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
These reports can be found at: http://www.jeffersoncountyportauthority.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
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

<table>
<thead>
<tr>
<th>Field</th>
<th>Details</th>
</tr>
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<tbody>
<tr>
<td>City</td>
<td>Crystal City</td>
</tr>
<tr>
<td>County</td>
<td>Jefferson County</td>
</tr>
<tr>
<td>Site name</td>
<td>Former PPG glass manufacturing plan</td>
</tr>
<tr>
<td>Address of site</td>
<td>#1 Bailey Road, Crystal City, MO 63019</td>
</tr>
<tr>
<td>Size of site (Acres)</td>
<td>245.71 Acres</td>
</tr>
<tr>
<td>Dimensions of site (e.g. 1,000’ x 2,000’)</td>
<td>There are three parcels. Rail spur = 8.56 acres, 99.63 acres, and 137.52 acres.</td>
</tr>
<tr>
<td>Asking price for site</td>
<td></td>
</tr>
<tr>
<td>Are all utilities (electric, water, wastewater, natural gas, telecom) extended to site?</td>
<td>Yes</td>
</tr>
<tr>
<td>If utilities are not extended to site, please describe cost and timeline to put utilities in place.</td>
<td>N/A</td>
</tr>
<tr>
<td>Nearest 4-lane highway or interstate (please specify which route)</td>
<td>Interstate 55</td>
</tr>
<tr>
<td>Distance to nearest 4-lane highway or interstate (in miles)</td>
<td>1.7 miles</td>
</tr>
<tr>
<td>Rail provider</td>
<td>BNSF located on the North side. Access to UP via the 8.56 acre rail spur.</td>
</tr>
<tr>
<td>Has rail provider verified ability to be served the site? (Yes / No)</td>
<td>BNSF – yes.</td>
</tr>
</tbody>
</table>
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
Street Name is like 'hugs'

$2,650,000

360 Acre Hugs Landing, Crystal City 63019

Cross St

Listing # 18034054

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 Crystal City
Muni/Twp: Crystal City
Sq Ft Above: 359.990 ac
Lot Size (approx acres) 359.990 ac
County Jefferson
Lic. Asst'g Seller Seller’s Agent
Showing Instructions By Appointment Only, Call Listing Agent

Beds 0
Baths 0 (0 0)
CDOM 397

Property Type Commercial & Indr.
Status Active

Status Com Style Subdivision None

County Jefferson
Tax ID

Elementary School
Jr. High School
Sr. High School
School District

Taxes Paid $465
Year 2017

Parking Description Paved Asphalt
Disclosures Flood Plain Yes, Sellers Discl Not Av

Conditions Unknown
Miscellaneous Rail Available, Security Fence

Special Description Other
Cooling None
Sewer Public
Heating Other/None
Water Public

1st Assumable No
Selling Terms Cash, Conventional
Possession At Closing

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

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