

New Bedford State Pier RFP Public Meeting

Monday May 13, 2024
New Bedford Whaling Museum





A Boutique Cruise Company



Overview

100% American

The largest operator of U.S.
cruise ships

19 small ships operating in 35 states

140 U.S. ports of call

Focus on small towns with big history

Educational & cultural programming

Boutique hotel on a ship



American Eagle & American Glory

Ship & Environmental Specs

- Built 2023 in Maryland
- 109 guests, 50 crew
- 241 ft long, 56 ft wide, 42 ft tall
- 7 foot draft
- EPA Tier 3 Emissions compliant
- Ultra-low sulfur diesel
- Advanced wastewater treatment
- Shore power ready
- Mature clientele
- Education spaces for comprehensive enrichment program



EAST COAST TOURIST CAPACITY





New Bedford

New Bedford is a highlight of several different itineraries

25 dockings in 2023

36 planned dockings in 2024

Expected growth to 56 by 2025

Increased dockings multiply economic impact

Time for excursions, shopping, and dining

20 year history of visiting New Bedford



Guided Excursions

Complimentary Excursions *(Included in Cruise Fare)*

New Bedford Trolley

New Bedford Whaling Museum

New Bedford Whaling Historical Park Walk

Step on Boat-to-Table presentation

Premium Excursions

Acushnet Harbor Cruise

Fishing Heritage Museum

New Bedford Whaling Museum

Working Waterfront Walking Exploration





CHESAPEAKE SHIPBUILDING

Family business under the same ownership
as American Cruise Lines

Based in Salisbury, MD

Designers and builders of commercial
vessel up to 400 feet

In-house naval architects and marine engineers

Steel and aluminum construction

Builders of every new American Cruise Lines ship



MADE IN AMERICA
with American Materials and Manpower



New Bedford Cruise Gateway

Project Timeline

Project Financials

Lease Terms

Economic Impact



Community Partnerships

Case Study: Hannibal, MO

Lease between the City of Hannibal, MO and American Cruise Lines. City sought long-term commitments for a major park construction project.

5 years, with five 5 year options

American made capital contribution to project

Rent varies depending on usage, with annual minimum

American has absolute priority and schedules dockings with City

Dock is public access and recreational facility





 **MassDevelopment**

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New Bedford State Pier

Fish and Seafood Auction
Seafood Market
Tours and Culinary Experiences

MassDevelopment RFP Presentation
May 13, 2024



Project Team



Cassie Canastra, BASE Seafood

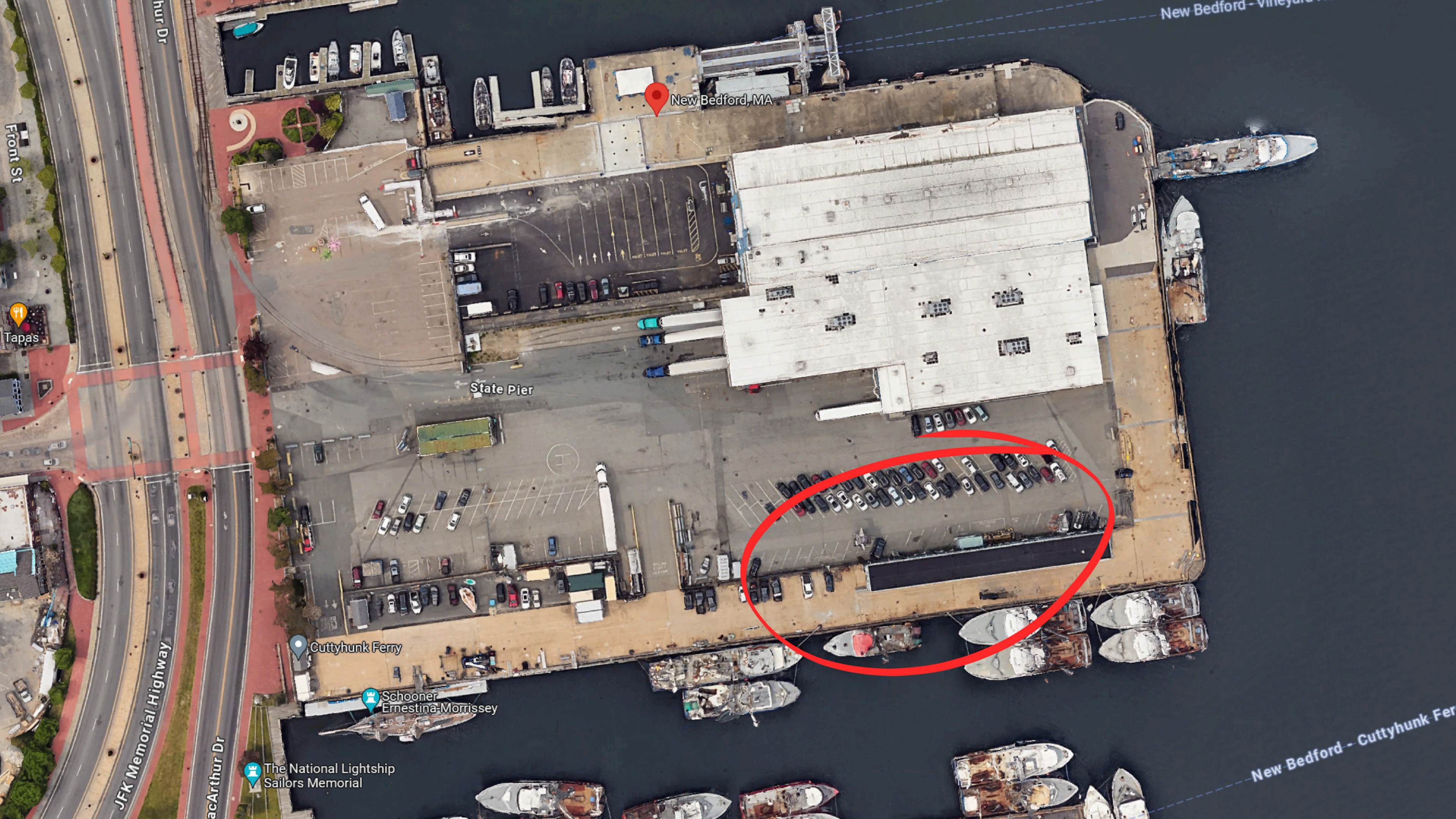
BASE is a woman-run seafood auctioning company on the New Bedford harbor with a 29-year track record of successful operations. It is the seafood auction for the port of New Bedford and all of Southern New England. Cassie plans to take what already is a successful auction and seafood off-loading business into the future. BASE auctioned 65% of the sea scallops landed in all of Massachusetts (21M lbs). BASE employs 35 people at the auction facilities, and 44 fishermen on eight vessels.



