



*Cincinnati Board of Park Commissioners*

**Special Board Meeting Agenda**

**November 11, 2021**

**11:00 AM**

**950 Eden Park Drive**

**Cincinnati, OH 45202**

**Order of Business**

**I. Call to Order**

**A. Public Comments**

**II. Boat Dock RFP Proposal Presentations**

**A. H. Hafner and Sons**

**B. Queen City Riverboats**

**III. Open Commissioner Discussion & Comments**

**IV. Next Regular Meeting Date: November 18, 2021 at 9:00 AM**

**V. Adjournment\***

# "The Reef at Cincinnati's Landing"

*RFQ NUMBER: RFP824BOATDOCK*

*November 11, 2021*

# CONCRETE DOCKS

- LOW MAINTENANCE
- SAFETY CONSIDERATIONS
- WAVE ATTENUATION
- SERVICEABLE LIFETIME
- <https://www.youtube.com/watch?v=tVq4lm6xN2g>
- <https://www.youtube.com/watch?v=8BxqUqM7F4w>

# HEADBOAT ORIENTATION

- DOCKS CONFIGURED DOWNSTREAM
- BREAKWATER CONCEPT
- DEBRIS DEFLECTION
- PROTECTED DOCKS







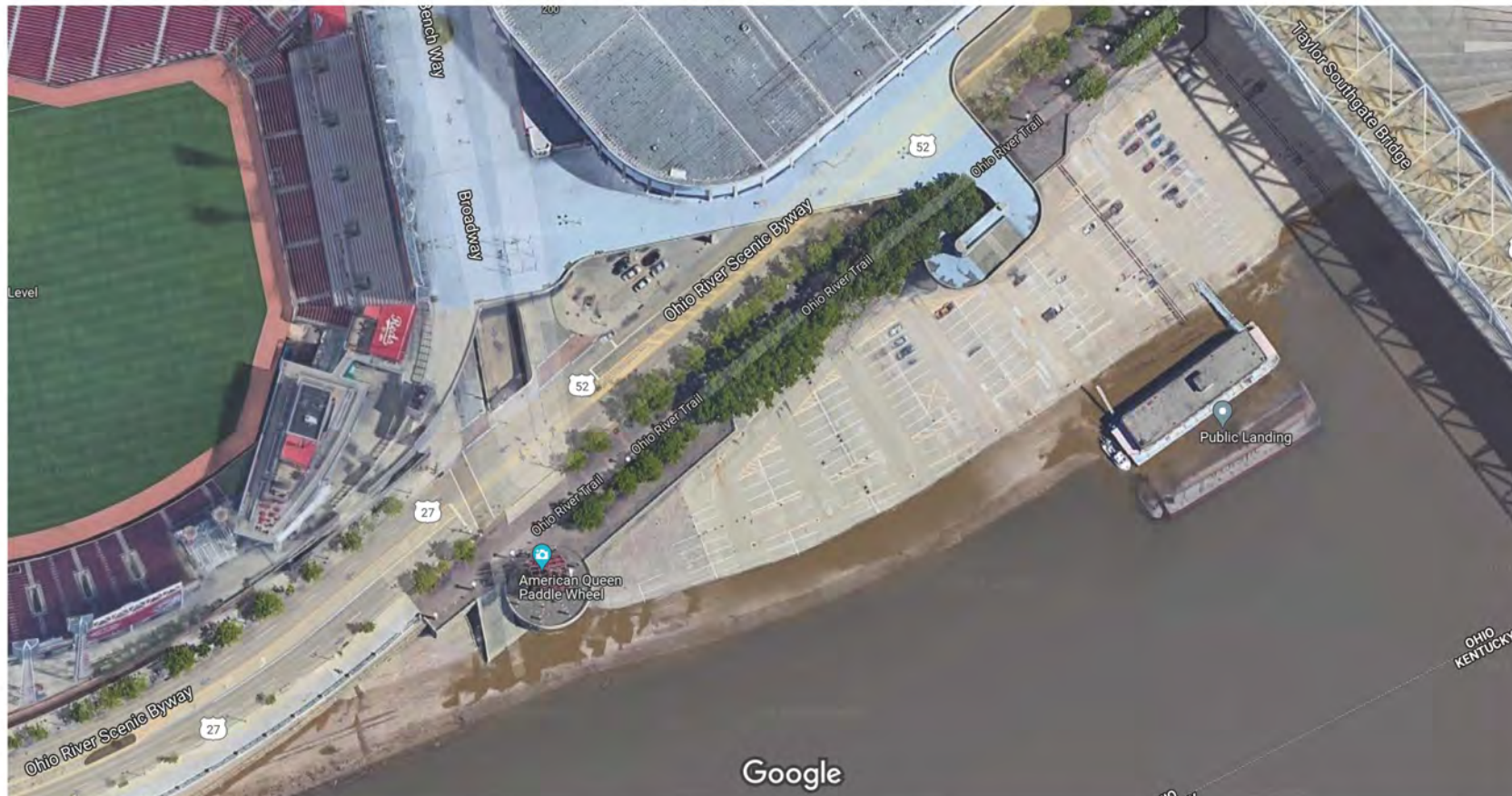
## PUMPOUT FACILITY

- CLEAN VESSEL ACT (CVA) GRANT
- OPEN TO PUBLIC
- DOCK DESIGN ALLOW FOR EASE OF USE

# CURRENT INFRASTRUCTURE UTILIZATION

- PARKING
- EMERGENCY SERVICES
- UTILITY ACCESS





## HEADBOAT AMENITIES

- ADA COMPLIANT DESIGN
- FULL KITCHEN
- FULL SERVICE BAR
- SHOWERS/LAUNDRY FOR MARINA



SCALE: 1/8" = 1'-0"



SCALE: 1/8" = 1'-0"

## THE REEF AT THE LANDING

SHEET TITLE  
FLOOR PLANS

DRAWING SCALE  
1/8" = 1'-0"

SHEET NUMBER

















# FACILITY MANAGEMENT CONCEPT

- PROMOTE SYMBIOSIS (LAND/WATER)
- DAY-BOATER DEFINITION
- TRANSIENT DEFINITION
- INCLUSION OF LONG-TERM MOORAGE

# PROFIT SHARING

- RESTAURANT/BAR OPERATIONS
  - 8% GROSS REVENUE TO CITY
- DOCK/MARINA OPERATIONS
  - 75% CITY, 25% REEF



# QUALIFICATIONS

- **SEASONAL CONSIDERATIONS**
- **PROJECT MANAGEMENT**
  - KAHN'S
- **CURRENT CITY CONTRACTS**
  - CHF DISPOSAL SITE
  - WASTE HAULER FRANCHISE
- **EXTENSIVE AGENCY EXPERIENCE**
