



**Response to: Request for Proposal (RFP) for Operations of
Concessions on the Chicago Riverwalk**

Specification No.: 329656

Location: 355 East Riverwalk

**Concession Type: Entertainment Boat
& Dockside Concession**

Shoreline Reference: BT2017

Charles "Chip" E. Collopy, Jr.
President
Shoreline Maine Company, Inc.
474 N. Lake Shore Drive, Suite 3511
Chicago, IL 60611

This RFP response includes trade secrets or other proprietary data that may not be disclosed outside the City and may not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate this Proposal submittal.

The data subject to this restriction are contained on pages:

5-12: Proposed Dock Diagrams

21: Revenue Compensation Proposal

23: Company Profile Questions 9-11

30-69: Financial Statements

March 9, 2017

Jamie L. Rhee
Chief Procurement Officer
Department of Procurement Services
Bid & Bond – Room 103, City Hall
121 North LaSalle Street
Chicago, IL 60602

Re: Request for Proposal (RFP) for Operations of Concessions on the Chicago River Walk
Specification No.: 329656
Location: 355 East Riverwalk
Concession: Entertainment Boat and Dockside Concession

Shoreline Marine Company, Inc. is pleased to submit this proposal in response to the City of Chicago's Operations of Concessions on the Chicago Riverwalk Request for Proposal. Shoreline is proposing to operate an Entertainment Boat Cruise and Dockside Concession at 355 East Riverwalk.


Shoreline has been in business since 1939 (78 years). The company offers Architecture River Tours on the Chicago River, Classic Lake Tours on Lake Michigan, specialty cruises, private charters, and water taxi service (to and from Navy Pier, the Museum Campus, the Michigan Avenue Bridge, Willis Tower/Union Station).

Shoreline's key personnel and partners are Charles E. (Chip) Collopy, Jr., President, and Matthew Collopy, Vice President. There are no other legal participants. The legal name of this company is Shoreline Marine Company, Inc. (DBA Shoreline Sightseeing). The company is a corporation headquartered at 474 N. Lake Shore Drive, Suite 3511. The principle places of business are Navy Pier, the Michigan Avenue Bridge, and Grant Park. Shoreline Marine Company is, authorized to do business in Illinois. The principal contact for Shoreline is Chip Collopy, 312-321-0428, cec@shorelinesightseeing.com.

Shoreline believes it has the capability to provide an entertainment boat cruise and dockside concession on the Chicago Riverwalk. Shoreline will utilize The Star of Chicago boat and will design specialty cruises that include food and beverage specifically for this dock. Guests will enjoy historic lunch cruises, happy hour and evening cruises along the Chicago River and on Lake Michigan. Shoreline will also operate a dockside concession that is a compliment to the entertainment cruise, providing guests waiting for the next cruise and guests just enjoying the Chicago Riverwalk an opportunity to relax while enjoying food, beverage and dockside entertainment.

Shoreline appreciates the opportunity to work with the City of Chicago and to continue to strive to provide the highest quality service to our community.

Sincerely,



Charles E. (Chip) Collopy, Jr.
President

Executive Summary 6.2.2

Shoreline Sightseeing fully supports the City of Chicago and Mayor Emanuel's intended growth of Chicago's Riverwalk. We understand the city's objective to strengthen the visibility and visitation to the Riverwalk by continuing to improve on the goods and services offered along the one-and-a-quarter mile stretch. In the following proposal you will see how Shoreline Sightseeing will add to the Riverwalk with an entertainment boat cruise and a dockside concession that will complement the Chicago Riverwalk, both to be located at 355 East Riverwalk.

Shoreline Sightseeing will launch an Entertainment Boat Cruise at 355 East Riverwalk beginning first with infrastructure needed for successful operations. Utilizing Shoreline's experience from 78 years in the boat tour business, we will facilitate a seamless launch. Shoreline will put the infrastructure into place such as loading ramps, as well as ticket kiosks, signage and staff on location. Shoreline will bring in three mobile trailers for a food truck experience, bar and refrigerated storage. One trailer will serve as a "taco shack" offering an array of taco choices along with chips and salads. Shoreline understand the process of getting booth and signage approved by the City of Chicago.

In addition to the food and boat tour service, Shoreline will schedule live entertainment to fit the theme of an outdoor water front space several nights a week.

Shoreline will hire a General Manager to oversee operations at this location. In addition, we will hire an Assistant Manager, kitchen manager, line cooks, servers, bartenders and support staff. Shoreline will operate the entertainment boat cruise in the same fashion that we operate our tours and special events from our headquarters location.

