



Hudson River Park Trust

Request for Proposals L4865 – The Pier 25 Marine Facility Concession at Hudson River Park (RFP)

Sub- concessionaires Letters of Interest

January 8, 2018

To maximize the use of the Pier 25 Marine Facility, the Trust sought potential Sub-concessionaires with interest in operating a portion of the permitted uses offered within the RFP. Permitted uses including:

- A Sailing School Operator
- Commercial Operators for pick-ups and drop-offs on the Town Dock
- Operators of the future Water Taxi Landing
- Marina Operator of up to 40 moorings

The Trust received two(2) letters of interest from potential Sub- Concessionaires, Atlantic Yachting, for Sailing School Operator, and Citigroup Corporate Holdings, Inc, for Water Taxi Landing, stating their respective interests. The designated contacts for these parties are:

AtlanticYachting

Contact: Logan Rowell, General Manager

Email: logan@atlanticyachting.com

Telephone: (212) 518-4604

Citigroup Corporate Holdings, Inc.

Contact: Carlos Cherry, Senior Vice President of Facilities

Email: cherryc@citi.com

Telephone: (302) 324-6429

Potential Concessionaire Respondents are encouraged to review the attached letters of interest, consider each for inclusion in the RFP submission, and contact the designated individuals as may be necessary. However, such inclusion is not a requirement for submission.



Atlantic Yachting

Manhattan's Premier Destination for Everything Sailing

01/05/18

To Whom It May Concern,

Sailing NYC LLC, dba Atlantic Yachting, would like to express their interest in returning to various operations at Pier 25 in 2018. Depending on opportunities provided by HRPT and chosen concessionaire, these operations would/ could include Adult Sailing School, Youth Sailing Programs, Sailing Club, Launch Services, Yacht Charters, and other Ancillary Services.

Atlantic Yachting, Manhattan's oldest Sailing School, is an American Sailing Association (ASA) accredited school with a rich 12 year history of operating on the Hudson River from the W79th Street Boat Basin. **In 2017 Atlantic Yachting successfully operated a Sailing School, Youth Sailing Programs, and Launch Services at Pier 25.**

At Atlantic Yachting's Pier 25 location: Youth ages 9-15 enjoyed week long sailing programs from 9am – 3:30pm; mid June through September. Adults of all ages chose from group or private lessons for beginners, intermediates, and experts. The Sailing School operated 7 days a week from May through October. Relationships with Manhattan Youth and Friends of HRP provided discounts and other great ways for New Yorkers and Lower Manhattan residents in particular to experience sailing and interact with NYC's waterfront.

Timely Launch Services were safely provided by Atlantic Yachting at Pier 25 in 2017. Local ferry wakes and currents require expert boat handling and training to ensure tenants personal safety and eliminate risks of vessel damage. In addition to an extensive background in vessel operation, each launch operator successfully passed a USCG approved Launch Operators Course and testing. Launch services were provided 7 days a week, 10am – 8pm, and only reduced to 12pm-7pm in October. Outside of regular launch hours, mooring tenants had access to a professionally maintained 'courtesy launch' which was fueled and tested before operators departure daily. 2017 mooring tenant letters of reference and support are available upon request.

Opportunities with Atlantic Yachting at Pier 25 in 2018 and beyond include continued Youth and Adult Sailing School operations, Launch Services, Sailing Club, Yacht Charters (local captained and week-long bareboat), and Ancillary Services (vessel maintenance, cleaning, and delivery).

For questions please contact:
Logan Rowell - logan@atlanticyachting.com

Sailing NYC LLC
dba
Atlantic Yachting

212.518.4604
sail@atlanticyachting.com
www.atlanticyachting.com

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Gerard O'Reilly
Director, Facilities Region Head

Citi Realty Services
388 Greenwich Street
20th Floor
New York, New York 10013

T (212) 816-3228
gerard.oreilly@citi.com



SUB-CONCESSIONAIRE LETTER OF INTEREST

January 3, 2018

VIA EMAIL pier25marinaRFP@hrpt.ny.gov

Freda Manuel
Senior Director of Real Estate Operations
Hudson River Park Trust
353 West Street, Room 201
New York, New York 10014

Re: L4865 – Request for Proposal for Pier 25 Marine Facility Concession dated December 1, 2017, as amended (the “RFP”) by the Hudson River Park Trust (the “Trust”) for an operator to manage and/or operate vessel moorings, a town dock, a non-commuter water taxi landing, and a sailing school at Pier 25 (the “Pier 25 Marine Facility”).