- **MANHATTAN HARBOUR DEVELOPMENT**
  - "HARRY'S WORLD" MANAGEMENT
  - WINTER DOCK MANAGEMENT
    - WINTER 2017/2018 NOTABLE
- **BOATING/NAVIGATION EXPERIENCE**
  - INLAND, COASTAL, NEAR COASTAL (200)
  - MULTIPLE "TENN-TOM" EXCURSIONS





## June 2021 Cincinnati Riverfront Dock Proposal

To Cincinnati Board of Park Commissioners

By Queen City Riverboats





# Mission of Proposal

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- We understand that Cincinnati has considered a transient dock destination where boaters can moor their boats and take advantage of the shops, restaurants, parks and entertainment venues that our riverfront has to offer.
- Further, we understand a need to reserve space for necessary rescue services to be docked at this marina.
- A major obstacle to Cincinnati building such a dock has been the cost, which was last estimated at \$4 to \$5 million.
- We believe that our team is uniquely positioned to partner with the City of Cincinnati to achieve an operating boat dock destination on our downtown riverfront at a fraction of the cost previously estimated, and to operate the Riverfront Dock at no cost to the City.



# Summary of Proposal

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- For \$1.7 million, QCR will provide a head boat, two access ramps, and docking to create the Dock. Once complete, QCR will operate this Riverfront Dock at no cost to the City
- The Riverfront Dock will feature a restaurant and bar and 1,300 linear feet of docking space for transient boaters, QCR charter vessels, and City of Cincinnati and City of Covington emergency vessels.
- This proposal addresses both the creation/construction (“Part 1”) and the operation (“Part 2”) of the of the Riverfront Dock.
- Our team is highlighting an alternate proposal that could include the conversion of a casino boat into a hotel and restaurant.





