

Proposal By Lowcountry Ferry LLC to provide Ferry Service from Hilton Head Island to Dufuskie Island in repose to RFP#102023

- 1. Executive Summary:** Objectives of the project, scope of work, and related issues which must be addressed throughout the development stages of the planning.

The objectives of this project have been laid out to provide a first class ferry service from Hilton Head to Dufuskie and return. Lowcountry Ferry (LCF) is able and willing to do this and meet any challenge set in front of it.

The Scope of the project is to provide a ferry services with 4 round trip runs a day 365 days a year. LCF will be able to achieve this by providing 2 round trip runs in the morning and 2 round trip runs in the afternoon.

LCF will provide access to discounted ferry service for Qualifying Discount Riders (QDR) These riders are defined below and include full Dufuskie Island property owners and long-term renters. In addition, the LCF will provide access to properly identified governmental employees that are engaged in official business.

Qualified Discount Riders are defined as:

Full time 4% property owner

Full time renters

Full owner of a 6% (non-primary residence) property

Parking will be handled by HHH with the road transfer up to 150 spaces on the side of Jenkins Island Rd. Additional parking can be achieved in working with the town of Hilton Head under the power lines east of Jenkins Island Rd in excess of 240 daily time only spots. All parking outside of these two locations the money for parking will go to the county for reimbursement of the “park & ride” cost, with all parking within these two locations going to HHH for the cost of maintaining all spots for overnight and daily parking.

LCF will have staff members ready and willing to help provide patrons with assistance in loading and unloading items which are portable by hand, especially those with mobility issues, and take steps necessary to accommodate ADA accessibility requirements to the greatest extent possible. from vehicles to help increase the rate of efficacy for passenger to park their vehicles and board the vessel. LCF along with maintain both sides of the embarkation/debarkation facilities in a safe, clean and orderly condition and remain accessible to the general public who are utilizing the ferry service that day.

With each run taking approximately 45 mins from dock to dock this will allow ample time to change over and continue on schedule. We are committed to being on time and professional with each and every run.

Part of this project issues is having an interim and long term debarkation on Hilton Head. LCF's owner also owns a Marina on Hilton Head Island named Hilton Head Harbor (HHH), that is located on 43 Jenkins Island Rd. As part of this consideration of this proposal LCF is proposing to run out of Hilton Head Harbor for not only the short term but also the long term if the County deems a longer period would be desirable. If there is a need to find a place on Dufuskie in the future, LCF and its owner will happily work with the county to find a suitable location if the additional help is requested to do so.

- 2. Approach to the Planning Process:** Explanation of your process to provide this service to the public and to include your transportation plan. Outside any boating or safety standards, the offeror is encouraged to propose innovative solutions that best accomplishes the County's base goal of providing sustainable, reliable, and affordable ferry service.

A ferry service can only be accomplished with all aspects working together. At HHH we have the opportunity to utilize a full marina and facility to help achieve this. As with anywhere on an island parking and space is beyond key to have any successful operation or business. Hilton Head Harbor offers all the amenities with bathrooms, a check in build and a covered gazebo while waiting for the ferry to leave. It has the road systems to allow for easy navigation of people and luggage for the experience to be top notch for each and every passenger. The one thing that is needed is parking to help achieve the ultimate ferry service from this location. HHH has offered this location up as a debarkation for the transfer of ownership of Jenkins Island Rd to HHH form

the County, and LCF will not charge the county for the 1st year of serve of this contract. This will allow for the parking to be implemented immediately and the property to be maintained as one functioning unit. The goal is for everyone to win in this situation and both HHH and LCF's only desires are to fulfill this contract to its fullest while providing top notch series and amenities to all passengers. With the road being transferred, HHH will implement a parking pattern that would allow up to 150 vehicles to park over night. A "golf cart Trolley" will provide assistance for people to get to and from their cars as well as a sidewalk up and down Jenkins Island Rd to do so.

