visit and will instead need to be submitted to the Port Authority by the Question Due Date for its review and response.

## 10. CONFERENCE

At any time after the receipt of responses, Respondents may be asked to attend an informal discussion conference with staff of the Port regarding further clarification of the response and/or for additional information. To facilitate the free flow and exchange of ideas and information, the Port

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<sup>4</sup> Additional information and the TCAP manual can be found at the following website:  
<https://www.panynj.gov/port-authority/en/business-opportunities/tenant-construction-and-alteration-process.html>

intends to meet with Respondents separately. The Port will communicate the date, time and place of the conference, if any, in due course.

## **11. GENERAL**

- 1) Respondents should note that this RFEI may be a preliminary step towards an agreement for the lease or sale of the Subject Property at Port Jersey South. The Port Authority reserves the right to conduct interviews with any Respondent to this RFEI, initiate negotiations with one or more Respondents to this RFEI, issue a solicitation for a lease or purchase proposal, or to perform any or none of the above steps.
- 2) The Port Authority reserves the right to request further information from any Respondent to this RFEI. Such information may include, without limitation, business references and third-party assessments of financial health, security and safety history.
- 3) Neither the expression of your organization's interest, nor the submission of your response to the RFEI and any documents or other information supplied by you, nor any correspondence, discussions, meetings or other communications between your organization and the Port Authority, shall impose any obligation on the Port Authority or the Respondent.
- 4) Costs associated with participation and preparation of a submission by Respondents to this RFEI are not refundable.
- 5) Information supplied in connection with this RFEI is intended to be used to further assess interest. The Port Authority makes no representations, warranties or guarantees that the information contained herein is accurate, complete or timely or that such information accurately represents the conditions that would be encountered during the performance of any agreement related to the RFEI.

## **12. LIST OF ATTACHMENTS**

1. Attachment A – Agreement on Terms of Discussion
2. Attachment B – Description of the Subject Property
3. Attachment C – Use Restrictions

**ATTACHMENT A: AGREEMENT ON TERMS OF DISCUSSION**

The Port Authority’s receipt or discussion of any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) shall not impose any obligations whatsoever on the Port Authority or entitle us to any compensation therefor (except to the extent specifically provided in such written agreement, if any, as may be entered into between the Port Authority and us). Any such information given to the Port Authority before, with or after this Agreement on Terms of Discussion (“Agreement”), either orally or in writing, is not given in confidence. Such information may be used, or disclosed to others, for any purpose at any time without obligation or compensation and without liability of any kind whatsoever. Any statement which is inconsistent with this Agreement, whether made as part of or in connection with this Agreement, shall be void and of no effect. This Agreement is not intended, however, to grant to the Port Authority rights to any matter, which is the subject of valid existing or potential letters patent.

Any information (including information contained in any proposal, vendor qualification(s), ideas, models, drawings, or other material communicated or exhibited by us or on our behalf) provided in connection with this request is subject to the provisions of the Port Authority Public Records Access Policy adopted by the Port Authority’s Board of Commissioners, which may be found on the Port Authority website at: <http://corpinfo.panynj.gov/documents/Access-to-Port-Authority-Public-Records/>. The foregoing applies to any information, whether or not given at the invitation of the Port Authority.

\_\_\_\_\_  
(Company)

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Title)

\_\_\_\_\_  
(Date)