Shoreline will utilize a small ticket booth to sell tour tickets, utilizing our current ticketing platform Galaxy/Gateway ticketing. These tickets will also be available on our webstore at www.shorelinesightseeing.com. Shoreline has built out boat docking systems and has had to adapt for water levels each year of operations. Shoreline utilized our own engineering team to scope out and perform the work.

When choosing an outside contractor to complete work, Shoreline will comply with the MBE/WBE requirements set for by the City of Chicago.

Shoreline has no exception or objections to the terms and conditions in the sample license agreement.

Shoreline has received addendums: No. 1

On page 3 you will find the signed Addendum Receipt Acknowledgement.

February 21, 2017

Addendum No. 1

to

**REQUEST FOR PROPOSAL (RFP) FOR OPERATION OF CONCESSIONS ON THE
CHICAGO RIVERWALK**

SPECIFICATION NO. 329656

Required by:



CITY OF CHICAGO
Department of Fleet and Facility Management

Consisting of Sections 1 - 4 including this Acknowledgment.

SECTION 4: ADDENDUM RECEIPT ACKNOWLEDGMENT

I hereby acknowledge receipt of Addendum No.1 to the RFP named above and further state that I am authorized to execute this Acknowledgment on behalf of the company listed below.

Charles "Chip" Collopy
Signature of Authorized Individual

Charles "Chip" Collopy
Name of Authorized Individual (Type or Print)

President
Title

Shoreline Sightseeing
Company Name

312-321-0428
Business Telephone Number

**Complete and Return this Acknowledgment by email to:
edward.anderson@cityofchicago.org**

6.2.3.1 Tier 1 Conceptual, Financial and General

Conceptual Elements

Shoreline Sightseeing will develop an entertainment boat cruise and dockside concession at 355 East Riverwalk. The entertainment boat cruise will consist of a 90-minute lake and river Chicago History Tour and will be narrated by a professional tour guide, focusing on the history of Chicago. The tours will travel the Chicago River and Lake Michigan. The first tour of the day will depart at 12:00pm and will feature a boxed lunch provided by a licensed food vendor. The second tour of the day will depart at 2:00pm. This will be the same Chicago History Tour it will not feature food. The boat will be outfitted with an onboard bar with dry snacks. Shoreline will operate a variety of tours in the evening from simple evening happy hour tours and themed special events to Wednesday and Saturday fireworks tours.

For the dockside concessions, Shoreline will bring in three mobile trailers for a food truck experience, bar and refrigerated storage. One trailer will serve as a “Taco Shack,” one as a full service bar, and the third as refrigerated storage. Shoreline will also bring in a trailer for upscale portable restrooms. The Taco Shack will offer five tacos, a salad option, and side items such as chips and salsa. The bar service will focus on beer, wine and soda, with a variety of margaritas available.

Shoreline will design a small portable ticket booth, using portable technology to sell and redeem tickets. In addition, several point of sale kiosks will be install to enable guests to order and pay for their food on their own. These kiosks will be similar to those found in CVS, Wow BAO and McDonalds.

On the following pages 5-12 you will find renderings of our conceptual design:

6.2.3.2 – Operations of Concessions

Shoreline's Entertainment Boat Cruise, Taco Shack and bar will be operated by the Shoreline Sightseeing crew and additional staff brought in for their food service knowledge. Shoreline Sightseeing's recipe for operational excellence in the last 78 years is rooted in the rigors of operating in a marine environment, where the safety and well-being of our customers are paramount and where there is no such thing as details that are "too small." Every employee, every piece of equipment, and the orchestration of the many moving parts, all contribute to the totality of a positive customer experience. Our actively engaged management team has decades of experience within the tourism industry. We have learned that reliable and predictable schedules, competitive market pricing, and a communicative staff who can appreciate the challenges faced by both foreign and domestic visitors to Chicago are all key to a successful operation. Passenger metrics such as capacity utilization and total passengers carried are analyzed to align boat frequency and operating hours with customer demand.

We realize that there are a lot of challenges to have a consistent product. From the food to the service and atmosphere. The most important asset are the people who work for you. We put a lot of effort into finding the right people and spending the time in training them. We train them with the right equipment, clear and precise recipes, customer service expectations, proper sanitation, and how to have a fun atmosphere but maintain a safe concession. You must be prepared from the first day of construction, to training of staff and finally the operation of the business. Chicago is a foodie city and expects a quality product. It's very competitive! Chicagoans have a lot of options and often you only get one chance.