Laura Orleans, New Bedford Fishing Heritage Center

The New Bedford Fishing Heritage Center (FHC) is dedicated to preserving and presenting the story of the fishing industry's past, present, and future through exhibits, programs, and archives. Laura has worked with New Bedford's fishing community for over twenty-five years. Her work has focused on documenting and presenting community history and traditional culture through programming, which amplifies the voices of those who are often unheard and helps communities find common ground. She was the founding director of the Working Waterfront Festival (2004-15) and is now the Executive Director of the New Bedford Fishing Heritage Center.





New Bedford, MA

State Pier

Cuttyhunk Ferry

Schooner Ernestina-Morrissey

The National Lightship Sailors Memorial

JFK Memorial Highway

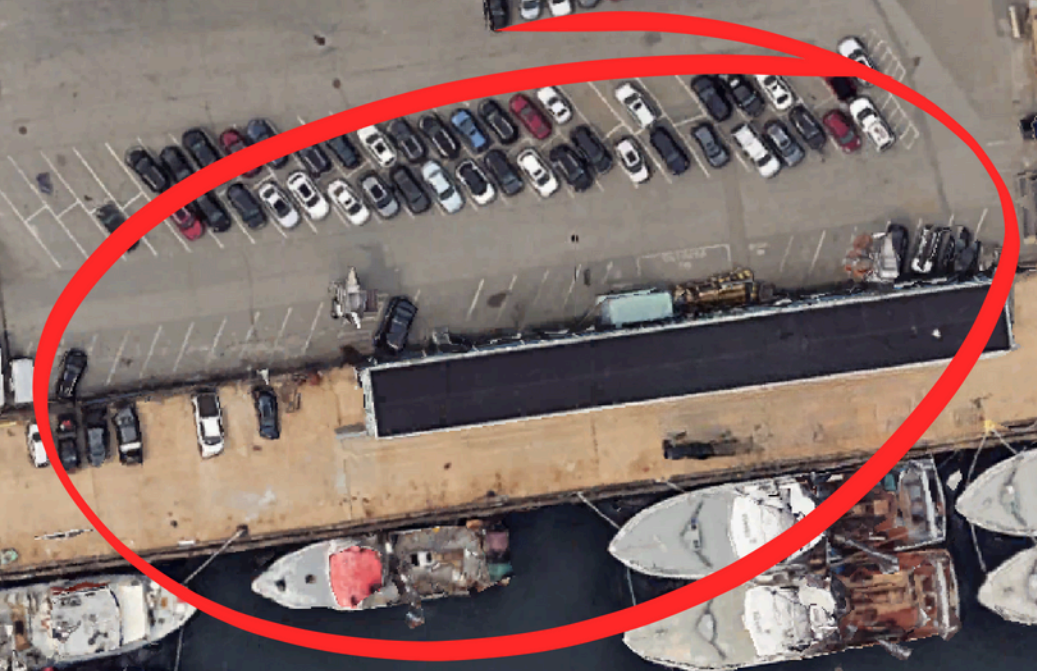
MacArthur Dr

Front St

Tapas

New Bedford - Cuttyhunk Fer

New Bedford - Vineyard



Grounded in Community Vision

Advance the vision of the New Bedford Waterfront Framework Plan (2014-2015) completed by the New Bedford Economic Development Council.

"In cities ranging from Chatham, Massachusetts to Tokyo, Japan, fish auctions have become a core part of the waterfront tourism experience, with public markets and ways for people to watch the spectacle of the morning's fish off-loading and auction." (Plan pg 55).

Advance the Port of New Bedford Strategic Plan (2018-23) which has as one of its six strategies:

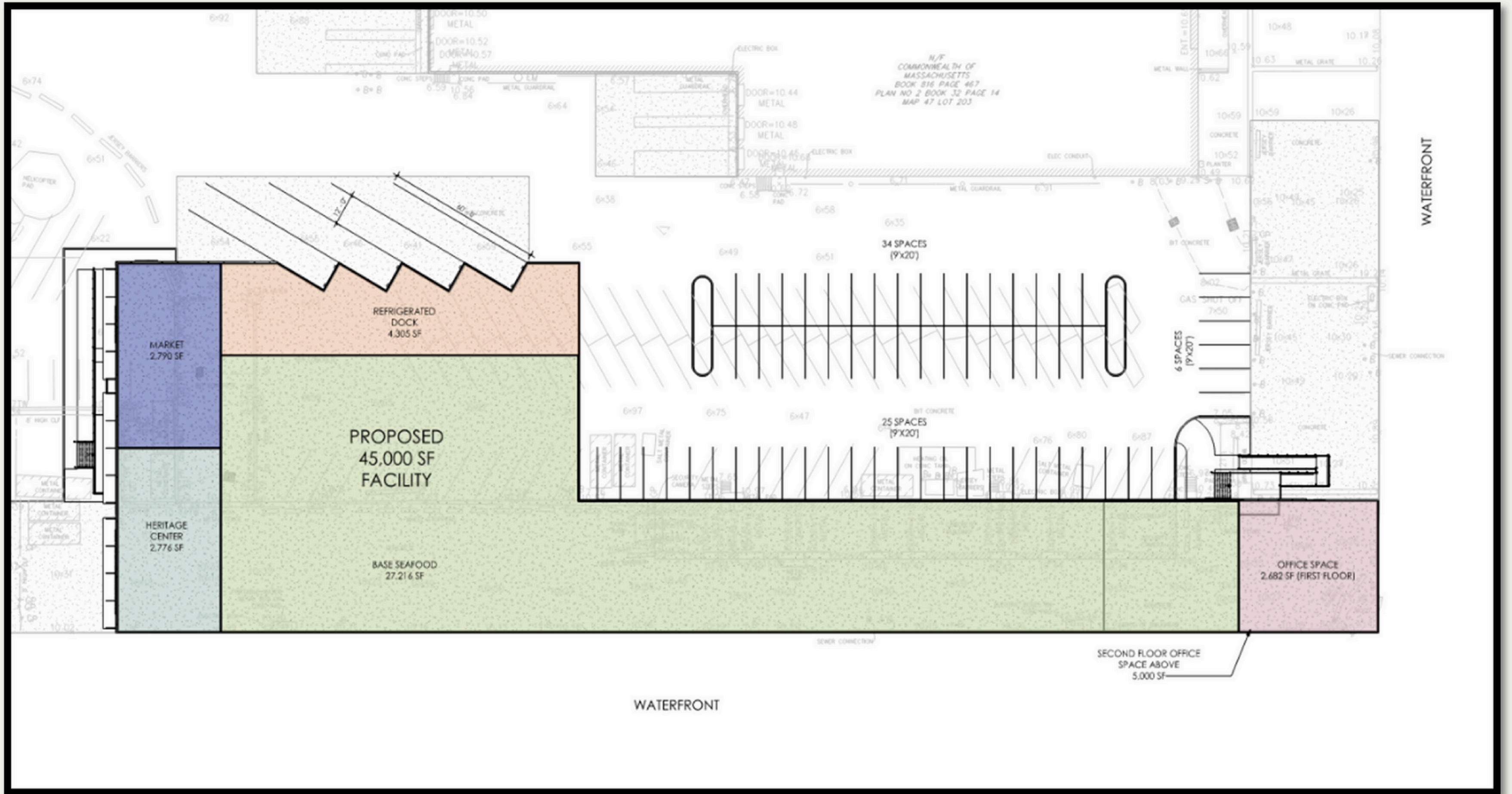
"to promote and market the port" with goals including "facilitating thoughtful, supportive uses in the central waterfront" to "build public support for the fishing industry" by creating opportunities for "the public to observe the industry firsthand." (pp. 18).

