

# REQUEST FOR PROPOSAL

Comprehensive Market Study  
Crystal City Port (future location)

Deadline March 15, 2020, 5:00 PM

## Receiver

Jefferson County Port Authority  
114 Mississippi Ave  
PO Box 183  
Crystal City, MO, 63019

## Jefferson County Port Authority relevant studies to-date

1. Jefferson County Ports: Phase I Feasibility Analysis, January 2010
2. Jefferson County Ports: Phase II Master Plan, March 2011
3. Crystal City Port Access: Preliminary Environmental Assessment and Preliminary Access Justification Report, May 2012

These reports can be found at: <http://www.jeffersoncountyporthauthority.com/products.html>

## Location of Proposed Port

\*#1 Bailey Road  
Crystal City, MO  
Former PPG glass manufacturing plant  
245.71 Acres  
Owner: City of Crystal City  
&  
adjoining property  
\*#1 Hugs Landing Rd  
Crystal City, MO  
360 Acres  
\*see attachments for maps and further information

## Overview

The goal of this market study is to identify all companies in a 13-county area that could potentially utilize the port for outbound and/or inbound shipments of commodities, products, and raw materials. The Missouri counties in the market study area are Jefferson, St. Louis, Ste. Genevieve, St. Francois, Washington, Franklin, Perry, Cape Girardeau, Scott, Mississippi, St Charles, Warren, and Lincoln

The study shall include but not be limited to those companies included in NAICS:

11 – Agriculture, Forestry, Fishing and Hunting,

21 – Mining,  
31-33 – Manufacturing,  
42 – Wholesale Trade,  
48-49 – Transportation and Warehousing.

Example:

Commodities include but not limited to meat products, soybeans, organic corn, aggregate sand, etc. Sources include but not limited to agricultural local farmers, grain, beef farmers, pork growers, (APH vessels will have refrigerated capabilities).

## Phase 1

Once those companies are identified the plan of work shall then include a detailed survey of each of those companies to answer the following:

- 1- Identify the commodities, products, and/or raw materials the businesses ship and/or receive.
- 2- How (modes of transportation) are the commodities, products, and/or raw materials currently shipped to or received from the markets or suppliers?
- 3- What is the current and potential volume and weight of commodities, products, and/or raw materials shipped and/or received?
- 4- What market(s) does your commodities, products, and/or raw materials get shipped to?
- 5- What transportation obstacles do you currently face getting your product to market?
- 6- Are there opportunities for partial load shipments inbound or outbound?
- 7- What form (bulk, containerized, dry, liquid, etc.) is your commodity, product, or raw material in when received and when shipped outbound?
- 8- Are commodity, products, and raw material inbound and outbound shipments time sensitive, seasonal, consistent (ie, weekly, monthly, etc.), and what is the stability of the markets?
- 9- Who are the current transportation providers of your commodities, products, and raw materials?
- 10- What are the current transportation costs of outbound and/or inbound shipments?
- 11- Are there other entities that might utilize the port facility, ie military, federal, state, or local governments? If so, what would be their needs?

## Phase 2

After Phase 1 is completed a detailed business model will be developed for the port.

The business model shall include, as a minimum the top 5 potential users of the port facility and shall include:

1. Type commodities, products, raw materials to be handled by the port,
2. Type and cost of projected equipment and needed to handle (load, unload, store, or consolidate) the commodities, products, and raw materials,
3. Environmental, regulatory, and infrastructure requirements,
4. Management expertise needed to manage the port facility,
5. Qualified port facility labor expertise needed,
6. Port marketing personnel expertise needed,
7. Identify all categories of cost associated with port operations,
8. Develop a pricing structure for port activities, both inbound and outbound.

## Proposal Requisites

- A. Detail budget for Phase 1 and Phase 2.
- B. Proposed timeline for completion of Phase 1 and Phase 2.
- C. Milestones with timelines and reporting.
- D. Invoicing and payment terms.
- E. List of project staff and contractors with their qualifications.
- F. Deliverables as specified in Phase 1 and Phase 2.
- G. NOTE: Additional deliverables identified in the proposal will be given due consideration in the award of the proposal.