Dear Sir or Madam:

This letter shall serve as written confirmation of Citigroup Corporate Holdings Inc., a Delaware corporation, located at 388 Greenwich Street, New York, New York 10013 expression of interest to install and operate a non-commuter water taxi landing at the Pier 25 Marine Facility as a Sub-concessionaire as set forth in the RFP either alone or in conjunction with Citigroup Inc., Citigroup Corporate Holdings Inc.'s ultimate parent corporation, or any subsidiaries or affiliates of Citigroup Inc. (collectively, “Citigroup”) and with the support and consultation of qualified third party vendors.

Citigroup, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citigroup also provides consumers, corporations, governments and institutions around the world with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services, and wealth management.

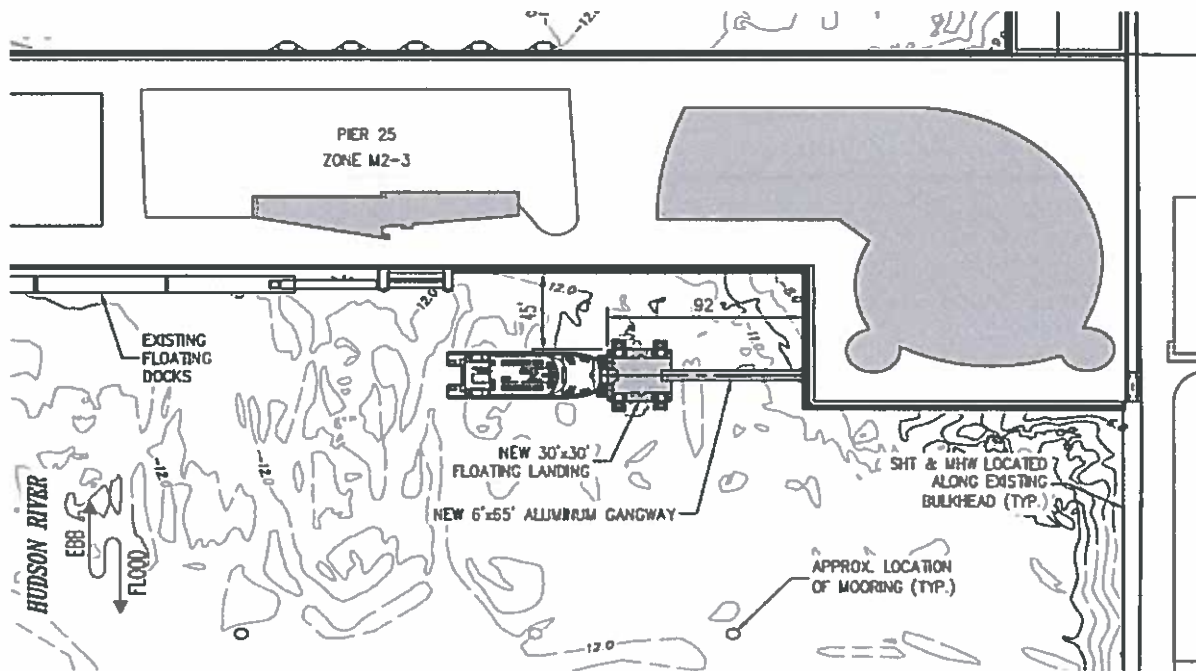
Citigroup is consolidating and optimizing its presence in the New York Metro area and establishing its global headquarters at the foot of Pier 25 at 388/390 Greenwich Street, New York, New York. Together with its headquarters building, Citigroup operates a satellite facility in the Newport Office Center in Jersey City, New Jersey. Citigroup seeks to establish a water taxi service to transport Citigroup employees, guests, and invitees across the Hudson River between the New York City and Jersey City offices beginning in late 2018 or early 2019.



Proposed Employee Shuttle Route

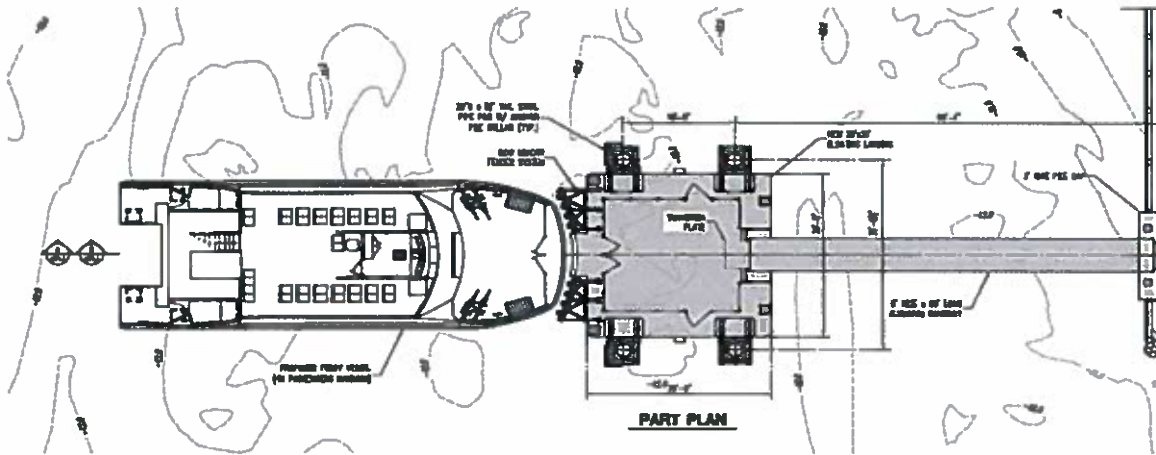
The non-commuter water taxi service is proposed to be provided year-round on weekdays 9:00 AM – 5:00 PM excluding company holidays, with departures from each dock every 30 minutes. The landing site could be used occasionally afterhours and on weekends for Citigroup employee outings and may be made available for use by other parties while not in use by Citigroup.