Project Objectives

- Secure a location for BASE and FHC for the long term with room to grow.
- Open the fish and scallop auction and seafood market to the public and create a tourist destination.
- Provide a satellite location for the Fishing Heritage Center for seafood industry tours and culinary programming.







Project Summary

This project represents a public/private partnership that will transform the New Bedford State Pier into a hub of economic and educational activity around fishing, auctions, markets, and tourism.

\$15,000,000

Total projected investment

Involves the design, permitting, financing and construction costs of a new Offloading facility, seafood market and visitors center

56

Full and part time employees

The project will increase the ongoing employment at the pier and increase from a current 46 full and part time employees

60

Parking spaces

Needed for employees and visitors for BASE and the FHC.

40,000

Square feet for the auction

Facility for 6 day a week operations of the fish and scallops auction including refrigeration, office space, and kitchens and auction rooms

2,790

Square feet seafood market

Open to the general public, the seafood market will show the direct connection between the offloading and the dinner table for customers.

2,775

Square feet Fishing Heritage Center

Seasonable satellite location focused on seafood industry tours and shared classroom and kitchen space with BASE.



Public Benefits

- Establish the fish and scallop auction home to maintain the economic driver that it creates for New Bedford.
- Improve the visibility of the fishing industry through an open auction, seafood market, and Fishing Heritage Center tours and programming.
- Give the general public and tourists another reason to visit New Bedford and the State Pier
- Preserve and expand jobs within New Bedford

Thank you!





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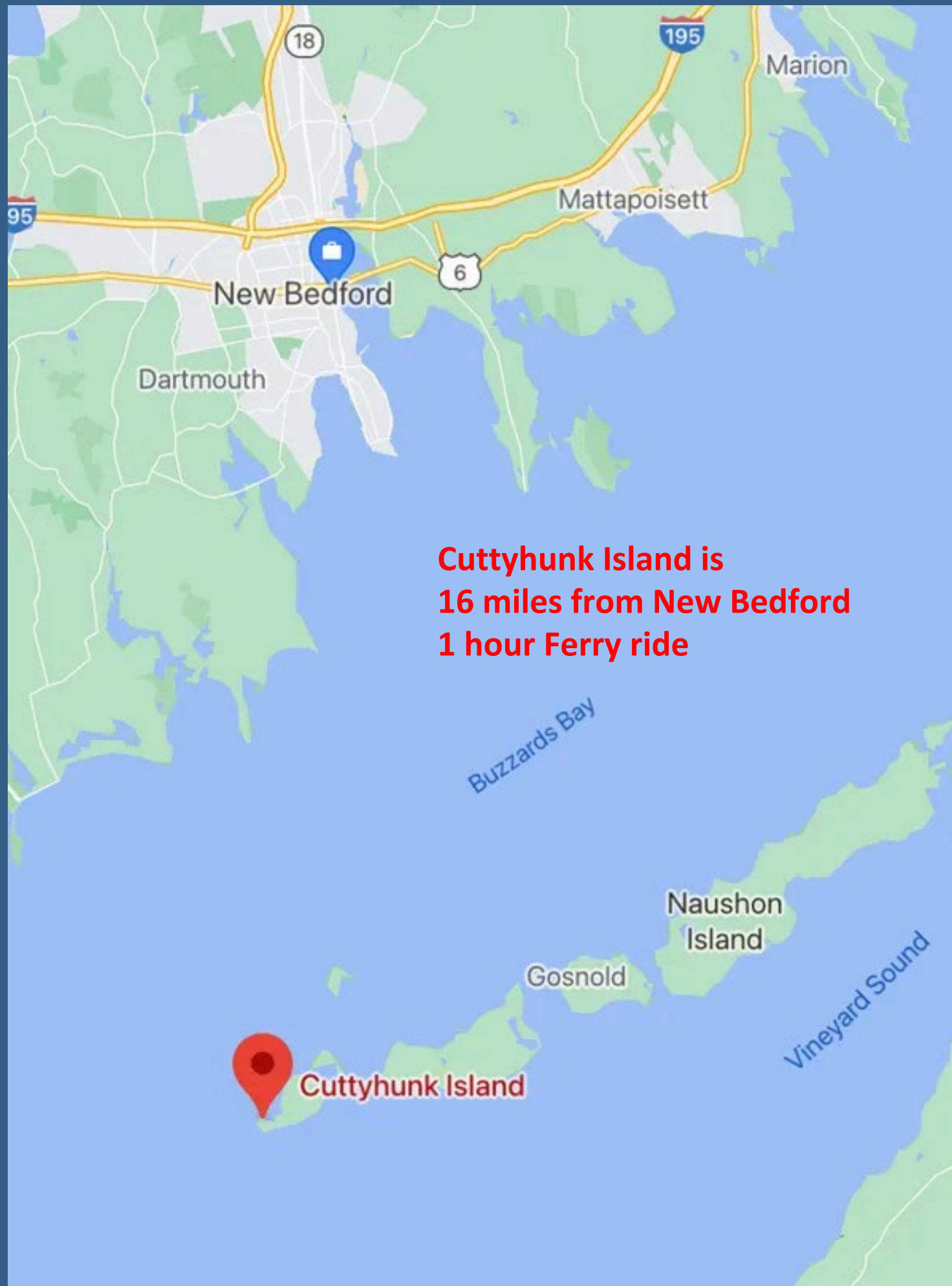
Preserving the Lifeline to Cuttyhunk Island & Supporting Public Use of Buzzards Bay aboard the M/V Cuttyhunk Ferry & Schooner Ernestina-Morrissey