We will look for local vendors such as tortillas made in Chicago, local produce and cheese. The cuisine will be innovative, fresh, consistent and timely. We work hard to identify our customer, satisfy their needs and exceed their expectations. This is a team effort and everyone is important to this success. And finally, we will develop our staff to become assets in Chicago's economy.

6.2.3.3 Programming

Shoreline understands there will be a need to draw people to our dock at 355 East Riverwalk. We will provide live entertainment as well as constant music to peak the interest of potential guests. We will use online and print marketing to engage guests visiting Chicago, city dwellers and those in the suburbs. Shoreline will use the knowledge we have gained from 78 years in the boat tour business to operate the Chicago history tours, happy hour and specialty tours. We will tap into the knowledge and experience of the consultants we have hired for food and beverage programming as well as entertainment. On several afternoons and evenings Shoreline will bring in dockside entertainment to complement the outdoor, waterside feel. Shoreline will also provide Baggo games, Bocce Ball, Kan Jam and other outdoor games as free entertainment for guests. Shoreline will provide kid-friendly entertainment on a regular basis such as face painters, balloon artists, and magicians. We will continue with our company's cultural emphasis on customer engagement to ensure that we are consistently following Marshall Field's advice to "Give the lady what she wants."

6.2.3.4 – Customer Service Philosophy

Aside from passenger data and informal samplings of customer satisfaction, we have found that social media platforms such as Facebook, Twitter, TripAdvisor and Yelp have provided near instantaneous feedback from our customers, far outpacing the communication we receive via email or through our seven-day-a-week staffed call center.

6.2.3.5 – MBE/WBE Commitment

Shoreline Sightseeing plans to complete the installation and delivery of our booths and ramp. In the event that an outside contractor is needed, Shoreline Sightseeing will make every effort to utilize a MBE/WBE contractor.

6.2.3.6 - Value Added Services

Shoreline will operate an entertainment boat cruise utilizing our 78 years of experience on the Chicago waterways. Shoreline has a deep understanding of Chicago's history, Chicago's visitors and the tourism community. We know we can operate boat tours that are enjoyed by visitors and locals, utilizing our knowledgeable staff and partnering with local Chicago partners such as Revolution Brewing and Lynfred Winery to name a couple, offering an all-encompassing Chicago experience.

To ensure the dockside concession is provided at a high level with that Chicago feel, Shoreline has brought in consultant James Hoban. James has been an Executive Chef in the Chicago area since 1994, launching many unique Chicago restaurants such as Benchmark, WestEnd and Schoolyard Tavern.

We are confident our location at 355 East Riverwalk will become a local favorite and highly recommended by hotel concierges and the Choose Chicago visitors centers. Shoreline will utilize relationships with various associations to drive guests along the Riverwalk to our location. Shoreline's boat tours and concession will highlight the unique way that Chicago utilizes and celebrates the Chicago River, a feature that sets Chicago apart from other cities.

6.2.3.7 – Business Licenses

On the following pages you will find Shoreline Sightseeing's business licenses:

- Annual City of Chicago Boat License
- Passenger Boat License – Star of Chicago
- Liquor License - Star of Chicago
- State of Illinois Domestic Corporation Business License
- Department of Natural Resources License

Shoreline understands additional licenses will be required if we are awarded this opportunity. Shoreline is prepared to obtain all licenses needed for building and operating the proposed concession.

File Number 2710-374-0

To all to whom these Presents Shall Come, Greeting:

I, George H. Ryan, Secretary of State of the State of Illinois,

do hereby certify that

SHORELINE MARINE COMPANY, A DOMESTIC CORPORATION, INCORPORATED UNDER THE LAWS OF THIS STATE JULY 17, 1941, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE FILING OF ANNUAL REPORTS AND PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS IN GOOD STANDING AS A DOMESTIC CORPORATION IN THE STATE OF ILLINOIS*****

In Testimony Whereof, *I hereto set*
my hand and cause to be affixed the Great Seal of
the State of Illinois this 29TH
day of JULY *A.D., 19* 94

George H Ryan
 SECRETARY OF STATE



To all to whom these Presents Shall Come, Greeting:

Whereas, *Articles of Incorporation* duly signed and verified of
SHORELINE MARINE COMPANY

have been filed in the Office of the Secretary of State, on the 17th
day of July A. D. 1941, as provided by "THE BUSINESS
CORPORATION ACT" of Illinois, in force July 13, A. D. 1933.