Please submit your response by close of business, March 15, 2020 to:

Neal Breitweiser, Executive Director  
Jefferson County Port Authority  
114 Mississippi Ave  
PO Box 183  
Crystal City, MO 63019  
[NBreitweiser@jeffcomo.org](mailto:NBreitweiser@jeffcomo.org)  
636-232-0484

## Additional Notice

Funding, in part, for this Comprehensive Market Study for Jefferson County Port Authority, will be contingent upon a successful application to the Missouri Agricultural and Small Business Development Authority (MASBDA.) If you're the successful applicant to this RFP, your proposal will be submitted as part of our application to the MASBDA Missouri Value-Added Grant Program on April 1, 2020.

The Jefferson County Port Authority is a Political Subdivision of the State of Missouri; formed in 1976 to promote and exchange information on the organization, construction and operation of a port system in Jefferson County, Missouri.

## Site Information Form

City

Crystal City

County

Jefferson County

Site name

Former PPG glass manufacturing plant

Address of site

#1 Bailey Road, Crystal City, MO 63019

Size of site (Acres)

245.71 Acres

Dimensions of site (e.g. 1,000' x 2,000')

There are three parcels. Rail spur = 8.56 acres, 99.63 acres, and 137.52 acres.

Asking price for site

Are all utilities (electric, water, wastewater, natural gas, telecom) extended to site?

Yes

If utilities are not extended to site, please describe cost and timeline to put utilities in place.

N/A

Nearest 4-lane highway or interstate (please specify which route)

Interstate 55

Distance to nearest 4-lane highway or interstate (in miles)

1.7 miles

Rail provider

BNSF located on the North side. Access to UP via the 8.56 acre rail spur.

Has rail provider verified ability to be served the site? (Yes / No)

BNSF – yes.

Zoning designation for site, if any (indicate "none" if no zoning is in place)

M2 – General Industrial District

Does any part of the site contain flood plains, marsh land, national park, or other protected area?

Yes

Please describe site topography.

Flat

Adjacent land uses (e.g. residential, industrial, agricultural, commercial)

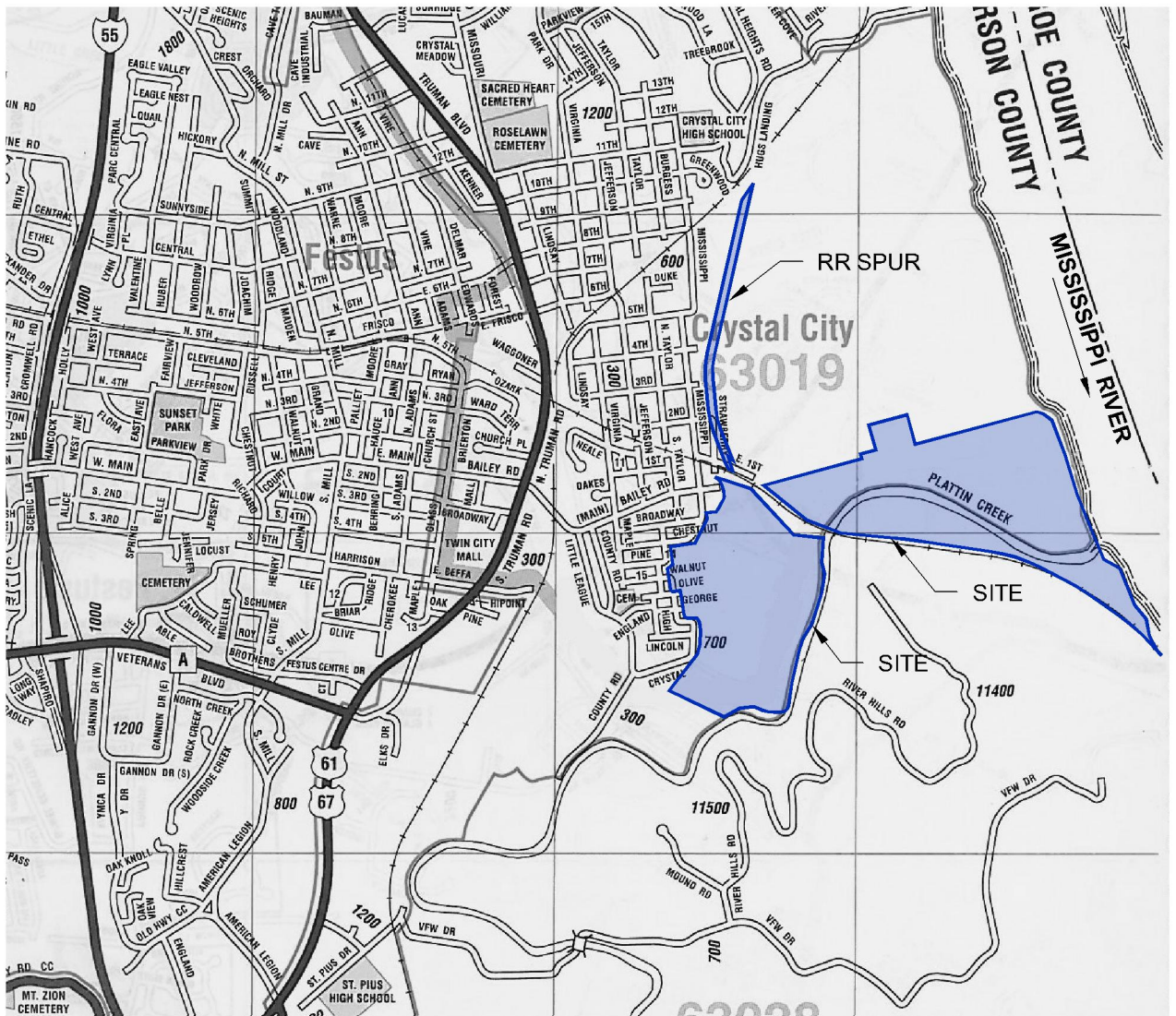
RS-2 – Residential District (to the west); M2 – General Industrial District (to the east of the "RR Spur")