# About Queen City Riverboats

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- Queen City Riverboats' lead on this project will be Captain Donald Jones. As a lifetime river boater and owner of Rivertowne Marina, the region's largest marina, serving over 500 recreational boaters, Jones has extensive knowledge of marinas on the Ohio River. As the President and Managing Partner of Queen City Riverboats, Jones will be involved in daily management and operation of the Riverfront Dock.
- Jones is also an experienced Captain, holding a commercial 100 Gross Tons Masters License with the United States Coast Guard.
- QCR offers a wide variety of cruises, including Reds & Bengals Game Day Shuttles, Concert Cruises to Riverbend Music Center, Public Dining Cruises and Private Charters. QCR has four vessels, each with their own unique character, to allow patrons to choose the experience that is exactly right for their event. Guests can cruise in style aboard the luxurious Destiny yacht or choose a more traditional riverboat experience aboard the Spirit of Cincinnati.





# Proposal: Option #1

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- The City shall pay QCR a total of one million seven-hundred thousand dollars (\$1.7 million) for the creation/construction/relocation of the Riverfront Dock. If the cost of creating/constructing/relocating the Riverfront Dock as outlined above exceeds \$1.7 million, the City shall not be responsible for any such excess cost.
- Option #1 will include the relocation and renovation of an existing headboat and will include a bar/concession, bathrooms, and lounge area.
- Proper facilities to operate the marina and docking sites for boaters, emergency vessels, and kayaks will be readily available and maintained.



# Proposal: Option #1



The imagery herein is representative of the conceptual direction of the proposed development site. The development team reserves the right to alter this plan and makes no claim to the overall viability of this project.  
Work Architecture + Design © 2021