Now Therefore, I, EDWARD J. HUGHES, Secretary of State, of the State of Illinois,
by virtue of the powers vested in me by law, do hereby issue this certificate of
incorporation, and attach thereto a copy of the Articles of Incorporation
of the aforesaid corporation.

In Testimony Whereof, I hereto set my hand, and cause to
be affixed the Great Seal of the State of Illinois,

Done at the City of Springfield this 17th

day of July A. D. 1941 and

of the Independence of the United States

the one hundred and 65th



Edward J. Hughes
SECRETARY OF STATE

STATE OF ILLINOIS
Office of the
Secretary of State

MAIL

12728069

STATE OF ILLINOIS } SS. NO.
COOK COUNTY
FILED FOR RECORD

1941 JUL 28 AM 10 44

1353

RECORDED IN
BOOK

PAGE
RECORDED

14

Edward J. Kimmel

Shoreline Marine Company

Articles of
Incorporation
of

George S. Kimmel
and W. Gordon Lee
Clarendon
Ill.

MAIL TO



CITY OF CHICAGO
DEPARTMENT OF BUSINESS AFFAIRS AND CONSUMER PROTECTION

COMMERCIAL PASSENGER VESSEL OWNER

This is to certify that the following Commercial Passenger Vessel owner has met all requirements for licensing, including payment of the required license fee, as a Commercial Passenger Vessel Owner pursuant to Chapter 4-250 of the Municipal Code of Chicago.

This license is non-transferable and the license fee is non-refundable

Commercial Passenger Vessel License Issued to:

SHORELINE MARINE COMPANY, INC

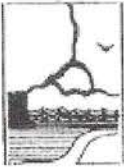
014

Issue Date: 4/08/2016

Expire date: 04/30/2017

Authorized Vessels:

ASAP	GIDDY UP	SKEDADDLE
BLUE DOG	GOTTA GO NOW	STAR OF CHICAGO
BRIGHT STAR	LICKETY-SPLIT	VOYAGEUR
CAP STREETER	MARYLYN	
CELEBRATION	RIVERVIEW	
CITYVIEW	SHAKE A LEG	
EVENING STAR	SHORELINE II	



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000078

EXPIRES MARCH 1, 2018

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

STAR OF CHICAGO

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

- ☒ Lake Michigan
☐ Other Water(s)

ISSUED: February 22, 2017



IL 432-0540

Liquor License



March 31, 2018




Letter ID: L0233349264

SHORELINE MARINE CO
STAR OF CHICAGO
SUITE 3511
474 N LAKESHORE DRIVE
CHICAGO IL 60611



License No.: 1G-0056987
Expiration Date: 04/30/17
License Type: BOAT
Account ID: 10208054

The State of Illinois Liquor License must be FRAMED and displayed on the licensed premises in plain view of the general public.

 <p>STATE OF ILLINOIS LIQUOR CONTROL COMMISSION Governor Bruce Rauner</p>		Letter ID: L0233349264	
		<p>1G-0056987</p> <p>License Number</p>	
<p>IN ACCORDANCE WITH THE LIQUOR CONTROL ACT OF 1934, THIS CERTIFIES THAT</p> <p>SHORELINE MARINE CO STAR OF CHICAGO OGDEN SLIP CHICAGO IL 60611</p> <p>Cook</p>		<p>HAS PAID ALL FEES AND IS ISSUED A LICENSE IN THE FOLLOWING CLASS:</p> <p>BOAT</p>	
		<p>ISSUE DATE: 03/31/16</p>	<p>Effective: 05/01/16</p>
		<p>THIS LICENSE EXPIRES ON: 04/30/17</p>	
<p>THIS LICENSE MUST BE FRAMED AND HUNG IN PLAIN VIEW IN A CONSPICUOUS PLACE ON THE LICENSED PREMISES Warehouse: N/A</p>		<p>Sales Tax Acct # 10208054</p> <p>THIS LICENSE NOT TRANSFERABLE AS TO PRINCIPAL</p>	

6.2.4 Revenue/Compensation

Shoreline proposes the following Schedule Gross Sales:

Year 1:

- Estimated Gross Revenues:

Year 2:

- Estimated Gross Revenues:

Year 3:

- Estimated Gross Revenues:

Year 4:

- Estimated Gross Revenues:

Year 5:

- Estimated Gross Revenues:

6.2.5 - Professional Qualifications and Specialized Experience of Respondent and Key Personnel Committed to this Program

- **On page 22 you will find Exhibit 2 – Company Profile Information**
- **On pages 24-26 you will find Exhibit 3 – Company References/Client Profile Information**

Shoreline has no outstanding projects or contractual commitments to other clients that would affect our ability to deliver services, capacity to perform within City's timeline, or affect dedicated resources committed to the City's services.

