



City of San Antonio

ADVERTISEMENT INFORMATION ONLY

Solicitation Type and Name: Request for Proposals – River Barge Concession Services

Solicitation Number: RFP 17-001

Description: The San Antonio River Walk is nationally and internationally recognized as one of the premier attractions of its kind. There are many reasons for its prominence, not the least of which is the service provided by the river barge concession operator, which is the subject of this Request for Proposals (RFP). The operator shall conduct the river barge concession to ensure the River Walk remains a “must see” tourist destination that enhances San Antonio’s image while balancing the requirement to maximize revenues and provide affordable rates. Proposals shall describe in detail how the operator will incorporate innovation and new technologies to provide an enhanced customer experience and increase ridership, among both tourists and locals. The selected operator will be required to provide programming to enhance the customer experience while accommodating tours, taxi services, dining events, and cocktail cruises.

Issue Date: Tuesday, October 4, 2016

Due Date & Time: Friday, January 6, 2017, 11:00 a.m. Local Time

Pre-Submittal Conference: International Center Building, 3rd Floor – La Orilla del Rio Ballroom, 203 S. St. Mary’s Street, San Antonio, Texas 78205 at 10:00 a.m., Local Time, on Monday, October 17, 2016.

Site Tours: Site Tours of both marinas will be conducted on Monday, October 17, 2016 immediately following the Pre-Submittal Conference scheduled for this date AND on Tuesday, October 25, 2016 at 9:00 am. Site tour meeting location for both dates will be adjacent to the front door of the International Center Building at 203 S. St. Mary’s Street, San Antonio, Texas 78205.

Staff Contact Person: Laura Sambrano, Procurement Specialist III, laura.sambrano@sanantonio.gov.

Evaluation Committee Voting Members:

Lori Houston, Assistant City Manager, City Manager’s Office
Casandra Matej, Executive Director, Visit San Antonio
Maria Martinez, Hotel Lodging Association, General Manager – Marriott Plaza
Dan Decker, Texas Travel Industry Association
Sho Nakopodia, The MightyGroup
Lionel Sosa, Sosa & Sosa Consultation and Design
Mike Flores, Palo Alto College, Downtown Resident
Omar Gonzalez, Hemisfair Park Area Redevelopment Corporation, LOOP, Downtown Resident
Janet Dietel, President, San Antonio Conservation Society
Vonzetta Hickman, Past President, Fiesta SA Commission
Tim Morrow, CEO & Executive Director, San Antonio Zoo
Andres Esparza, General Manager, Bourdro’s

Pursuant to Section 011 – Restriction on Communications, Respondents are prohibited from communicating with: 1) City officials, as defined by §2-62 of the City Code of the City of San Antonio, regarding the RFP or proposal from the time the RFP has been released until the contract is posted for consideration as an agenda item during a meeting designated as an A session; and 2) City employees from the time the RFP has been released until the contract is awarded.

Exceptions to the Restrictions on Communications:

Respondents may submit written questions concerning this RFP to the Staff Contact Person listed below until 4:00 p.m., Local Time, on Monday, November 14, 2016. Questions received after the stated deadline will not be answered. All questions shall be sent by e-mail.

Laura Sambrano, Procurement Specialist III
City of San Antonio, Finance Department – Purchasing Division
laura.sambrano@sanantonio.gov

Questions submitted before the question deadline and the City’s responses will be posted with this solicitation.

To view this solicitation, go to the City of San Antonio’s website, Bidding and Contracting Opportunities, <http://www.sanantonio.gov/RFPListings/>.