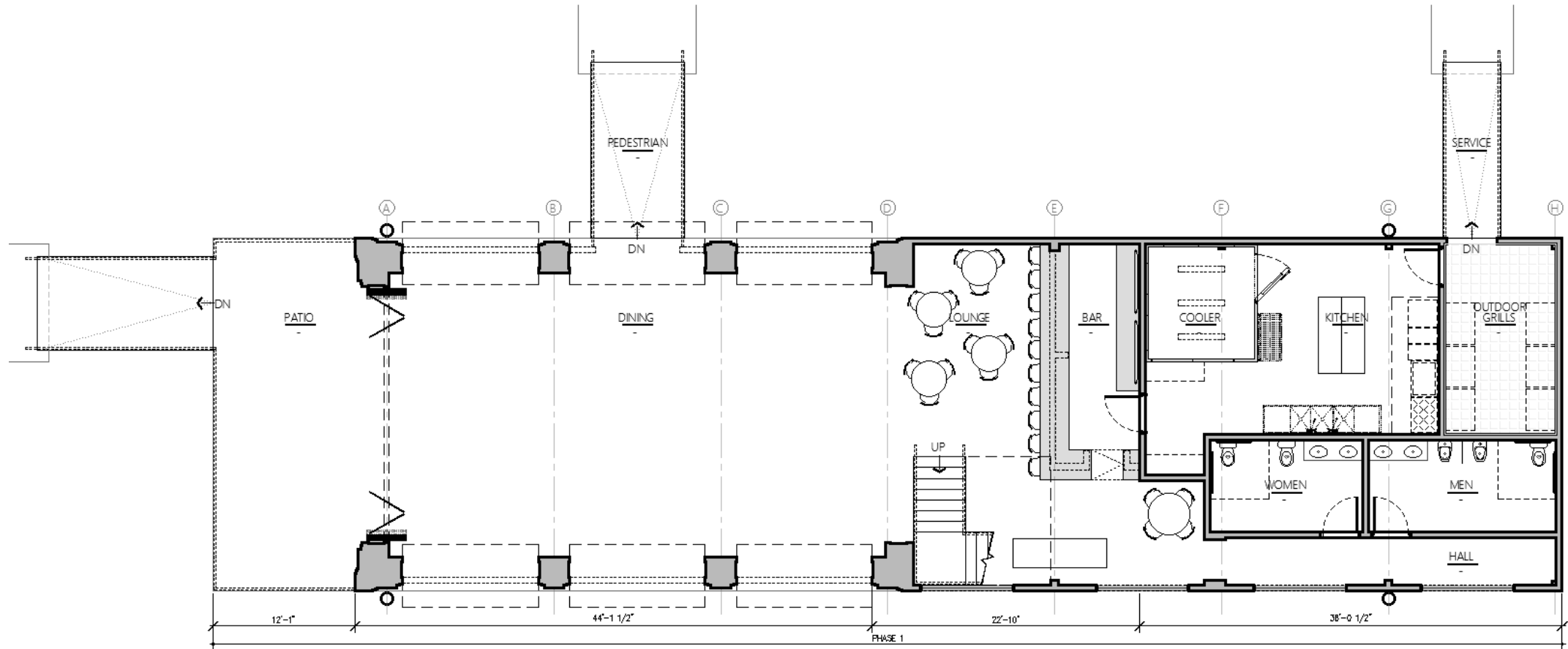
# Proposal: Option #1



The imagery herein is representative of the conceptual direction of the proposed development site. The development team reserves the right to alter this plan and makes no claim to the overall viability of this project.  
Work Architecture + Design © 2021



# Proposal: Option #1



# Proposal: Option #2

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- The city shall pay QCR a total of two million four hundred thousand dollars (\$2.4 million) to acquire 200' Head Boat and relocate to Cincinnati. The head boat is 4-decks high, has room for a hotel with elevators and 2-3 restaurants.
- The headboat in this scenario will be a Stunning Vessel recalling the steam boats that historically have docked in Cincinnati
- Same as Option #1, proper facilities to operate the marina and docking sites for boaters, emergency vessels, and kayaks will be readily available and maintained.



# Proposal: Option #2



The imagery herein is representative of the conceptual direction of the proposed development site. The development team reserves the right to alter this plan and makes no claim to the overall viability of this project.  
Work Architecture + Design © 2021





# Proposal: Option #2



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Work Architecture + Design © 2021



## Proposal: Option #2

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# Revenue Concept

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- QCR will receive 100% of all revenue without revenue share for the first 90-days of operation. Thereafter, QCR will provide a revenue split every 30-days, with a 5% / 95% Revenue Split between The City and QCR for Head Boat Operations such as: Bar/Restaurant and Slip Rental Fee.
- QCR specifically will NOT provide revenue split on its Charter boat operations.
- Further, QCR reserves the right to control the following without limitation:
  - Control marketing
  - Obtain sponsorships
  - Make all general operating decisions with respect to the restaurant, bar, and transient vessel mooring and other services





# Contact Information

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- Capt. Donald Jones, USCG 100GT Masters License
  - Queen City Riverboats – [djones@rivertownemarina.com](mailto:djones@rivertownemarina.com)
- Brendan Sullivan
  - Manhattan Development Group – [Brendan@mdg.one](mailto:Brendan@mdg.one)
- Tyler Watkins
  - Work Architecture + Design – [tyler@wrkarc.com](mailto:tyler@wrkarc.com)
- Jeff Flaherty
  - Cardinal Engineering – [jflaherty@cardinalengineering.net](mailto:jflaherty@cardinalengineering.net)
- Nic Manning
  - Manning Contracting – [nic@manningcontracting.com](mailto:nic@manningcontracting.com)



# Thank You

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*City of Cincinnati River Dock Addendum*



**QUEEN CITY**  
RIVERBOATS & YACHTS

**The Queen City Riverboats (QCR's) proposal is superior on the key issues of development & construction experience, design experience, marine & operations experience, hospitality experience, marine assets, U.S. Coast Guard compliance, revenue potential for the city and inclusivity.**

Queen City Riverboats (QCR) does not question the integrity of the process or the people involved in the initial scoring. All communications have been professional, productive and beyond reproach. Instead, the secrecy of the process and the *seemingly arbitrary scoring system is at issue*. QCR makes this presentation without the benefit of even a cursory review of the competitor proposal or how the City arrived at its scores. In a true competitive business bid, the City would take the best from each of the proposals, identify exactly what it wants, have the bidders compete against each other's bids and then choose the bidder with the most expertise and experience. In this case, the competing bids propose different locations, uses and designs in a blind bid making an 'apples to apples' comparison or achieving the best and final bid difficult. For example, QCR proposed the Roebling Bridge/Smale Park location because it believed the City was sensitive to citizen complaints about placing the operation at the public landing. Location is irrelevant in choosing a bidder however as the proposal works equally well at either location. In any event, even if the process remains unchanged QCR is the clear winner for multiple reasons:

1. Only the QCR partners have the relevant expertise and experience which is the most critical factor to be considered by far. This proposal involves the design, development, construction and operation of a marine and hospitality operation. The QCR partners have designed, developed, constructed and operated a marina, a Riverboat company and hundreds of millions of dollars of single family, multi-family and commercial buildings. The proposal includes a food and beverage operation and a possible hotel operation. The QCR partners own and operate several food and beverage establishments, including the 22,000 square foot award winning 'Slice of Vegas' restaurant in the Mandalay Bay hotel in Las Vegas and an AC by Marriot Hotel in Bozeman, Montana which opens in January. The competitor is a respected landscape supply company, but by its own admission has none of the relevant experience of the QCR partners. Still, it somehow *was scored higher on design and construction experience*.
2. The QCR partner expertise and experience is both national and local. The QCR partners own and operate Rivertowne Marina, a significant operation which includes approximately 200 boat slips, 400 dry docks and 80 RV sites. They also are developing Manhattan Harbour in nearby Dayton, Kentucky. Manhattan Harbour is a \$350M master planned community where the partners have built and are building apartments, town homes and other amenities. Of course, the QCR partners also own Queen City Riverboats, a commercial boat business, and already operate the docks there. They own, among other marine assets, the 115 foot 'Destiny,' two Riverboats, a head boat and have another boat under contract. The competitor has no operational marine assets or operation. In addition, QCR also owns and administers 80 recreation vehicle sites at Rivertowne Marina.
3. The scoring system artificially weights revenue potential in favor of the competitor. The revenue potential score was based, it seems, on little more than a speculative pro forma. Without the benefit of a review of the proposal it is difficult to say for sure. What can be said is that QCR proposes a larger operation which would naturally result in significant additional revenue streams for the City, especially if the hotel option is considered. The hotel would generate significant city tax revenue and increased traffic for the proposed food and beverage revenue sharing. QCR welcomes the opportunity to review the competitor proposal, address this issue further and work together on this issue to ensure a revenue win for the city.

Commented [SS1]:

4. Similarly, the QCR inclusivity proposal was incorrectly scored zero only because the WBE contractor had its certification approval as a woman owned business delayed for months due to the epidemic. As noted below, it has now been certified. As also noted in the proposal, QCR is committed to inclusivity and to not only meeting but exceeding the City's standards. Assuming the competitor is similarly committed, the score should have been even. It is the commitment, not the identification of specific certified partners, that should control. Significantly, a change in this score alone without changing any other score would make QCR the winning bid.

#### **DESIGN/DEVELOPMENT/CONSTRUCTION EXPERIENCE**

- Make no mistake, this Riverfront Park project is first and foremost a development project involving sophisticated engineering and planning requirements that involve coordination with numerous City, County, State and Federal agencies, including the Army Corp of Engineers. Only the QCR's development team has the requisite ability and experience. Mismanagement of such projects have historically resulted in headline grabbing attention, including locally in the past. Choosing a partner with the requisite experience is paramount.
- QCR has decades of relevant business experience and are currently developing hundreds of millions of dollars of real estate across seven states. The partners have more than 30 years of commercial river and development experience.



[https://youtu.be/fj\\_kgneEqIk](https://youtu.be/fj_kgneEqIk) - (Paste In Browser If Video Won't Play Above)



## ***'The Golden Mile'***

*Entertainment & Development District at Manhattan Harbour*



The QCR proposal includes the unique ability to integrate the local river communities with Cincinnati just minutes away by boat in a work/play environment via the city dock. People from Kentucky will be able to commute to the city via the QCR ferry service, pick up some food on our boardwalk or catch the game before walking home. QCR already does this for sporting and music events, including for Reds games. People from Ohio will also be able to use a Groupon for a day trip that gets them a boat ride, bicycle rental and a meal for a set discounted price. On weekends our boats will provide hop on and off service to the entertainment venues for greater Cincinnati.