EXHIBIT 2- COMPANY PROFILE INFORMATION

1. **Legal Name of Firm:** Shoreline Marine Co., Inc.
2. **Doing Business under Other Company Name?**
If yes, Name of Company: Shoreline Sightseeing & Shoreline Water Taxi
3. **Headquarters Address:** 474 N. Lake Shore Drive
Suite 3511
4. **City, State, Zip Code:** Chicago, IL 60611
5. **Web Site Address:** www.shorelinesightseeing.com
6. **Proposed Role:** Prime
7. **Number of Years in Business:** 78 Year
8. **Number of Employees:** 450
9. **Total Annual Revenues separated by last 3 full fiscal Years:**
10. **Number of Active Contracts with Government Entity:**
List Name of Government Entity:
Total Number of Active Contracts Valued at \$5 million annually or greater:

Shoreline Marine Reference

Company: Navy Pier Inc.

Contact name and title: Michael Degnan Sr. Vice President of Operations

Contact number: 312-595-5195

Contact email: MDegnan@navypier.com

Questions:

1. I manage the agreement with Shoreline. Shoreline has been operating various boat operations at Navy Pier for more than 20 years. Shoreline has always operated in the most professional manner and continues to be a leader in the tour boat business at Navy Pier and in Chicago.
2. Excellent. During the more than 20 years in operating at Navy Pier, Shoreline has proven to be an expert in the tour boat operations. They run their operation in a very professional manner providing excellent customer service to our guests.
3. Excellent. During the recent major renovations that took place on Navy Pier, Shoreline was able to work with our team to overcome the challenges in the day to day operations. There was constant communications in order to adapt and change because of the construction. Shoreline worked well with us under some difficult situation to provide the best possible experience for their guests.
4. Excellent. Shoreline works well with various departments of Navy Pier. Shoreline interacts with many departments; Operation, Security and Marketing, Shoreline has always interacted in a professional manner.
5. Excellent. Shoreline provides a top notch product to our guest in a very professional manner.
6. Excellent. Reports are always submitted on time.
7. The product and guest service they provide to our guests. The continued growth in annual ridership is a testament to the product they offer, the professionalism of their team and the high level of guest service they provide.
8. None
9. Shoreline is one of the best run professional organizations I have had the pleasure to partner with at Navy Pier. Navy Pier continues to have a long term relationship with Shoreline (about 10 years remaining on our agreement). Without question I would do business with Shoreline again.

6.2.6 Professional Qualifications and Specialized Experience of Respondent and Key Personnel Committed to the Program.

Specialized Experience

Shoreline Sightseeing has been operating boats on the Chicago waterways for 78 years, and water taxis for 20 years. Shoreline strictly adheres to all federal, state and local regulations and has appropriate documentation certifying compliance with United States Coast Guard and Homeland Security.

Shoreline has hired a consultant to assist with the launch and operation of dockside concessions.

Key Personnel and Dedicated Resources

Shoreline Sightseeing's senior level managers involved in this Water Taxi stop are Larry Van Der Bosch, General Manager; Stace Wiseloge, Operations Manager; and Emily Smith, Sales Team Manager.

Shoreline Sightseeing will operate the entertainment boat cruise utilizing our River Tour Operations Crew. Our Tour Marine Operations Manager is Marc Mozga. Marc is a licensed Captain with 14 years of experience in boat navigation. Marc has been employed with Shoreline since 2004 and has worked as a Manager for 9 years. Marc oversees all River Tour Operations.

Each day of operation the entertainment boat cruise dock will be staffed with one to two ticket agents, and a Shoreline greeter. The Shoreline greeter will answer guests' questions, and ticket agents will provide ticketing and tour schedules. Our Ticket Manager and Locations Manager will rotate this stop in their daily schedule. The stop will be connected to operations via cell phones and radio. Shoreline will utilize our established ticketing system Galaxy/Gateway Ticketing to issue and redeem tickets.