Is the site located in an Enhanced Enterprise Zone (EEZ)? (Yes / No)

No

Is the site designated a Certified Site through the Missouri Certified Sites Program? (Yes / No)

No



LEGEND:

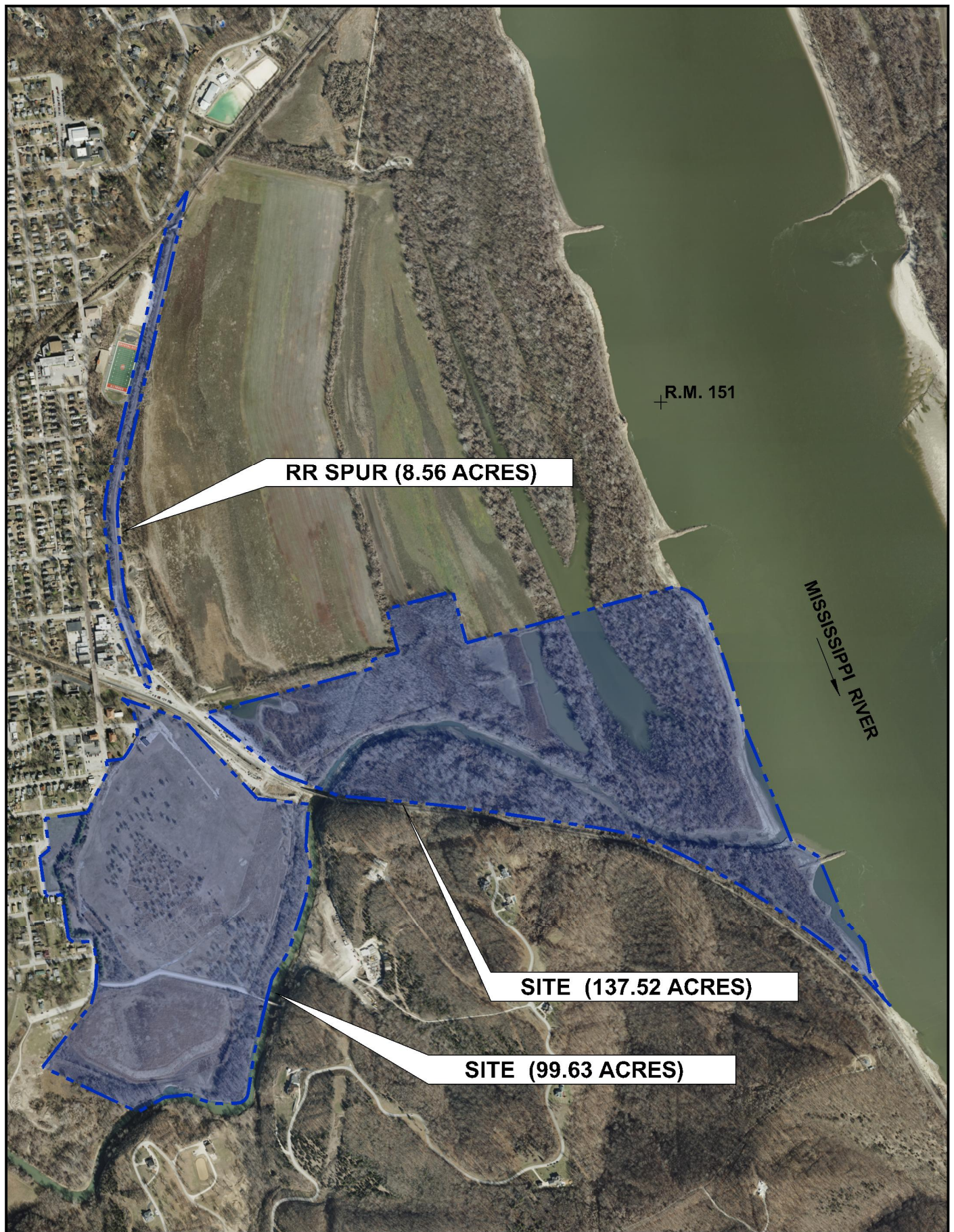


CRYSTAL CITY  
JEFFERSON COUNTY, MO

**VICINITY MAP**







CRYSTAL CITY  
JEFFERSON COUNTY, MO