*QCR provides existing ferry and event boating services from Manhattan Harbour in Dayton, Kentucky where it also acts as the master developer. This project is just one example of the design, development, construction and operation experience of the QCR partners and includes:*

- \$350M project, 1014 total units on 78 acres with one mile of Ohio River frontage.
- Gateway Flats Boutique Apartments (76 units), \$23M project completed 2020.
- 'Riverwalk' (54 units) condominiums break ground Spring 2022 with 61 units equaling \$67.5M.
- 'The Golden Mile' entertainment aspects include a dockside restaurant/bar, an elevated themed sports bar, ice cream shop, contemporary bowling alley, convenience store and take away food serviced by our 165-stall parking garage. Our rentals will include bikes, boats & jet skis along our dock and pedestrian board walk.
- River ferry service for work/play starting Spring 2023 from the community to the city dock.





*Gateway Flats At Manhattan Harbour (76 Boutique Apartments Complete)*



*Current QCR's Dock & 'SCULLY's on the River' – Dayton, KY*



*The Waterfront at Manhattan Harbour (28 Luxury Units)*





*The Riverwalk at Manhattan Harbour (54 Luxury Units)*

MH



## Abbey Glen Apartment Homes

Manhattan Harbor is just one example of projects being developed across seven states, including 'Abbey Glen' in Georgia:



**LaGrange, GA (Kia Motors USA)** <https://youtu.be/pyXJ4XvN1zY> - (Paste In Browser If Video Won't Play Above)

- \$180M project, 1600 total units on 92 acres.
- 190 new units in the next 30 months equaling \$48M in construction.
- Kia Motor Company preferred housing provider & partner.
- Award winning Architect & Contracting & Design Team.

### **HOSPITALITY EXPERIENCE**

- 'SLICE OF VEGAS' – Las Vegas, NV/MARRIOTT – Boseman, MT/'SCULLY's on the River'



### **MARINE/OPERATIONS EXPERIENCE**

In addition to Master Captain Don Jones, the QCR team includes Brandon Shields, Manager / Captain with Queen City Riverboats. Brandon has nearly 1500 days of Ocean time sailing from SE Alaska, Pacific Coast, Baja, Caribbean & Panamá Canal. Through the maritime world, Brandon has worked with National Geographic expeditions, Lindblad Expeditions, Petro Marine (Sitka, Alaska), Al Larson Shipyard (Long Beach), Transpeninsular shipyard (Ensenada, Baja, México), Ingram Barge Company & Storch Marine towing.



*Captain Brandon Shields*



## **MARINE ASSETS**

QCR and their fleet have been through the most rigorous U.S. Coast Guard inspection and compliance process in existence and as a result is now in compliance with the highest standards that exist. The QCR's team purchased the 30-year old business about two years ago and inherited its employees and boat deficiencies. Due to missing a paperwork deadline, QCR missed the opportunity to have compliance issues either grandfathered in or judged by the more lenient pre-existing coast guard standards. Instead, the boats and employees were put through the newly enacted and highly exacting federal marine standards. As a result, maintenance items were identified and rectified that might have otherwise gone unnoticed if the boats were not dry docked. In response, QCRs has spent significant monies upgrading its existing fleet and improving its training and compliance while ensuring the highest safety standards. All boats except one are undergoing final upgrades and have now been certified by the U.S. Coast Guard as compliant with its exacting standards. QCR is also actively working to expand its fleet with one vessel under contract and another in the bidding process. Significantly, there have been no material accidents or injuries under the watch of this QCR team.

- Significantly, the competitor reportedly has only an old head boat as its only marine asset identified as perhaps not sea-worthy and requiring hundreds of thousands of dollars in repairs. Should the board continue to consider the competitors proposal, QCR respectfully requests that the board require their assets be required to comply with the highest standards QCR has already passed.
- The following are a few of the QCR's boats:

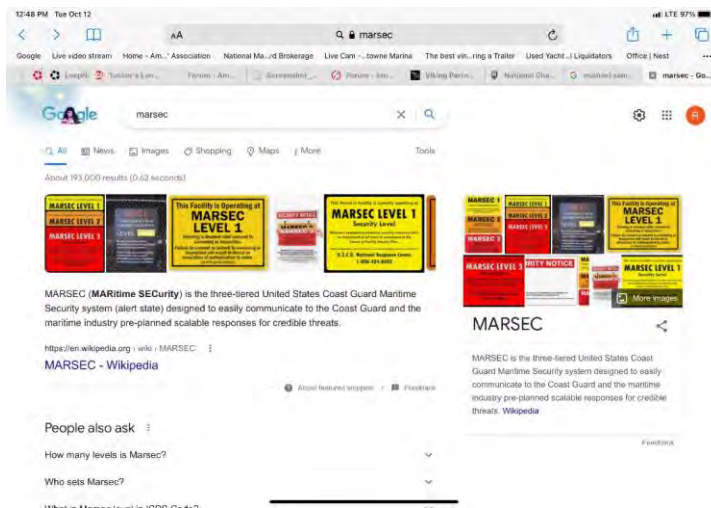


**QUEEN CITY**  
RIVERBOATS & YACHTS

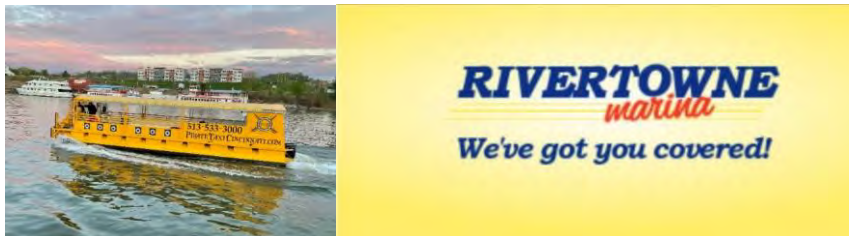


## COAST GUARD COMPLIANCE

MARSEC (MARitime SEcurity) is the three-tiered United States Coast Guard Maritime Security system (alert state) designed to easily communicate to the Coast Guard and the maritime industry pre-planned scalable responses for credible threats.



In addition to MARSEC all of our employees comply with CG regulations of random drug screening.



## REVENUE POTENTIAL

- Aside from the mistakenly scored inclusivity standard, the competitor received a high score on revenue potential for the Board and City based upon spreadsheet that provides no basis for its assumptions. As someone once said, "there are lies, damn lies and statistics." In other words, the spreadsheet is only as good as its assumptions. The pro forma reliability is only as good as the experience of the competitor. QCR has the requisite experience and assets to both ensure the operation is developed, constructed, operated safely and competently. QCR has the experience to make informed and conservative representations of potential revenue streams.



The low-cost bidder seldom has this ability. It is usually just telling people what they want to hear. If judged based upon facts rather than empty promises, QCR wins again.

- If the City were to choose to add the hotel proposition to the project the resulting increase in revenue would be significant. QCR is always ready to discuss how to make sure the deal is maximized for the City's benefit.

#### **INCLUSIVITY**

- Mistaken 0 score - The City mistakenly scored the QCR's inclusion proposal a 0. Significantly, the City otherwise scored the QCR's proposal as the clear winner 72.67 to 69.67 on all other issues for obvious reason which will be discussed below. First, the City's zero score ignored QCR's ironclad commitment to not just meet but exceed City's inclusivity standards instead of being focused on the fact that the minority partners had not been identified and contracted. QCR has multiple proposals in front of the board and needs to know which is preferred before moving forward with all partners, some of whom may or may not be needed depending on the scope of the project. QCRs made an ironclad commitment and it's expected partners are known both in writing and in City meetings with positive responses.
- Another reason for the mistaken zero score is that the identified inclusive WBE partner has applied for woman owned business status, but the approval was delayed due to Covid and related issues. That approval has now been confirmed (below).



- Despite this fact we intend to be fully inclusive and by way of this document we submit MBE Megen Construction as another choice to further take this issue away. Megen Construction is a well-known inclusive contractor with city experience which should yield the total allowable points along with Manning. Ideally we will use a combination of both contractors as this has worked well in the past. Going further our project publicity/entertainment consultant Taa Tomondo and our food & beverage consultant Keith Gwynn (Danyelle's Bar Bellevue, KY) are both diverse partners with MDG. We intend to receive bids from both Megen Construction and Manning Contracting which we will share with the city.



October 14, 2021

Don Jones  
Brendan Sullivan  
Rivertowne Marina  
4601 Kellogg Avenue  
Cincinnati, Ohio 45226

Re: Redlegs Landing Qualification packet

Dear Don and Brendan,

We are excited to work with you on the Redlegs Landing opportunity and thank you for providing us with all the information. Megen Construction has been in business for over 27 years and has been a Certified MBE with the City of Cincinnati for approximately the same amount of time. My goal is to have our qualification packet including the completed City of Cincinnati application forms back to you in the next 7 to 10 days.