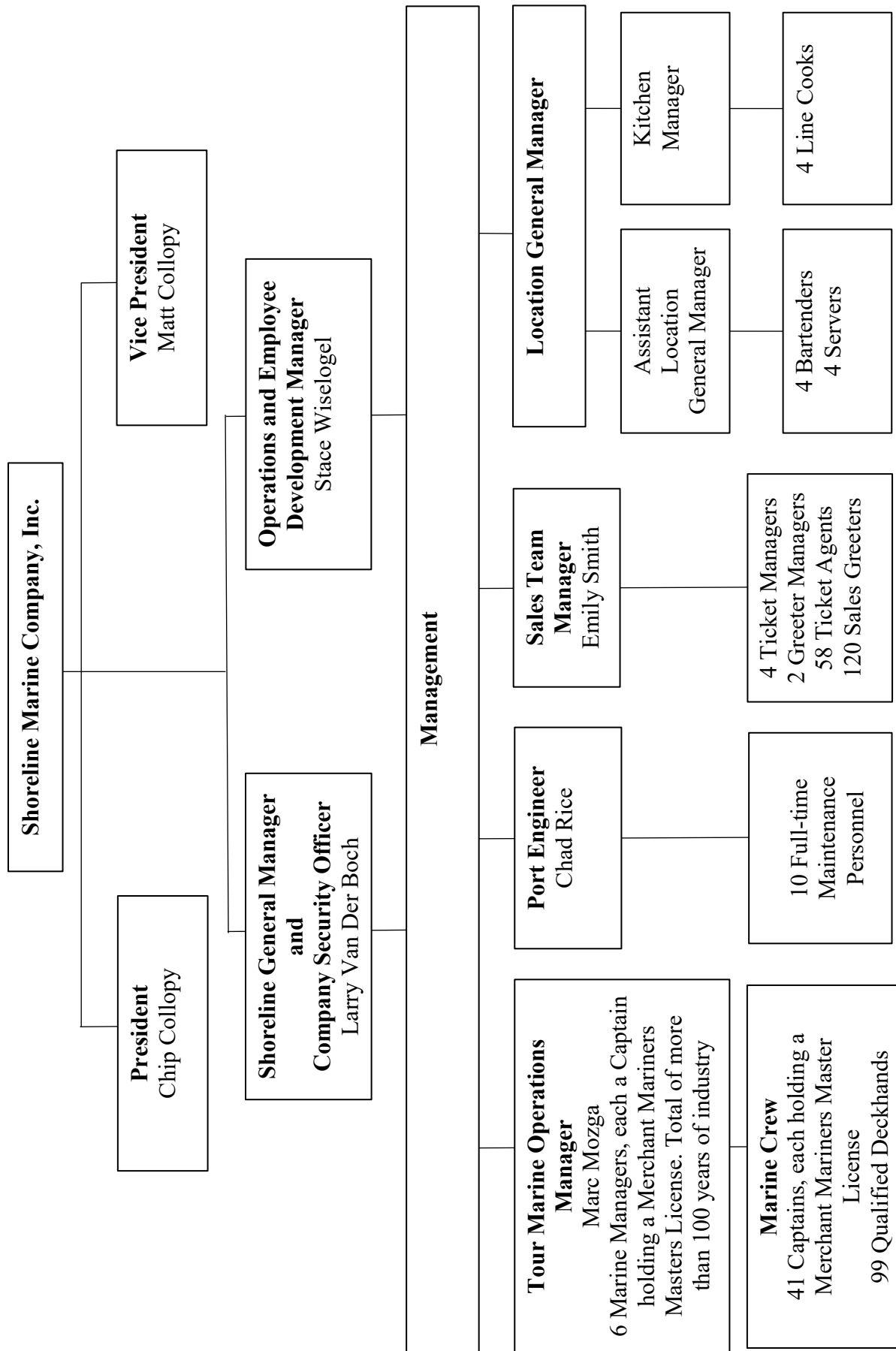
Shoreline will operate the dockside concession by hiring a General Manager. Shoreline will seek a person with bartending experience and someone who has an owner/operator mentality. This manager will be hands-on and will work all positions when needed. This person will have senior management experience with behind-the-scenes operations knowledge. Shoreline will also hire an assistant location manager, a kitchen manager, bartenders, servers and line cooks.

Key Personnel:

- **Charles E. (Chip) Collopy, Jr. is President of Shoreline.** He began working for his father in 1980 and has been with the company ever since, giving him more than 35 years of experience in managing people and vessels. In 1982, at age 18, Chip earned his Captain's license. He graduated from Loyola University in 1987. Chip is a former president of the Great Lakes Passenger Boat Association. He currently serves on the Board of Directors and the Legislative Committee of Passenger Vessel Association and is a member of the Chicago Harbor Safety Committee. Chip is a proud supporter of Friends of the Chicago River. He resides in the City of Chicago.
- **Matthew Collopy, Vice President of Shoreline.** He joined Shoreline in 1980 and has operated vessels and managed personnel since then. In 1983, at age 18, Matt earned his Captain's license. Matt has more than 35 years of experience supervising the construction and acquisition of Shoreline's fleet and has acted as a liaison between Shoreline and the United States Coast Guard. Matt graduated from the University of Wisconsin in Madison in 1987. Matt is a member and active supporter of Friends of the Chicago River. He resides in the City of Chicago.
- **Larry Van Der Bosch, Shoreline General Manager & Company Security Officer (CSO),** joined Shoreline in 1979 as a deckhand. After earning his Captain's license, Larry graduated from Drake University in 1984 and continued his career with Shoreline. Larry is a board member of the Chicago Harbor Safety Committee, a member of Passenger Vessel Association, and serves on the Safety and Security Committee.
- **Stace Wiselogel, Operations Manager,** joined Shoreline in 1990. He received his Bachelor of Arts degree from DePaul University in 1993. Stace began his career at Shoreline as a deckhand, eventually working up the ranks from Captain to Marine Operations Manager, to his current position.
- **Marc Mozga, Tour Marine Operations Manager,** joined Shoreline in 2004 as a Captain, having received his Captain's license in 2003. Marc became a manager with Shoreline in 2008. Originally from Minnesota, he graduated from Columbia College Chicago in 2001 with a BA in film sound. Marc is also a documentary filmmaker and a musician in a Chicago-based duo called Hobbyist.
- **James Hoban, Consultant & Executive Chef,** is working with Shoreline as a consultant to launch this dockside concession. Jim brings years of experience as an Executive Chef and Consultant, with sales over 30 million and management of over 800 employees. Most recently working with Four Corners Tavern Group to launch 13 restaurants since 2004.
- **Chad Rice, Shoreline Port Engineer,** oversees and manages Shoreline's Engineering Department and its 10 full-time employees. Chad attended the United States Merchant Marine Academy in Kings Point, NY, and received a Bachelor of Science degree in Marine Engineering. Chad also has an MBA in Finance from the University of Illinois, with a concentration in Entrepreneurship. Rice holds a U.S. Coast Guard Marine Engineering License in an Unlimited Capacity. He has been with Shoreline for 10 years.

- **Emily Smith, Sales Team Manager**, while earning her BA in Communications at DePaul University, Emily previously worked as one of our ticket agents. Upon graduating, she briefly left to pursue a position as a Marketing Coordinator for Coldwell Banker Residential Brokerage. After two years, Emily returned to Shoreline, accepted the position as a Sales Team Lead, and has been in her current position for the past 2 years.

On page 28 you will find our organizational chart:



6.2.7 – Financial Statements

On pages 32 to 71 you will find Shoreline’s unaudited financial statement.

Shoreline Marine Company (d/b/a Shoreline Sightseeing) does not have an annual audit of our financial statements. Our independent CPA conducts a review of our financial statements; a review entails procedures lesser in scope than a full audit. We are submitting our reviewed financial statements for the years ending March 31, 2016 & 2015 and March 31, 2015 & 2014 to fulfill the historical portion of the request, and eleven-month unreviewed financial statements (through February, 2017) to present our current status. Please note that the unreviewed financial statements do not include adjustments to record depreciation, reclassify repairs & maintenance to fixed assets as necessary, recording accruals and prepaids, and other year-end type accounting entries.

6.2.8 – Economic Disclosure Statement and Affidavit (EDS) and Appendix A

On page 72 you will find the Certificate of Filing for the City Of Chicago Economic Disclosure Statement.

6.2.9 – Legal Actions

Shoreline Sightseeing has no legal actions to report.

6.2.10 – Insurance

On page 73 you will find Shoreline’s Certificate of Liability Insurance.

If additional insurance is required upon award of dock, Shoreline will comply and obtain additional insurance.



CERTIFICATE OF FILING FOR

CITY OF CHICAGO ECONOMIC DISCLOSURE STATEMENT

EDS Number: 104057

Date of This Filing: 02/27/2017 03:25 PM

Certificate Printed on: 02/27/2017

Original Filing Date: 02/27/2017 03:25 PM

Disclosing Party: Shoreline Marine Company Title: Controller
Filed by: Mr. Alan J Omori

Matter: RFP for operation of concessions on
the Chicago Riverwalk
Applicant: Shoreline Marine Company
Specification #: 329656
Contract #:

The Economic Disclosure Statement referenced above has been electronically filed with the City. Please provide a copy of this Certificate of Filing to your city contact with other required documents pertaining to the Matter. For additional guidance as to when to provide this Certificate and other required documents, please follow instructions provided to you about the Matter or consult with your City contact.