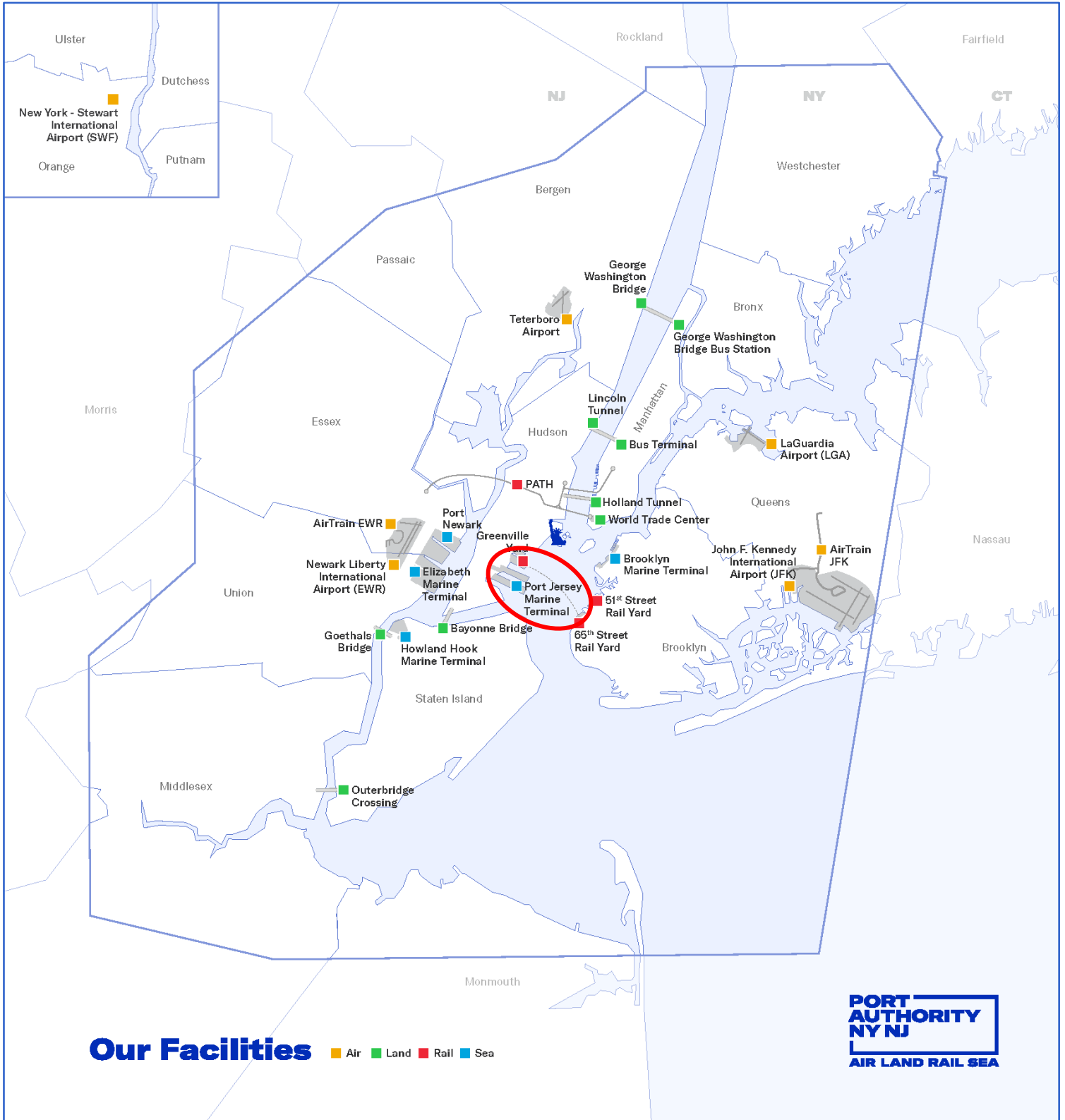
**ORIGINAL AND PHOTOCOPIES OF THIS PAGE ONLY.  
DO NOT RETYPE.**

## **ATTACHMENT B: DESCRIPTION OF THE SUBJECT PROPERTY**

### **List of Reference Documents:**

1. Exhibit A – Map of Port Authority of NY & NJ Facilities
2. Exhibit B – Detail Map of the Subject Property

# EXHIBIT A: MAP OF PORT AUTHORITY OF NY & NJ FACILITIES



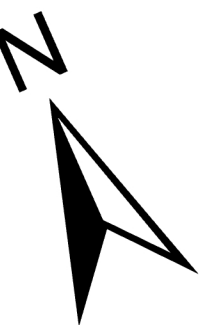
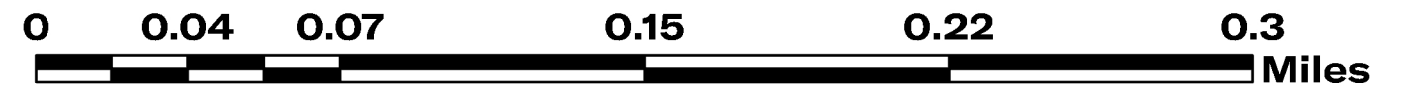
**EXHIBIT B: DETAIL MAP OF THE SUBJECT PROPERTY**



## ***Exhibit: Property Detail Map***

Port Jersey Port Authority Marine Terminal, Bayonne, New Jersey

PJRFEI202401



## ATTACHMENT C: USE RESTRICTIONS

A portion of the Subject Property falls under the Maritime District, identified on tax maps as Block 1180, Lot 1. This portion of Subject Property must adhere to certain use restrictions described below:

The Maritime District may not be used for:

- I. A facility for the loading and unloading of containerized cargo at the dock from vessels, including the operation of rail mounted gantry cranes and other land based heavy equipment for the principal purpose of loading and unloading containerized (a "Container Facility") and rail for the principal purpose of transporting containerized cargo to/from such Container Facility (Rail" and together with a Container Facility, a "Container Port"), provided, however, that the following shall be permitted in perpetuity (A) the loading and unloading of containerized cargo from vessels who primary cargo is not containerized cargo shall be permitted if such cargo movement is in conjunction with, the loading and unloading of permitted cargo, (B) the use of land based cranes for the loading and unloading of such containerized cargo and truck and rail operations for the transport of such cargo, shall be allowed, but only to the extent that such cranes are not fixed in position or rail mounted and that the final daily point of rest of such cranes does not create a visual obstruction to the areas west of the Coast Guard property, and (C) the use of automated mobile stacking cranes for the moving and/or loading and unloading of containerized cargo to/from trucks shall be allowed.

If the Port Authority acquires the Maritime District Property or if the Port Authority consents to use of the Maritime District Property as a Container Port, the prohibition against a Container Port shall expire on January 1, 2044. If the Maritime District Property is not acquired by the Port Authority or if the Port Authority does not consent to use of the Maritime District Property as a Container Port, the prohibition against a Container Port use shall continue beyond January 1, 2044 until either the Port Authority acquires the Maritime District Property or consents to such use.

Notwithstanding the above, if the Port Authority owns the Maritime District Property or if the Port Authority consents to the planning, design and construction of a Container Port, the planning, design and construction (but not operation) of a Container Port may commence as of January 1, 2034.

- II. A waster transfer or waste storage facility (except as may be reasonably necessary to support the Grantee's operations);
- III. A solid waste landfill;
- IV. A facility for the storage or processing of live or dead animals;
- V. A military use (except (A) as may be necessary if requested or directed by the U.S. Government because of war, an act of terrorism, the threat of an act of terrorism, or some other national security threat and (B) this restriction shall not apply to munitions handled in the ordinary course of operating a maritime use);
- VI. A penal facility;

- VII. A firework manufacturing or storage facility
- VIII. A sewage treatment plant;
- IX. An LNG facility except as set forth below;
- X. A facility for the storage, transport or treatment of Hazardous Substances;
- XI. A facility for the storage or transport of flammable gas, bulk oil, bulk fuel or volatile chemicals (except as may be necessary to support the Grantee's operations)
- XII. A facility for the recycling of waste or scrap materials;
- XIII. A fish market.

Notwithstanding the above, a small or mid-scale LNG Marine Bunkering facility and related LNG infrastructure (herein the "Marine Bunkering Facility"), may be constructed and operated on the Maritime District Property principally to support any future LNG ship fueling operation by barge and, in addition to such principal use, ancillary (i.e., subordinate to the principal LNG ship fueling operation) domestic fueling operations (i.e., ancillary domestic fueling operations may include fueling for facilities or equipment owned or operated by the Maritime District Owner and its affiliates but may not include retail sales to the public) provided that, unless the owners of Block 803, Lot 1 and Block 815, Lot 1 and a portion of Block 830, Lot 1 (to be identified by new block and lot numbers once subdivided) on the tax map of the City (the "Block 803/815/830 Owners") approves an alternative location or alternative standards, which approval shall be at the sole and absolute discretion of Block 803/815/830 owners, such facilities (W) shall be located in the eastern portion of the Maritime District Property as identified on Exhibit A attached hereto, (X) shall have a maximum liquefaction capacity of 480,000 gallons per day, (Y) shall have a maximum height of 70 feet, and (Z) shall not include storage tanks in excess of 600,000 gallons per tank, which tanks shall be horizontal to the ground. With respect to the Marine Bunkering Facility, the Port Authority shall be provided with notice of any intent to plan, design and/or construct the Marine Bunkering Facility and all relevant documents setting forth the proposed size, scope, and location of the Marine Bunkering Facility, including but not limited to preliminary and final site plans. Such notice shall be provided to the Port Authority in sufficient time to ensure that the Port Authority has a meaningful opportunity to determine whether the Marine Bunkering Facility has a material adverse impact on the Port Authority's interests and to provide comments with respect thereto. In no event shall such notice to the Port Authority be provided later than 120 days prior to the earliest of the following events: (i) the submission of a preliminary or final site plan application to the City Planning Board; (ii) the execution of a redevelopment agreement (or amendment to a redevelopment agreement) between the City and the owner of the Maritime District Property that addresses the Marine Bunkering Facility; or (iii) the execution of any agreement between the owner of the Maritime District Property and any third-party to build, operate, or finance the Marine Bunkering Facility.