Please feel free to contact me if you have any questions or require additional information. We sincerely appreciate being considered for this opportunity.

Sincerely,  
MEGEN CONSTRUCTION COMPANY, INC.

*Jeff Jacobs*  
Jeff Jacobs  
Director of Business Development

# MANNING

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## CONTRACTING



### **Cincinnati: Women Business Enterprise (WBE) Certification Approval – Minority and Women Business Enterprise**



October 15, 2021

Suzy Manning  
Manning Contracting, LLC  
2577 Duck Creek Rd  
Cincinnati, OH 45212

RE: Women Business Enterprise (WBE) Certification Approval

Dear Suzy Manning:

Congratulations! Manning Contracting, LLC has been certified through the City of Cincinnati's Minority and Women Business Enterprise program as a Women Business Enterprise (WBE). Your certification is effective October 14, 2021 through October 14, 2023.



#### PROPOSAL SCORING

CATEGORY	FORMER SCORE	NEW SCORE
Inclusion	0	TBD
Marine/Construction Experience	7.67	TBD
Pro Forma	6.67	TBD
Location/Responsiveness To Need & Current City Infrastructure	16.67	TBD
Head Boat Readiness*	Proposed*	Proposed*

\*Based on our river experience we **HIGHLY** suggest that the head boat of each bidder be evaluated by the City/Coast Guard for its ability to be towed into location, investment dollars needed to repair the head boat for the tow and for safety. We believe this to be an important factor that should be discussed.



**QUEEN CITY**  
RIVERBOATS & YACHTS



## EVALUATION PROCESS

The scoring matrix from RFP824PARKBOATDOCK was used to evaluate the original and the updated best and final offer submissions. Below are the weights that were assigned to each category.

Categories	Weight
1. Expertise and experience/time in field for each project component	35 points
2. Proposal quality and responsiveness to need	20 points
3. Maintenance/operation experience	10 points
4. Design and construction experience	10 points
5. Financial and pricing proposal	15 points
6. Economic inclusion	10 points

**Total** **100 points**

1. **Expertise and experience/time in field for each project component of the Firm:** This category dealt with the prior experience and time in field for each project component of the Respondent in providing the requested service.
2. **Proposal quality and responsiveness to need:** This category dealt with the quality of the response and the Respondents ability to outline each component of the proposal.
- 3.
4. **Maintenance and operation experience:** This category dealt with experience coordinating multiple simultaneous complex contracts on the same project, and nautical services or other similar operation management.
5. **Design and construction experience:** This category dealt with the prior experience with construction and design.
6. **Financial and pricing proposal:** This category dealt with the total overall cost and potential revenue share.
7. **Economic Inclusion:** This category dealt with the bidder's ability to meet the 2% MBE and 4% WBE requirements.

The below details the scoring for each respondent.

Scoring Criteria		Queen City	Hafner and Sons
Expertise and experience/time in field for each project component	35	31.67	23.33
Proposal quality and responsiveness to need	20	16.67	12.67
Maintenance/operation experience	10	10.00	9.33
Design and construction experience	10	7.67	9.33
Financial and pricing proposal	15	6.67	15.00
Economic inclusion Efforts	10	0.00	10.00
Total Points	100	72.67	79.67



**QUEEN CITY**  
RIVERBOATS & YACHTS



*Pictured: (Above) 'The River Queen' moored at The Public Landing by The Great American Ballpark (Below) Dolphin Poles for large boat moorings*

#### **DOCK LOCATION**

In the end QCR will construct the dock in a location of the city's choosing and budget. Due our river experience we would like to explore why the city may chose East of Roebling Bridge in front of Smale Park as a more cost-effective option. It's just for thought and QCR can make either location suitable.

- The competing proposal has only a representation of a dock location in front of Red's Stadium at The Public Landing. If money is no issue this place makes a lot of sense. However, this is a place where the long-haul tall stack riverboats use to unload passengers when they visit Cincinnati (Pictured Above). A dock without unplanned modifications such as our competitor's proposal precludes those boats from visiting Cincinnati. This was not considered in their proposal. QCR's proposal actually increases the City's boat landing capacity and/or allows for proper mooring at The Public Landing for existing revenue boat traffic.