

## **REQUEST FOR QUALIFICATIONS – PORT OPERATOR**

**Pike Lincoln County Port Authority**

***RFQ Posting Date: March 26, 2025***

***Response Deadline: April 16, 2025***

The Pike Lincoln County Port Authority (hereinafter called “Port”) is a Political Subdivision established under Chapter 68 of the Revised Statutes of Missouri. The Port is issuing this Request for Qualifications (RFQ) for companies interested in operating and maintaining their Clarksville multimodal river port in its entirety, while partnering with the Port to grow freight tonnage throughput for the economic benefit of the Port and the overall region.

### **Port Facilities**

In 2021, the Port acquired approximately 1,000 acres of property, a portion of which was formerly a Holcim cement plant, about two miles northwest of Clarksville. This property includes approximately 100 acres east of Missouri Route 79 (14561 Hwy 79, Clarksville MO 63336), between the highway/BNSF railroad tracks and the Mississippi River. This portion of the Port’s property is being redeveloped as a multimodal river port; the other portion of the Port’s property may be developed in the future. The subject Port-owned property is shown in the attached map, and existing assets/infrastructure is summarized below.

- Slackwater Harbor – The harbor is over 3,000 feet in total length and is located at UMR Mile 274.2, approximately one mile upstream from Lock & Dam #24. The harbor was dredged to an average elevation of 436 feet during Fall 2024.
- Dock Infrastructure – An existing dock structure, approximately 430 feet in length, is located on the south side of the harbor. The dock is in need of repairs; engineering design plans for the repairs are complete and construction permits from the US Army Corps of Engineers (USACE) have been obtained. The dock may be usable in its existing condition, depending on how operations are conducted, the weight(s) of equipment, and where said equipment is placed. Several other locations around the harbor have the potential to be used as makeshift docks, again, depending on how operations are conducted, the weight(s) of equipment, and where said equipment is placed.
- Rail Infrastructure – The Port owns several siding tracks totaling approximately 8,880 feet; these tracks were rehabilitated to BNSF Industry standards in 2023. Three connections to a BNSF-owned siding provide access to the site. Two additional tracks with clear length of approximately 1,530 feet each are planned for construction during Q2 2025. The site also has a coupled-in-motion (CIM) rail scale, which was installed in 2024.
- Truck Scale – A truck scale and scale house, located near the MO Route 79 entrance to the site, was installed in 2024.
- Storage – Two storage buildings, approximately 1,600 square feet each, are located near the dock, one of which was rehabilitated in 2024.

### **Request for Qualifications**

The Port is seeking a company interested in operating and maintaining their Clarksville multimodal river port in its entirety, except for the rail infrastructure (the PLCPA has a contract in place for this

maintenance). Note, a private entity has expressed interest to the PLCPA in being a “rail tenant,” to use the rail infrastructure and operate the private entity’s locomotive on-site, but no agreement is in place at this time. The facility is envisioned to be used primarily for the transloading of bulk materials between barges, railcars, and trucks. Basic expectations of the Port Operator include:

- Provide all labor, supervision, and equipment necessary for proposed operations, including freight transfer between barge, rail, and truck.
- Facilitate installation and pay for all utilities needed for proposed operations.
- Obtain, maintain, and comply with all Federal, State, and Local permits required for proposed operations.
- Provide security for all equipment, barges, rail cars, and freight on site.
- Maintain Port facilities utilized by Port Operator.
- Additional services as agreed upon by Port and Operator.

In addition, the Port Operator will be expected to partner with the Port to grow business in the form of additional commodities and/or increased annual freight tonnage, as well as supporting infrastructure improvements needed for additional commodities and/or increased throughput. The Port expects this to be a collaborative effort with the selected Port Operator. Future development may include Port property west of MO Route 79.

The Port anticipates negotiating specific contract terms and conditions subsequent to selection of the highest-ranked company. Contract negotiations will be initiated based on a Letter of Intent to be submitted by the prospective Port Operator within 30 days of notification of selection. The length of term is negotiable. The contract document will address, as a minimum, the following items:

- Length of term.
- Insurance requirements.
- Joint development and implementation of a facility marketing plan and strategy.
- Obligations for Port and Port Operator.
- Renumeration to the Port, based on a combination of fixed monthly fee paid to the Port, tonnage as related to commodities handled, wharfage fees, truck and rail scale usage fees, and incremental throughput fees.
- Increased renumeration to the Port based on Port’s relative contribution of grant or other funding to the facility used to add or improve facilities at the Port.

### **Statement of Qualifications**

Statements of Qualifications (SOQ) are required to contain the following:

- Letter of Interest – Include specific interest as it pertains to the Port, location, facilities, etc.
- Company Overview – Provide a brief background of the company, including history, central (and local, if company has one) office location, and key points of contact.
- Capacity/Capability – Indicate the capacity and capability to fulfill the Port Operator role, including both financial and staffing, to support operations and future growth. Describe safety

and environmental programs, as well as the strategic approach envisioned to facilitate future growth.

