

REQUEST FOR INTEREST
NORTH LOCUST POINT MARINE TERMINAL

OPENING LETTER FROM EXECUTIVE DIRECTOR

On behalf of the Maryland Department of Transportation's Port Administration (MPA), we are pleased to present this Request for Interest or Request for Information (RFI) regarding available property at the North Locust Point Marine Terminal (NLP) located in the Port of Baltimore. Included in this RFI is an introduction to the property, an overview of the terminal, a description of the information a responder must provide, and submission requirements for responses to this RFI.

The Port of Baltimore is interested in seeking out parties interested in terminal property. Certain infrastructure needs will need to be addressed. The submittal requirements, as well as our evaluation and review procedures, are included in this RFI.

We thank you, in advance, for the effort that this request will require, and we look forward to receiving your response.

SECTION I – GENERAL INFORMATION AND CONTACTS

The Maryland Port Administration offers this opportunity to present interest in North Locust Point Marine Terminal located in Baltimore, Maryland. This opportunity looks to fulfill a need for infrastructure investment. Consideration must also be given to and subject to current revenue leases with existing tenants of the marine terminal. NLP terminal also utilizes the International Longshoreman Association for vessel and terminal labor needs. The MPA seeks to expand the scope of cargo currently handled at the terminal which may include non-traditional cargos. The facility use must remain maritime industrial in use.

This RFI is intended to identify the market of candidates interested in the property who have the capability to invest financially solely or through a partnership or joint venture.

Please direct all communications concerning the RFI in writing to:

Dominic Scurti, Deputy Director - Planning
Maryland Port Administration
401 East Pratt Street, 19th floor
Baltimore, Maryland 21202
410-385-4439
dscurti@marylandports.com

SECTION II – TERMINAL

Terminal description:

Addresses used to identify Facility:

- 1430 Wallace Street
- SDAT parcel addresses are 2200, 2300, 2310 Fort Avenue
- Terminal entrance location is Connector Rd via McComas Street
- Contanda Terminals address is 1055 Hull Street

Location	Address	Acreage	Deed	Parcel Identifier
Baltimore City	2310 E Fort Ave	0.208	1636/463	24-11-2024-003
Baltimore City	2300 E Fort Ave	88.869	1636/463	24-11-2024-007
Baltimore City	2200 E Fort Ave	11.143	2666/242	24-11-2024-009

The Maryland Port Administration owns a 100+/- acre M.T.S.A. (Maritime Transportation Security Act) regulated port terminal located in the Port of Baltimore, adjacent to the South Locust Point Marine Terminal on McComas Street and accessed by I-95 and other major interstates. The following is outlined on Exhibit A of this document and for the purposes of this RFI only, will be referred to as the “Facility”:

The Facility has 25 +/- acres of open uncovered paved land for bulk storage with direct rail access by CSXT. The Facility is fully leased with the longest lease lasting through 2032.

Bulk liquid storage facility: It has one marine berth with a draft of 32 ft. Its rail capabilities include 22 storage spots and 15 loading spots. Truck capabilities include two loading bays and two loading scales.

Five finger piers include a 45-long-ton (45.7 mt) container crane coupled with on-dock rail access:

Pier 3	316,876 SF	Pier 4/5	452,208 SF
Pier 6	175,750 SF	Pier 8	63,650 SF
Pier 10	9,905 SF		

Buildings located at the Facility:

Building	Size	Type
Maintenance Building	8,750 SF	Building
Firestone Building	30,065 SF	Building
International Seafarers Center	2,200 SF	Building
MPA Police Building	2,400 SF	Building
Gear Shed	13,600 SF	Shed
Pier 3 Transit Shed	227,894 SF	Shed
Pier 4/5 Transit Shed	198,754 SF	Shed
Gatehouse	60 SF	Booth
ENNAR	12,662 SF	Building

Major Leases at the Facility:

Tenant	Expiration Year	Location
Contanda Terminals	2032	Liquid Bulk Storage Facility
Maryland Maritime	2029	Pier 8
Project Stevedoring	2025	Pier 4/5 & 17 acres
TCSC	2024	Reciprocity Docking Agreement at Pier 4/5

Infrastructure Needs:

There are certain areas of the Facility that will need an infrastructure investment prior to use. These areas include Piers 3 and 6, including the Transit Shed on Pier 3. The Maintenance Building and the Firestone Building are currently vacant and eligible for demolition.