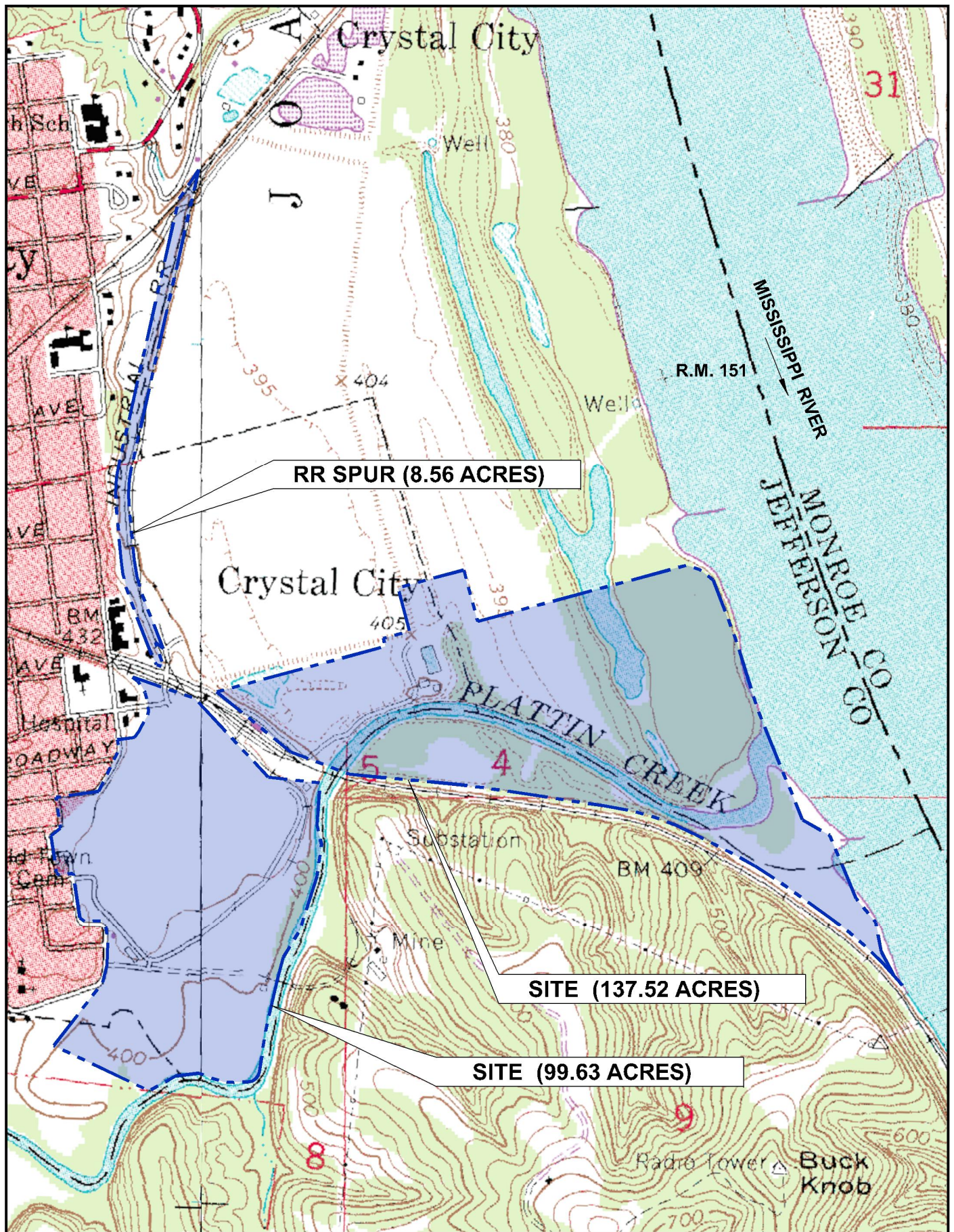


**AERIAL MAP**

LEGEND:

 SITE





CRYSTAL CITY  
JEFFERSON COUNTY, MO

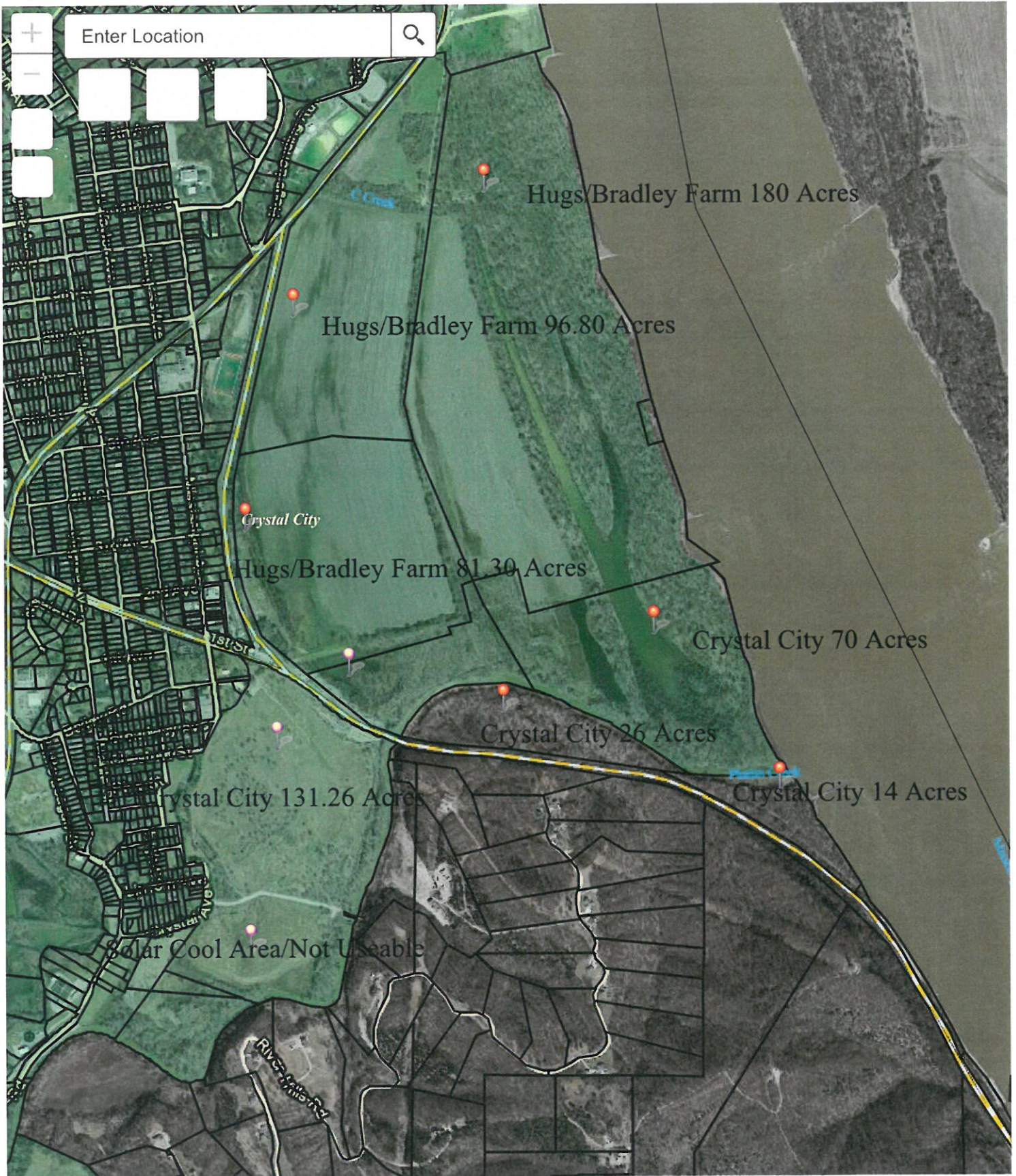
0 1000' 2000' 3000'  
1" = 1000'

