

MEMORANDUM

APRIL 11, 2013

TO: ECONOMIC DEVELOPMENT AND INDUSTRIAL CORPORATION OF BOSTON AND PETER MEADE, DIRECTOR

FROM: LARRY MAMMOLI, DIRECTOR OF ENGINEERING AND FACILITIES MANAGEMENT
DENNIS DAVIS, DEPUTY DIRECTOR, INDUSTRIAL DEVELOPMENT AND COMMERCIAL LEASING
ANTHONY VERANI, PROJECT MANAGER, INDUSTRIAL DEVELOPMENT AND COMMERCIAL LEASING

SUBJECT: SELECTION OF OLD TOWN TROLLEY TOURS OF BOSTON AND CITY VIEW TROLLEY TOURS TO PARTICIPATE IN A TROLLEY STOP PROGRAM WITHIN THE BOSTON MARINE INDUSTRIAL PARK.

SUMMARY: This Memorandum requests that the Director be authorized, on behalf of the Economic Development and Industrial Corporation of Boston ("EDIC"), to enter into License Agreements with Old Town Trolley Tours of Boston and City View Trolley Tours to participate in a Trolley Stop Program within the EDIC owned Boston Marine Industrial Park.

BACKGROUND

The Economic Development and Industrial Corporation of Boston owns and manages the Boston Marine Industrial Park ("BMIP") located in South Boston, MA.

The BMIP abuts certain Massachusetts Port Authority owned and operated property including 88 Black Falcon Avenue, a mixed use commercial industrial building, and the Black Falcon Cruise Terminal (the "Terminal").

The Terminal is an increasingly popular international cruise port that in 2012 accommodated over 117 vessel calls carrying over 380,000 passengers. The Terminal has experienced steady passenger volume growth to date and has recently completed an \$11 Million Dollar renovation to enhance its usability and capacity.

Since 2009 EDIC has entered into license agreements with several vendors to establish the operation of a "Trolley Stop" located within close proximity to the Terminal and on EDIC owned property (further described in the attached "Exhibit A"). The purpose of the Trolley Stop is to permit qualified vendors to provide sightseeing trolley services to

the considerable influx of City of Boston visitors arriving via the Terminal associated with the Port of Call cruise ship visits.

The Trolley Stop program has proven to be of considerable benefit to EDIC and participating vendors in that it establishes an efficient and safe method for Port of Call cruise ship visitors to safely traverse EDIC roadways and property.

At the EDIC Board Meeting held December 13, 2012 the Board of Directors authorized the Secretary to advertise and issue a Request for Proposals ("RFPs") to establish, promote and regulate the Trolley Stop for the upcoming 2013 season.

The RFP was duly advertised and was made available to the public on Wednesday January 30, 2013.

EDIC received two responses to the RFPs from the following vendors:

- Old Town Trolley Tours of Boston
- City View Trolley Tours

Subject to further scheduling changes, the Massachusetts Port Authority anticipates the Port of Call visits season to begin April 16, 2013 and extend through November 5, 2013.

RECOMMENDATION

EDIC staff recommends that the Director be authorized to enter into License Agreements with both respondents to the RFP.

TERMS AND CONDITIONS

The License Terms shall be for the 2013 Cruise Season but shall expire no later than November 15, 2013.

Each Licensee shall provide insurance in forms and amounts acceptable to EDIC General Counsel naming EDIC as an additionally insured party.

FISCAL IMPACT

The RFP required a minimum License Fee of \$28,500 per vendor however each vendor was afforded the opportunity to increase their bid to secure their preferred sales booth and parking locations within the EDIC Trolley Stop. Collectively EDIC will receive over \$65,800 in gross License Fee revenue for the 2013 term.

An appropriate vote follows:

VOTED: That the Director be, and hereby is, authorized on behalf of the Economic Development and Industrial Corporation of Boston to enter into License Agreements with Old Town Trolley Tours of Boston and City View Trolley Tours for use of certain land and facilities within the Boston Marine Industrial Park on terms and conditions substantially consistent with the Board Memorandum submitted at the Board meeting held April 11, 2013.