Site Characteristic:

Strategically located in the Mid-Atlantic region of the U.S. east coast, Baltimore sits in the center of the enormous Washington/Baltimore Common Market. This inland location makes it the closest Atlantic port to major Midwestern population and manufacturing centers and a day's reach to 1/3 of U.S. households. The port provides immediate access to the 6.8 million people in the thriving Washington/Baltimore region, the nation's fourth largest and one of the wealthiest consumer markets in the U.S. The region is also among the country's wealthiest. Maryland has the highest household income in the nation.

SECTION III – QUALIFICATIONS

It is the intent of the MPA to offer this opportunity to interested parties who demonstrate the necessary financial capabilities to incorporate current infrastructure needs into its response. In addition, interested parties are required to take into consideration the current tenants of the terminal and the expiration of those leases.

The MPA, at its sole discretion, will decide if an interested party possesses the required qualifications set forth below.

SECTION IV – SUBMISSION REQUIREMENTS

Within a summary no more than 15 pages, MPA requests the following qualifications for the proposed plan for the Facility by providing the following information:

- Provide a brief description of any current development projects, maritime or other, that you or your company have been involved in.
- Provide a narrative overview of the proposed plan for the Facility.
- Provide an outline of the financial plan that will assure a successful completion of the proposed plan that includes any payment to be paid to MPA for use of the Facility.
- Describe any infrastructure or any other investments into the Facility that you or your company will provide to carry out the proposed plan.

- Provide a description of economic impact to the City of Baltimore and the State of Maryland as a result of the operations.

Delivery instructions and dates:

Responses to this RFI must be submitted by June 15, 2021. Responses must be enclosed in a sealed envelope or box, marked with the name and address of the candidate. One (1) unbound original must be submitted and received.

SECTION V – REVIEW AND EVALUATION

Interested parties may request site visits that must be completed not later than one week prior to the deadline for responses. Responses to this RFI received by the submittal deadline will initially be evaluated by MPA for completeness. MPA will determine if additional information is required. Responses will then be reviewed for market feasibility, business plan projections, and economic benefit.

Based on these ratings MPA may select interested parties to participate in future discussions regarding this opportunity and a potential lease for terminal operations.

Evaluation language:

The MPA will evaluate the responses to the RFI and base selection(s) on the ability of the interested party to provide a successful and sustainable operation.

It shall be the interested party's sole risk to assure delivery of its response to this RFI to the designated office by the designated time. The MPA will not evaluate any responses received after the deadline specified in this RFI. No changes or interpretations will be made to the RFI except by written addendum. The MPA may reject any responses considered to be nonresponsive to the RFI. Responses should be prepared simply and economically, providing a straightforward, concise description of the interested party's qualifications.

Upon determination that such actions would be in the best interest of the MPA, the MPA reserves the sole right to reject and refuse to consider any or all of the submitted responses received in response to this document.

SECTION VI – FUTURE ACTION - POSSIBLE APPLICATION OF OTHER LAWS

Future action by MPA toward development or operation of NLP as contemplated by this RFI, including development or operation pursuant to a response to this RFI, may require MPA compliance with the following:

- Title 10A (Public Private Partnerships), State Finance and Procurement Article, Annotated Code of Maryland;
- Division II (General Procurement Law), State Finance and Procurement Article, Annotated Code of Maryland; and

- Other applicable laws.

Compliance with the foregoing laws may include the need for competition.

SECTION VII – CONFIDENTIALITY OF PROPOSALS

Except as otherwise required by law, responses to this RFI will be deemed confidential and protected against disclosure under applicable provisions of the Title 4 (Maryland Public Information Act), General Provisions Article, Annotated Code of Maryland, including the following (to the extent applicable):

- § 4-335 (trade secrets, confidential commercial or financial information, confidential geological or geophysical information);
- § 4-349 (real estate appraisal);
- § 4-352 (security of facilities); and
- § 4-353 (facilities to increase waterborne commerce).

EXHIBIT A
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