Gail Blout – Chair, Town of Gosnold Select Board
Captain Jono Billings – Owner, Cuttyhunk Ferry Company
Mark Rasmussen – President, Buzzards Bay Coalition

Cuttyhunk Island 101

- Municipal seat of the Town of Gosnold, smallest town in MA.
- Small year-round population rises to 500 people in summer. An active federal harbor attracts marine traffic that essentially supports its economy.
- The M/V Cuttyhunk Ferry is the island's only connection to the mainland, providing transport for residents, but also day trip tourists, postal service, food and freight delivery.





The Cuttyhunk Ferry Company

- *M/V Cuttyhunk* (the Ferry) is the dedicated *lifeline* to the smallest town in the State.
- 90' passenger, freight and postal vessel, holds 149 passengers.
- ~20,000 passengers each year travel to and from Cuttyhunk on the Ferry, all flowing through State Pier in New Bedford.
- A ferry to Cuttyhunk has run out of New Bedford, for over 100 years, and the current Ferry has leased its space on State Pier for nearly two decades.



- Nonprofit organization that works to protect and restore clean water and a healthy Buzzards Bay and Vineyard Sound for everyone.
- BBC owns and manages 317 acres, or 55% of Cuttyhunk Island, for conservation with beaches and trails for the public's use and enjoyment.
- Based in New Bedford, immediately across from State Pier.



Our Proposal for State Pier is driven by the following Objectives:

- 1. Preserve the mainland connection, or Lifeline, to Cuttyhunk Island for passenger service, freight, and other vital services such as postal delivery.**
- 2. Sustain Cuttyhunk Island as an economic and recreational resource for the Commonwealth by granting the town the ability to identify and lease to a qualified, year-round Ferry service.**
- 3. Invest in the Cuttyhunk Ferry Company as a tried-and-true service provider to Cuttyhunk by providing it guaranteed dockage and shoreside facilities to maintain and grow its business.**
- 4. Introduce new vessel support facilities for the Ferry and *Schooner Ernestina-Morrissey*, leveraging the similarities in dockside needs of the two vessels to maximize space use and efficiency.**
- 5. Celebrate the historic, cultural and recreational values of exploring Buzzards Bay and Cuttyhunk Island aboard the *M/V Cuttyhunk* and the *Schooner Ernestina-Morrissey* to the general public through construction of a Bay Exploration Pavilion.**

What's Needed to Support this Vision on State Pier?



Schooner Ernestina-Morrissey & Cuttyhunk Ferry needs at State Pier are largely the same. Space efficient to combine.

For the Public, both need:

- Ticket Purchase
- Group Gathering Space
- Bathrooms
- Day Trip Lockers
- Educational Info

For the Vessels, they need:

- Equipment Storage
- Maintenance/Workshop
- Crew facilities

Vehicular Drop-off and safe pedestrian access also critical

**Bay & Islands Exploration Facility - Our Inspiration:
Boston Harbor Islands Pavilion
Rose Kennedy Greenway, Boston**



Facility will provide Ticketing, Lockers for School Groups and Day Trippers, Restrooms, shaded Gathering Area and Educational Exhibits for both the M/V Cuttyhunk Ferry and Schooner Ernestina-Morrissey

State Pier Lease: Proposed Dock, Buildings & Parking Area



- 35-year lease to **Town of Gosnold**
- ~67,000 square feet of State Pier at SW corner, an area which includes the current area leased to the *M/V Cuttyhunk* Ferry and area reserved for *Schooner Ernestina-Morrisey* ~100' of the
- South Bulkhead, the area currently occupied by the Ferry.
- **Cuttyhunk Ferry Company** will be granted a sublease to operate including all dockage, freight loading by trucks and crane, passenger drop-off/pick-up and 70 parking spaces.
- **Buzzards Bay Coalition** will be granted a sublease to construct the Bay & Islands Exploration Facility and Vessel Maintenance buildings for use by the *Cuttyhunk Ferry* and *Schooner Ernestina*.
- Value of facility build and lease payments equal \$4.25 Million to MassDevelopment over 35-year lease. No state financing requested.



From the Gosnold Select Board...

Maintaining the *M/V Cuttyhunk*

Ferry's current dock and parking spaces on the State Pier is vital for the continued well-being of Gosnold. Loss of these spaces will cut off access to the Town, impact health and safety, and cause unnecessary harm to our vulnerable island economy. This ferry service is essential to the well-being of Cuttyhunk's residents, businesses, boaters, and visitors and transports the crucial needs for the community - including food, medicine, propane home heating fuel, construction materials, and other freight - as well as delivery of the U.S. mail. It is imperative that the State Pier continues to provide access for the only year-round public transportation to one of the State's municipalities.