**TOPOGRAPHIC MAP**

LEGEND:

 SITE





0.2mi

-90.348 38.221 Degrees





**Rhonda Overberg**  
Broker-Associate  
rhondaoverberg@remax.net  
314-650-3003 Cell

Street Name is like 'hugs'

**\$2,650,000**

**360 Acre Hugs Landing, Crystal City 63019**

Listing # **18034054**

Cross St

Tran **Sale**



**Seller reserves the right to keep 9 acres of northern most part of property. 360 lush acres of wildlife abundance adjoining the Mississippi River. Railway access is available and potential for new road to be built straight out to major highway intersections with adjoin land owners cooperation. Flood maps will be available soon. Survey is attached in documents along with legal description. Many possibilities for this piece of land. Build your port and Mississippi access and reap the rewards for a life time.**

**Directions Crystal Heights Road from Mississippi Ave to right on Hugs Landing to property at end of road to the south of boat club. Currently zoned Industrial with access to Union Pacific and Burlington Northern Railways.**

Area <b>Crystal City</b>	Beds <b>0</b>	CDOM <b>397</b>	Property Type <b>Commercial &amp; Indr.</b>
Muni/Twp: <b>Crystal City</b>	Baths <b>0 (0 0)</b>		Status <b>Active</b>
Sq Ft Above:	Sq Ft Below:	Age	Status Com
Lot Size (approx acres) <b>359.990 ac</b>	Garage Info:	Style	
County <b>Jefferson</b>	Tax ID	Subdivision	<b>None</b>
Lic. Asst'g Seller	<b>Seller's Agent</b>		
Showing Instructions	<b>By Appointment Only, Call Listing Agent</b>		
Elementary School			
Jr. High School			
Sr. High School			
School District			
Taxes Paid	<b>\$465</b>		
Year	<b>2017</b>		
Parking Description	<b>Paved Asphalt</b>		
Disclosures	<b>Flood Plain Yes, Sellers Discl Not Av</b>		
Conditions	<b>Unknown</b>		
Miscellaneous	<b>Rail Available, Security Fence</b>		
Special Description	<b>Other</b>		
Cooling	<b>None</b>		
Sewer	<b>Public</b>		
Heating	<b>Other/None</b>		
Water	<b>Public</b>		
1st Assumable	<b>No</b>		
Selling Terms	<b>Cash, Conventional</b>		
Possession	<b>At Closing</b>		

*Presented By: Rhonda Overberg Phone: 573-431-2210*

All information herein has not been verified and is not guaranteed.

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