- 3. Work Plan and Scheduling** – A summary of tasks to be performed by your company. Include a detailed embarkation schedule for each day, Monday through Sunday.

Our companies responsibilities and daily task will include: ticket sales, luggage inventory, parking accommodations and timely operation. Monday through Sunday we will run the same trip times all year long.

Our tentative schedule will be:

Hilton Head debarkation Times:

7:00 am, 10:00 am, 1:00 pm. 4:00 pm

Dufuskie Island debarkation Times:

8:30 am, 11:30 am, 2:30 pm, 5:30 pm

- 4. Experience and Qualifications:** Experience and qualifications of the team members, with an emphasis on similar type services completed within the last five (5) years. Provide an organization chart to include key staff to include Captains, First-Mates, Crew Members, and administrative staff.

Captains:

Steven McNulty Master License- Director of Marine Operations

Has run Island Head water taxi for the last three years from Hilton Head to Dufuskie. He ran the Haig point ferry as the marine manager position only second to Richard Ingles who was the marine director for more than 3 years prior to moving to Island Head. Steve's responsibilities were manager the marine crew in excess of 30 people and the day to day running operations of the County Contract for the Dufuskie Island Ferry. Prior to marine Steve was a captain for the ferry Contract for 9 years under Haig Point.

James Peto Chaplin Master License- Head of Engineering

Has run Island Head water taxi for the last year and a half from Hilton Head to Dufuskie, additionally he has been with Haig Point running the ferry for 11 years. As well as work on the Maintenance of all the boats for the ferry system.

Michael Withrow Master License- Marine Manager

Has run Island Head water taxi for the last three years from Hilton Head to Dufuskie

Taylor Withrow Master License- Assistant Manager

Has run Island Head water taxi for the last three years from Hilton Head to Dufuskie

Matthew Williams Master License -

Has run Island Head water taxi for the last three years from Hilton Head to Dufuskie

First Mates:

John Buncker, Arden Backus, Coulter Conley, Timothy McLaughlin, William Rapoza

Crew Members:

Joseph Bishop, Liam Burke, Jackson Hatch, Beckett Jones, Nathanael McNulty,

5. List any exceptions, qualifications, or exclusions to this RFP:

The two primary Vessels that will be used to service this Contract will be The Palmetto Merchant and the Palmetto Trader. These boats have serviced the County Ferry Contract for years and will continue to do so. They will be maintained to the highest standards as they have always been. Each vessel is a 49 Passenger COI Vessel. They are enclosed and fulfill the contract in its entirety.

Exterior:



Interior:



6. Proposal Price for Operation of Contract

LCF Terms are broken down as follows:

2024: \$0 with all Ticket & Freight sales going to LCF and road transfer to HHH

2025-2029: \$350,000 and all non resident ticket sales going to LCF with QDR tickets sales going back to Beaufort County

With the total awarded contract (first 5 years) being \$1,400,000.00.

If the County desired to pay the amount in one lump sum up front LCF would offer a 10% discount for the Contract bringing the total to \$1,260,000.00.

If the terms above are not acceptable to the county our price for the contract would be \$365,000.00 a year with a total of \$1,825,000.00.

Shall LCF fail to preform 4 round trip runs a day a penalty in the form of a payment for reimbursement will be made to Beaufort County of \$120 per leg of the run that was not completed or \$240 for the round trip not completed.

The contract may be canceled at anytime by the County for cause, any cancellation of the contract without cause will result in the payment of the contract's current time frame not to include extension. Cause will include non performance of more than 50 round trip runs in a year, inability of contract to maintain COI vessels that will fulfill the RFP. Records will be maintained for 3 years in a safe location or by electric means. A condition of the contract is that it may be terminated because of circumstances beyond the control of the Contractor will also be part of this contract.

EXHIBIT A

Certification regarding Debarment, Suspension, Ineligibility, and Voluntary exclusion

The contractor certifies, by submission of this qualification statement or acceptance of a contract, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any State, Federal department, or agency.