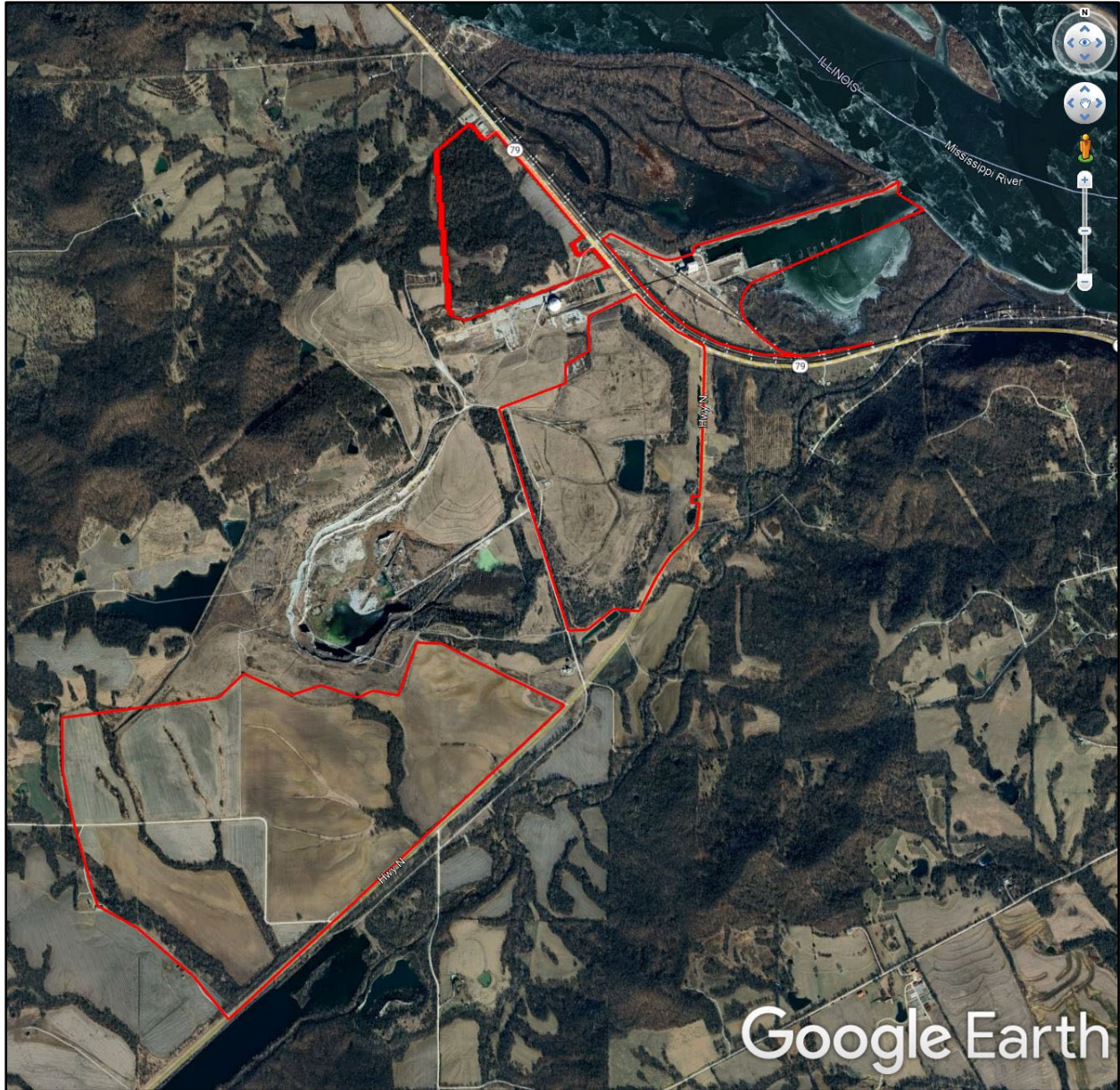
- Experience/References – Provide marketing materials and examples of past relevant experience, including references.
- Licensure/E-Verify – Provide proof of authorization to perform requested services in Missouri. Provide proof of enrollment in the E-Verify Program.
- Proof of Insurance – Provide proof of possession or intent to acquire appropriate and legally required insurance, including liability insurance appropriate for a port operator, with the Port named as an additional insured. Specific insurance coverages and limits will be defined in the port operator agreement between the selected operator and the PLCPA.

Questions shall be submitted via email at [port@pikecounty-mo.gov](mailto:port@pikecounty-mo.gov). The deadline for questions is 3:00 PM local time, April 10, 2025.

Please limit the SOQ to no more than 20 pages, excluding required proof of licensure, E-Verify, and insurance documentation. SOQ's must be submitted via mail to 316 West Main Street, Bowling Green, MO 63334, or by email to [port@pikecounty-mo.gov](mailto:port@pikecounty-mo.gov) no later than April 16, 2025. If submitting by email, the primary portion of the SOQ (20-page limit) shall be submitted in one PDF file, and the supplementary documentation (proof of licensure, E-Verify, and insurance documentation) shall be submitted in a second PDF file.

### **Selection Process**

After reviewing all SOQ's received by the Port prior to the deadline specified herein and containing all required information, the Port Authority Board or designated selection committee will form a short list of companies deemed to be the most qualified. At the discretion of the Board/selection committee, two or three of the highest ranked companies will be invited to interviews. The Port anticipates negotiating specific contract terms and conditions subsequent to selection of the highest-ranked company. Contract negotiations will be initiated based on a Letter of Intent to be submitted by the prospective Port Operator within 30 days of notification of selection. In the event of unsuccessful contract negotiations, the Port reserves the right to enter contract negotiations with the next highest ranked company.



PLCPA-Owned Property, Clarksville, MO