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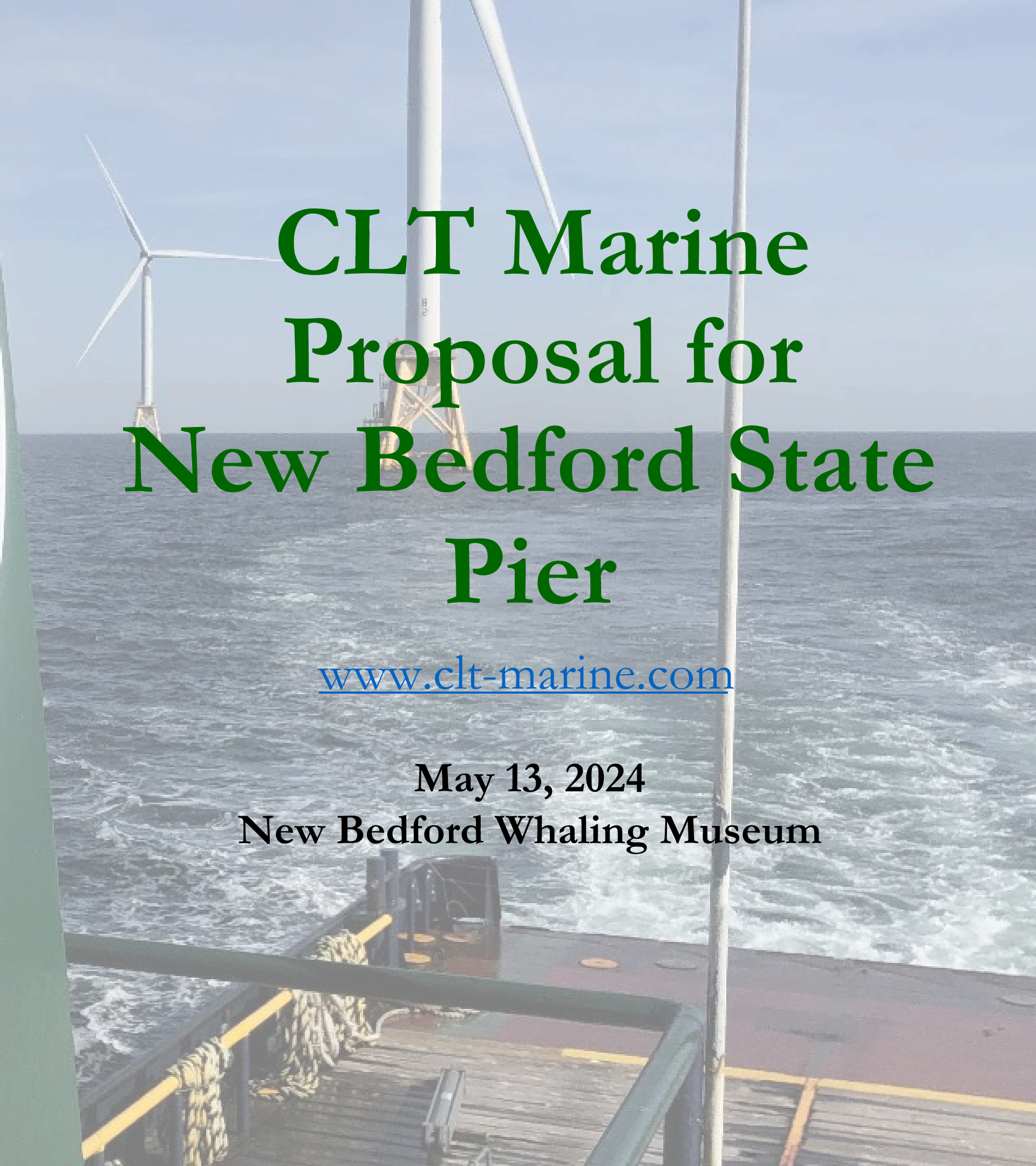


CLT Marine Proposal for New Bedford State Pier

www.clt-marine.com

May 13, 2024

New Bedford Whaling Museum





Background

- Incorporated in 2019 by the ownership and senior leadership of Boston Line & Services (est. 1933)
- Headquartered in Massachusetts with operations throughout the Northeastern US
- Vessel operation and port logistics provider
- Collectively 125 years of maritime experience
- CLT's first-hand knowledge of local port communities, fishermen and stakeholders in the Mid-Atlantic and Northeastern US
- Established a US Coast Guard Approved Joint Venture with HST (High Speed Transfers) out of the UK to build, own, and operate CTVs in the US Offshore Renewable Market



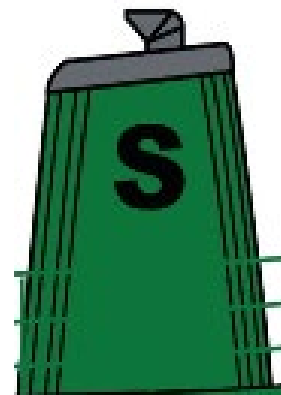
Company Profile

- CLT, stemming from Boston Line & Service (BLS) since 1933, was founded in 2019 to serve the northeastern US offshore wind market.
- Successfully collaborated with Prysmian on the Vineyard Wind project, marking a milestone in US offshore wind industry.
- Achieved over 2000 transfers for Prysmian, Jan De Nul, Van Oord, and Michels, Vineyard Wind, Boskalis showcasing expertise in offshore wind operational requirements.
- Leveraged local resources by retrofitting a New Bedford fishing boat for Vineyard Wind, boosting local economy.
- Operating New Bedford O&M warehouse for Vineyard Wind 1.

Business Units and Partnerships

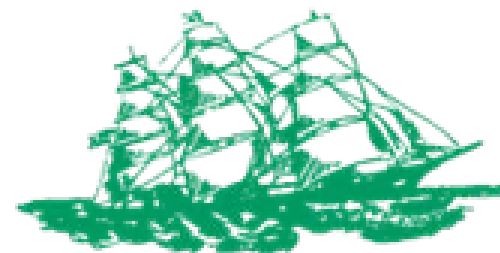
Offshore Wind Farm Support

Offering Jones-Act Offshore Supply Vessels (OSVs), commercial fishing guard vessels and crew boats in the northeastern U.S. Partnership with [Stasinou Marine](#) for tugs and barges. In addition, they crew, operate and maintain CLT assets to USCG standards.



Port Logistics

Partnership with [Eastern Maritime Industries](#) to utilize and develop their deepwater terminals along the East Coast for OSW



Eastern Maritime Industries

Offshore Wind Service Vessels

Jones Act-Approved Joint Venture with [High Speed Transfers](#) (a [Purus Wind](#) company) out of the United Kingdom to build and operate Hybrid assets in the US market.



Consultancy






- Policy
- Commercial fishing
- Port redevelopment
- Port infrastructure planning
- Local supply chain development