The proposed landing site at Pier 25 includes a 30' x 30' floating dock situated approximately 37 feet off the South face of Pier 25 (the location designated as the “Future Water Taxi Landing” at Appendix 4 (2. 2) of the RFP).



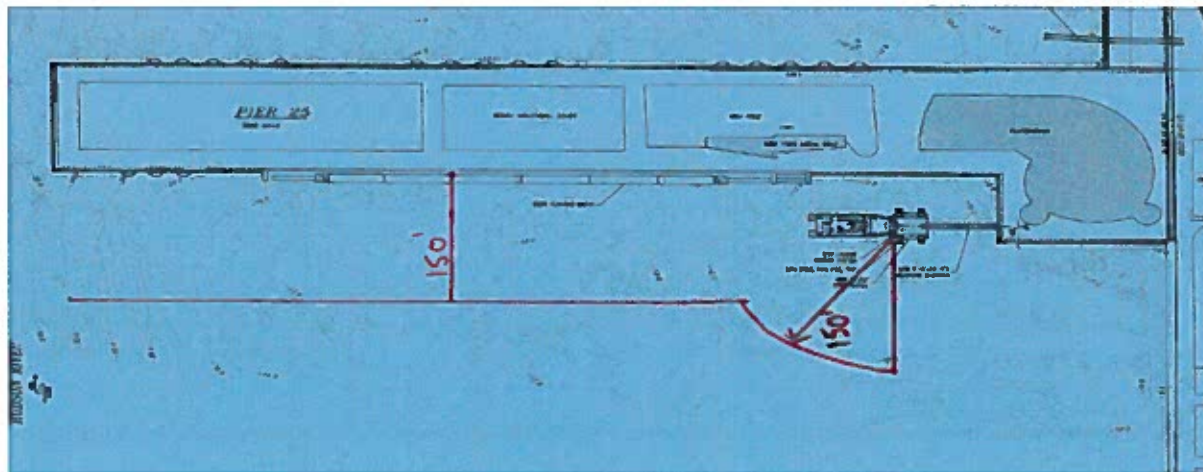
Proposed Pier 25 Landing Site

The proposed floating dock will be owned and installed by Citigroup and held in position with four concrete filled 30" x 5/8" x 24' steel pilings. The proposed floating dock will be solid ballasted to a draft of 4 feet with a freeboard of 6 feet. The design load of the dock, collars, and pilings is proposed to be 60-tons at 2.0 knots under normal conditions and 60-tons at 4.0 knots under abnormal conditions. To avoid interference with any public use of Pier 25 (e.g. the Town Dock and Sailing School), access to the landing site will be via a dedicated secure access gate located at the head of the gangway leading to the floating dock.



Proposed Floating Dock

It is expected that the actual shuttle service will be operated by a qualified third party operator familiar with operating a water shuttle in and around the New York Metro area. The proposed vessel is expected to be approximately 55 feet in length, will have a capacity of 49 individuals and will approach the landing site along the south side of Pier 25. To ensure safe navigation through the approach, Citigroup’s nautical advisors have recommended that the mooring field described at Appendix 4 (p. 3) of the RFP be set back 150 feet from the south face of Pier 25 and in a quadrant around the floating dock (see drawing below).



Required Safe Travel Lane

Citigroup acknowledges that there may be a pass-through fee in connection with the sub-concession.

Citigroup's primary contact for the Sub-Concessionaire position is:

Gerard O'Reilly
Director, Facilities Region Head
388 Greenwich Street
20th Floor
New York, New York 10013
Telephone No.: (212) 816-3228
Email: gerard.oreilly@citi.com

Regards,



Gerard O'Reilly
Director, Facilities Region Head