It further agrees by submitting this qualification statement that it will include this clause without modification in all lower tier transactions, solicitations, proposals, contracts, and subcontracts. Where the bidder/contractor or any lower tier participant is unable to certify to this statement, it shall attach an explanation to this solicitation/bid.

State whether your company has been involved in any litigation within the past five (5) years, arising out of your performance.

Circle Yes or ☒ No.

If you answer yes, explain fully if it has been involved in any litigation involving performance.

EXHIBIT B

CERTIFICATION BY CONTRACTOR

Regarding

NON-SEGREGATED FACILITIES

The Bidder certifies that he does not, and will not, provide and maintain segregated facilities for his employees at his establishments and, further that he does not, and will not, permit his employees to perform their services at those locations, under his control, where segregated facilities are provided and maintained. Segregated fountains, transportation, parking, entertainment, recreation, ad housing facilities; waiting, rest, wash, dressing, and locker room, and time clock, work, storage, restaurant, and other eating areas which are set apart in fact, or by explicit directive, habit, local custom, or otherwise, based on color, creed, national origin, and race. The Bidder agrees that, except where he has obtained identical certifications from proposed subcontractors for specific time periods, he will obtain identical certifications from proposed subcontractors prior to the award of subcontractors exceeding **\$10,000.00** which are not exempt from the provisions of the Equal Opportunity clause, and that he will retain such certifications in his files.

The Bidder agrees that a breach of this certification is a violation of the Equal Opportunity clause in this Contract. The penalty for making false statements is prescribed in 18 U.S.C. 1001.

Lowcountry Ferry LLC

Contractor



(Signature)

Neil Turner, Owner

Name and Title of Signer

10/20/23

Date

PRICE PROPOSAL AND CERTIFICATION

The undersigned Neil Turner, having carefully examined the information (Name of Offeror)

contained in the Beaufort County RFP Number # 102023 dated September 20, 2023, proposes to provide Ferry Services to Beaufort County Government, as outlined in this proposal, at the prices specified below:

Provide annual cost for ferry services for Beaufort County:

1. Total annual cost to provide all required services:

\$ \$350,000 (numbers) Three hundred Fifty Thousand (words)

*First year \$0 with road transfer remaining 4 years at price listed above.
This cost proposal is made without prior understanding, agreement, or connections with any corporation, firm, or person submitting a proposal for the same service and is in all respect fair and without collusion or fraud. I agree to abide by all conditions of this proposal and certify that I am authorized to sign this proposal.

Signature of Offeror's Representative authorized to enter into contract with Beaufort County Council:

FIRM NAME: Lowcountry Ferry LLC

BY: 

(Signature)

DATE: 10/20/23

TYPE/PRINT: Neil Turner
(Name)

Owner
(Title)

ADDRESS: P.O. Box 23753

(Street Address and/or P. O. Box Number)

Hilton Head Island
(City)

SC
(State)

29926
(Zip Code)

PHONE: (843) 540-4403
(Area Code) Phone Number

()
(Area Code) Phone Number

EMAIL: n.turner@me.com

FEDERAL ID#: 30-4-40(a)(2)

S.C. TAX #: _____

EXHIBIT C

EVALUATION FORM

DATE: _____

RFP#: _____ TITLE: _____

OFFEROR: _____

Reviewer: _____

		POINT RANGE	POINTS ASSIGNED
1.0	Demonstrated understanding of the scope of work	0-20 Points	
2.0	Experience and ability to provide safe and reliable services for all ferry users. Provide resumes of key staff. Provide and organizational chart to include key staff including but not limited to Captains, First Mates, Crew Members, Administrative Staff and a minimum of five (5) references for services similar or the same as the services stated in the scope of work	0-30 Points	
3.0	Quality of vessels to be used for services. Provide pictures and information for the vessels.	0-20 Points	
4.0	Proposed cost and schedule for providing the ferry service as described in the scope of work	0-30 Points	
		Total Points	