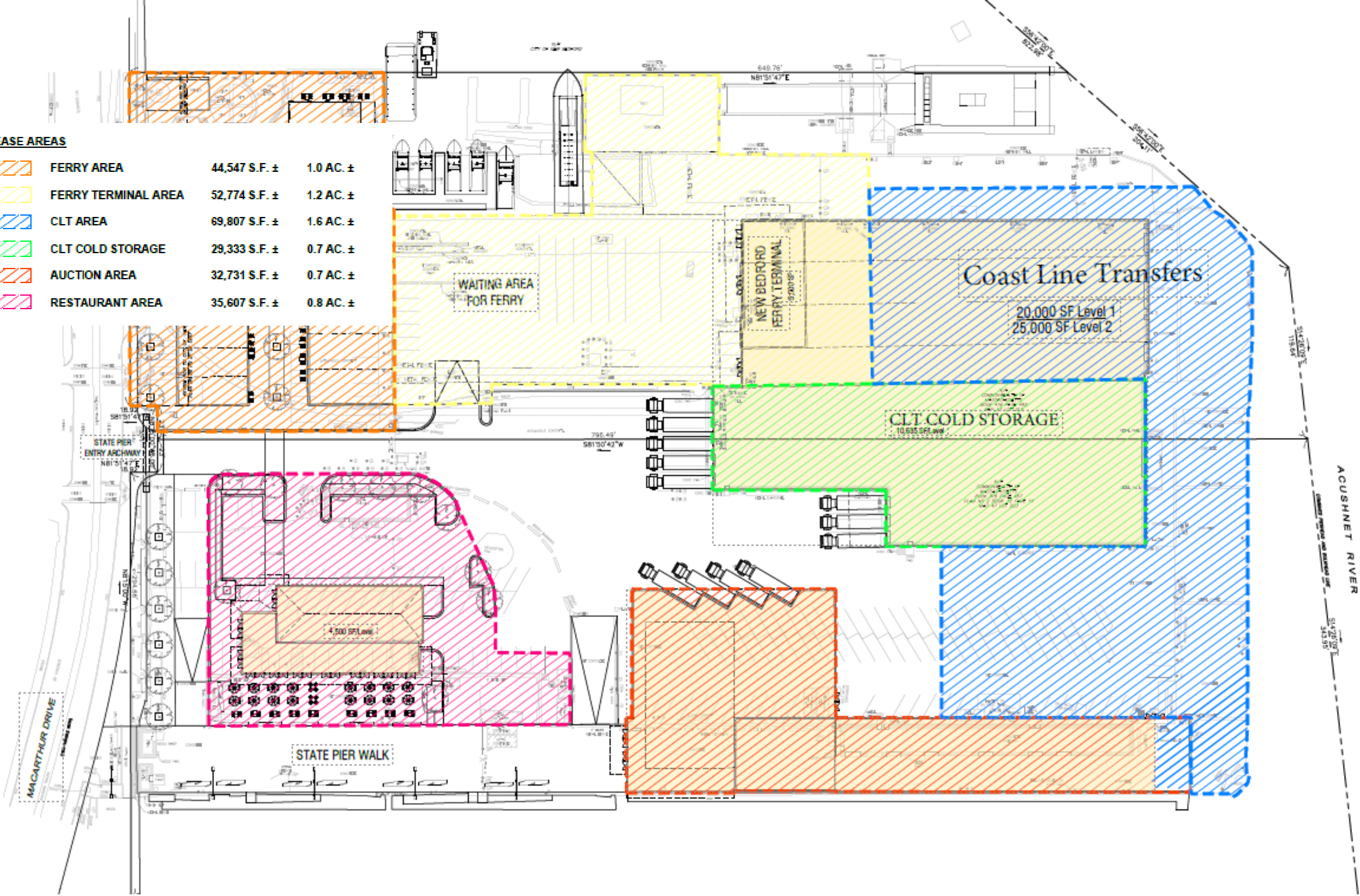




Purus Marine Overview

LEASE AREAS

	FERRY AREA	44,547 S.F. ±	1.0 AC. ±
	FERRY TERMINAL AREA	52,774 S.F. ±	1.2 AC. ±
	CLT AREA	69,807 S.F. ±	1.6 AC. ±
	CLT COLD STORAGE	29,333 S.F. ±	0.7 AC. ±
	AUCTION AREA	32,731 S.F. ±	0.7 AC. ±
	RESTAURANT AREA	35,607 S.F. ±	0.8 AC. ±









STATE_PIER_2023-08-14-SCENE-053.JPG

Thank You

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CURRENT SITE



FUTURE DEVELOPMENTS



INSPIRATION



BIRD'S EYE VIEW



OVERALL VIEW



ENTRANCE VIEW



FOSS OFFSHORE WIND/PACE - Proposal Overview

Building 1

- 22,000 SF 1st floor (ex SeaStreak Area),
- 28,000 SF 2nd Floor - PACE Training Center

Apron

- 12,000 SF of apron at Building 1
- 9,000 SF of shared apron with Building 2

Berthing

270 LF East Wharf

Parking

52 spaces

Rent Structure

- Base Rent
- Gross Revenue Percentage Rent

Additional Items

- No garbage/noxious cargo at pier
- Transient Fishing Vessel dockage for gear change
- Usage consistent with DPA





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Seastreak

New Bedford State Pier



Seastreak –About Us

- Privately owned company started in Rhode Island but now headquartered in Atlantic Highlands, NJ
 - Operate a fleet of 10 high-speed ferries (including the two largest in the United States) that provide service at multiple locations in the Northeast
 - With our large fleet we have the assets and flexibility to serve customers who wish to travel from New Bedford to the islands of Martha’s Vineyard and Nantucket
 - Initially began running seasonal service in 2004 from New Bedford to Martha's Vineyard
 - Recently years expanded service to include Nantucket, and now run the Martha's Vineyard service year-round
 - In 2023, more than 175,000 Seastreak Ferry customers passed through New Bedford. These customers stay at local hotels, shop at local stores, and eat at local restaurants. Without the Seastreak Ferry terminal in New Bedford, these customers would instead have visited other ferry port towns like Woods Hole, Hyannis and Quonset Point.



Seastreak – Proposed use of NBSP

- We are proposing the following uses and development for portions of the

New Bedford State Pier:

1. Project 1 – Continued Use of Property for High-Speed Ferry Service

- oContinued use of the North and East Wharf for docking and Upland

 - Area used for parking, passenger transfer, and cargo transfer

- oUtilize a percentage of the warehouse and office space in Building 1

2. Project 2 – Café & Merchandise Retail Build-Out and Operation

- oDevelopment of a café and merchandise retail space within Building

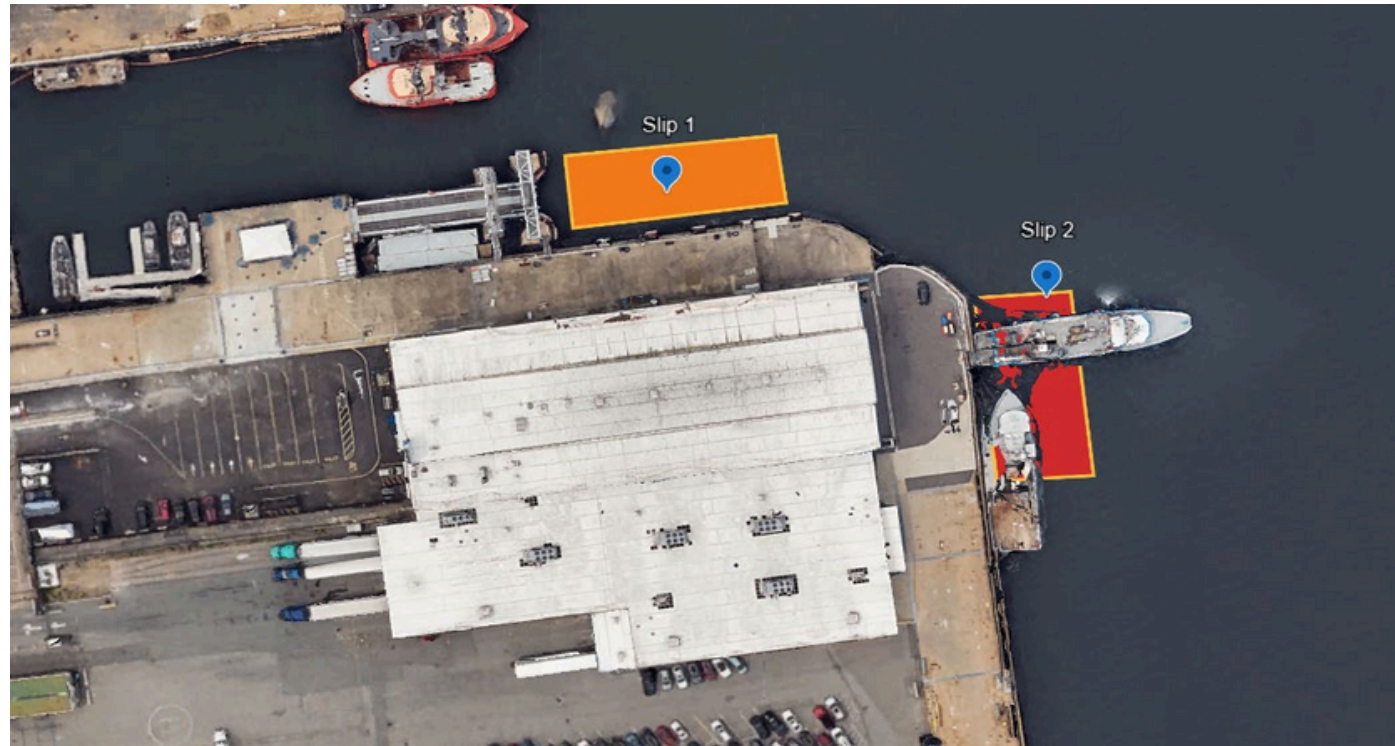
 - 1 and within our existing lease footprint; adjacent to our ticket office



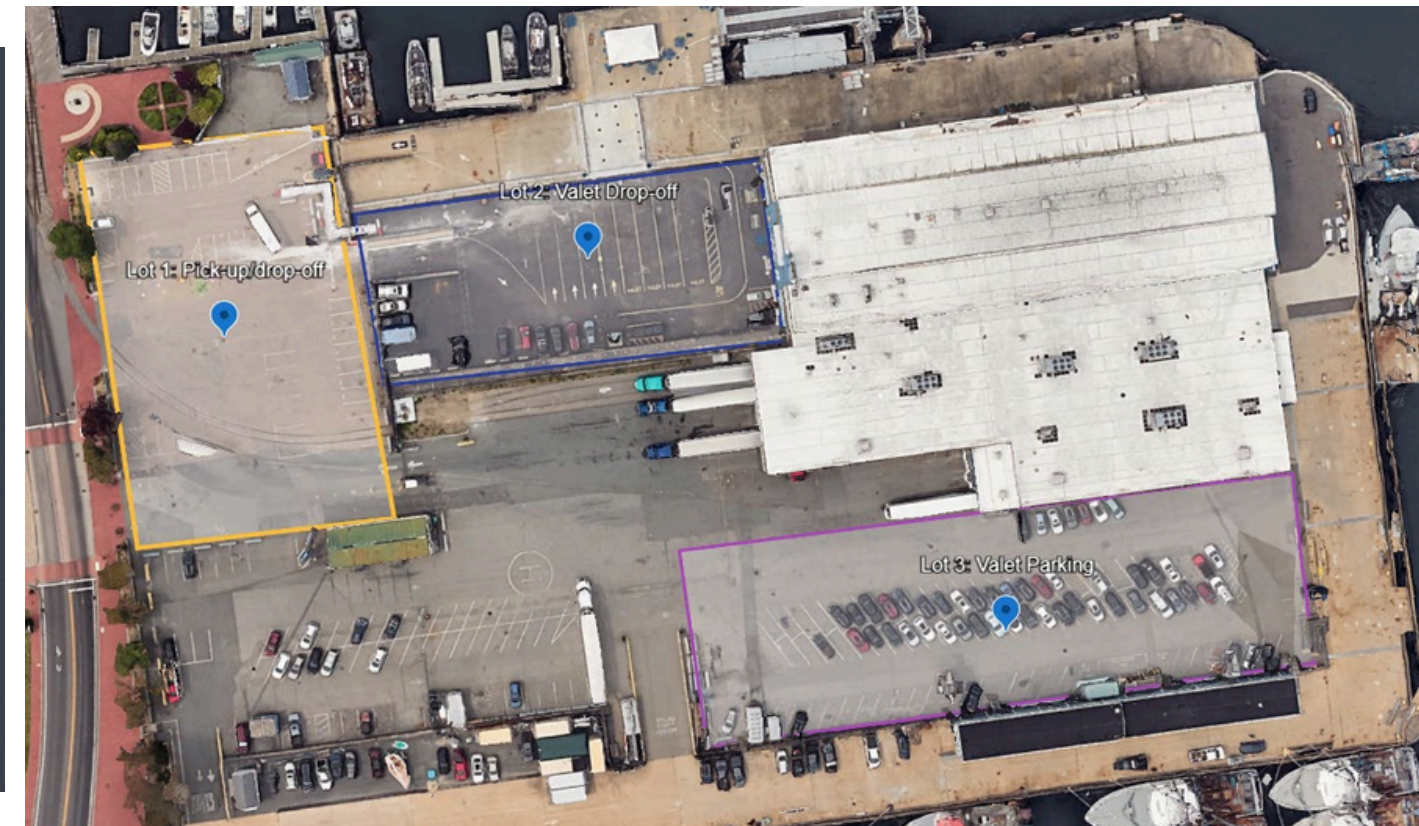
Seastreak – Project 1 Details

- Project does not require any development and is a continuation of existing services provided by Seastreak
- In order to continue our reliable ferry service between New Bedford, Martha’s Vineyard, and Nantucket we would require continued access to:
 - 1 Both vessel slips – Slips 1 & 2 (Outlined in picture below)
 - Sufficient parking that we currently utilize – Lots 1, 2, and 3 (Outlined in picture below)
 - 2
 - Lot 1 - During peak season we currently use this lot for passenger pick-up/drop off, where passengers are dropped off via Uber/Lyft or where families can drop off baggage and other family members
 - Lot 2 – Primarily used for valet parking drop off and pick-up. Passengers drop their cars off here then a Seastreak employee moves them to Lot 3
 - Lot 3 – Utilized for staging valet cars while customers are on the Islands. Once passengers return from their trip, a Seastreak employee will move their cars to Lot 2 for easy loading and departing from the facility

Vessel Slips



Existing Parking Area Usage



Seastreak – Project 2 Details

- Project requires some additional development but will be incorporated into the existing footprint that Seastreak operates within (Outlined in picture below)
- Our current lease is for 6,300 square feet within Building 1. Our exact build-out designs for the café and retail merchandise spaces is currently undefined but will include:
 - 1 Full-service kitchen
 - Seating/service areas
 - 2 Any other necessary additions to properly operate café and retail merchandise spaces
- Seastreak will utilize all existing utilities within Building 1 and expand if necessary (i.e., water, electricity, fire protection, HVAC)



- **Red Area:** current indoor operating area
- **Green Area:** current Seastreak storage, proposed café
- **Purple Area:** was previously rental space, proposed Seastreak merchandise shop



Seastreak – Project Timelines

- Project 1 – Continued Use of Property for High-Speed Ferry Service
 - This does not require any new development. Therefore, consistent with our historical operations, we will be able to continue services with no delay
- Project 2 – Café & Merchandise Retail Build-Out and Operation
 - Development of café and merchandise retail space is straight forward and will be broken down into several phases:
 1. Negotiation and execution of a new multi-year lease (~3 months)
 2. Design/permitting for café and retail space (~3 months)
 3. Construction & Inspections of café and retail space (~4-5 months)



Seastreak – Project Benefits

- Seastreak’s continued and updated usage of its portion of the New Bedford State Pier provides many advantages to the City of New Bedford:
 - 1.Consumer/Tourist Spending
 - 2.Adheres to the goals set forth by the city in its “City Master Plan – New Bedford 2020”
 - oImproving, enhancing and integrating the city’s public transit services
 - oNurturing the “Blue Economy”
 - oDrawing visitors to the waterfront
 - 3.Supports the New Bedford Economic Development Council’s “Regeneration Project”
 - 4.Offers linkage to regional transportation networks
 - 5.Provides Regional Resiliency



Seastreak – Project Financials

Seastreak Holding Company, LLC
New Bedford State Pier RFP - **5 Year Operating Budget**
Café, Retail Space, & Rental Space for Tenant

	2024	2025	2026	2027	2028
	Year 1	Year 2	Year 3	Year 4	Year 5
Days Operating	153	153	153	153	153
Café Concessions Revenue	290,010	298,711	307,672	316,902	326,409
Retail Merchandise Revenue	331,440	341,384	351,625	362,174	373,039
Tenant Revenue	4,000	4,000	4,000	4,000	4,000
Total Gross Revenue	625,451	644,094	663,297	683,076	703,448
Credit Card Fees	(15,536)	(16,002)	(16,482)	(16,977)	(17,486)
Total Net Revenue	609,914	628,092	646,815	666,099	685,962
Payroll, Payroll Taxes & Benefits	(171,850)	(177,005)	(182,315)	(187,785)	(193,418)
Concessions Expense (Food & Beverage)	(290,866)	(299,592)	(308,580)	(317,837)	(327,372)
Concessions Expense (Retail)	(60,000)	(61,800)	(63,654)	(65,564)	(67,531)
Total Operating Costs	(522,715)	(538,397)	(554,549)	(571,185)	(588,321)
Contribution Margin	87,199	89,695	92,266	94,914	97,641
SG&A Payroll, Payroll Taxes & Benefits	(15,000)	(15,450)	(15,914)	(16,391)	(16,883)
Marketing	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Other Admin Expense (Inspections)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)
Total SG&A Costs	(19,000)	(19,450)	(19,914)	(20,391)	(20,883)
Depreciation	(6,160)	(6,160)	(6,160)	(6,160)	(6,160)
Total Depreciation	(6,160)	(6,160)	(6,160)	(6,160)	(6,160)
Total Costs	(547,875)	(564,007)	(580,622)	(597,736)	(615,363)
Pre-Tax Income	62,039	64,085	66,192	68,363	70,598
Income Tax	(18,364)	(18,969)	(19,593)	(20,235)	(20,897)
Net Income/(Loss)	43,675	45,116	46,599	48,127	49,701

Project 1:

- Since this is a continuation of current operations and does not require any investment by Seastreak, MassDevelopment, or any other entities. Therefore, the project financials and a project-specific Pro-Forma financial statement is not provided

Project 2: (See Pro-Forma to the left)

- All project costs will be borne by Seastreak for both development and operation; however, Seastreak may enter into operating and/or sublease agreements for operation
- Seastreak proposes to continue the lease structure consistent with the current lease although for a multi-year term. Seastreak would require a minimum 5-year lease to undertake this project





 **MassDevelopment**

 **MassDevelopment**

HOMEPORT

New Bedford State Pier

Stephen Silverstein



THE IDEA

- “Boat to Table” seafood restaurant
- Locally landed fish –celebrate New Bedford
- Affordable, approachable
- Fun destination restaurant





SERVEDWELL HOSPITALITY

- Owned by Steve Silverstein, 4th generation Silverstein, in New Bedford for 125 years.
- Son William works with Steve
- Owns/operates The Black Whale, Cisco, Sail Loft and soon the National Club
- Invested nearly \$15 million in New Bedford
- Employs 500

HOMEPORT RESTAURANT

- Southwest corner of State Pier overlooking schooner Ernestina and public boardwalk
- 6,500 square restaurant with roof deck dining and two bars, 300 seats
- Traditional seafood restaurant focusing on New Bedford's finest – “boat to table”
- Affordable pricing
- Open year round
- Employs 125 at peak
- Hospitality is always our calling card
- \$5 million investment





THANK YOU

Thank you for attending.

Please feel free to submit any further questions or comments at newbedfordstatepier@massdevelopment.com

A recording of this evening's event will be made available on our website at massdevelopment.com/rfp-rfq/