A copy of the EDS may be viewed and printed by visiting <http://webapps1.cityofchicago.org/EDSWeb> and entering the EDS number into the EDS Search. Prior to contract award, the filing is accessible online only to the disclosing party and the City, but is still subject to the Illinois Freedom of Information Act. The filing is visible online to the public after contract award.

Client#: 43271 SHORMAR

ACORDTM CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 3/06/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER P&C Chicago Mesrow Insurance Services 353 N. Clark Street Chicago, IL 60654		CONTACT NAME: PHONE (A/C, No, Ext): 312 595-6200 FAX (A/C, No): E-MAIL: ADDRESS:	
INSURED Shoreline Marine, Inc. dba: Shoreline Sightseeing 474 North Lake Shore Drive; Suite 3511 Chicago, IL 60611		INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Property Casualty Co. NAIC #: 25674 INSURER B: Hartford Underwriters Insurance 30104 INSURER C: INSURER D: INSURER E: INSURER F:	


COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBS INSR NVO	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		ZOL11P1191213ND	08/03/2016	08/03/2017	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED EQUIPMENT (Per occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMPROP AGG \$1,000,000 \$
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		83UECRF4628	08/03/2016	08/03/2017	COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR 1 EXCESS LIAB CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$		31M37483	08/03/2016	08/03/2017	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY DISCREET/COMPARTMENT/EXTORTIVE OFFICER/NUMBER EXCLUDED? Y/N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A	6JUB2E04480516	02/08/2016	02/08/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$500,000 E.L. DISEASE - EA EMPLOYEE \$500,000 E.L. DISEASE - POLICY LIMIT \$500,000
A	Protection & Indemnity		ZOH11N8145715ND	08/03/2016	08/03/2017	\$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 *Certificate Holder Continued: Department of Fleet and Facility Management Attn: Bureau of Asset Management

City of Chicago Department of Fleet and Facility Management is included as an Additional Insured, as their interest may appear, with respect to the General Liability and Automobile Liability policies, where required by written contract.
 (See Attached Descriptions)

CERTIFICATE HOLDER City of Chicago* 30 North LaSalle Street Suite 300 Chicago, IL 60602	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	--

RFP Summary

Shoreline is a family-owned business. Both Chip and Matt Collopy are proud Chicago residents and as senior Shoreline management staff take pride in what we do. We are fortunate to showcase this beautiful city's glorious past, vibrant present, and exciting future.

With Shoreline, you have a known and respected brand that has demonstrated a longstanding commitment to its customers, community, and employees. When passengers take a Shoreline boat tour or visit the Taco Shack, we hope they will understand why we think this city is so special and that they will want to experience it again and again. We are proud ambassadors for the City of Chicago.

We bring decades of expertise and service to this venture. Recognizing that we do not have a food service background, we are confident that consultant James Hoban will close that gap, ensuring that we provide outstanding food service for our customers.

We appreciate your thoughtful consideration of this response to this is a unique opportunity for Shoreline.

Submitted by: Charles "Chip" Collopy, Jr. and Matthew Collopy



**Response to: Request for Proposal (RFP) for Operations of
Concessions on the Chicago Riverwalk**

Specification No.: 329656

Location: 105 East Riverwalk

Concession Type: Water Taxi Service

Shoreline Reference: WT2017

Charles "Chip" E. Collopy, Jr.
President
Shoreline Marine Company, Inc.
474 N. Lake Shore Drive, Suite 3511
Chicago, IL 60611

Title Page:

This RFP response includes trade secrets or other proprietary data that may not be disclosed outside the City and may not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate this Proposal submittal.

The data subject to this restriction are contained on pages:

5-7: Proposed Dock Diagrams

26: Revenue Compensation Proposal

28: Company Profile Questions 9-11

36-75: Financial Statements

March 7, 2017

Jamie L. Rhee
Chief Procurement Officer
Department of Procurement Services
Bid & Bond – Room 103, City Hall
121 North LaSalle Street
Chicago, IL 60602

Re: Request for Proposal (RFP) for Operations of Concessions on the Chicago River Walk
Specification No.: 329656
Location: 105 East Riverwalk
Concession: Water Taxi Service

Shoreline Marine Company, Inc. is pleased to submit this proposal in response to the City of Chicago's Operations of Concessions on the Chicago Riverwalk Request for Proposals. Shoreline is proposing to operate a Water Taxi stop at 105 East Riverwalk (between Clark and LaSalle).

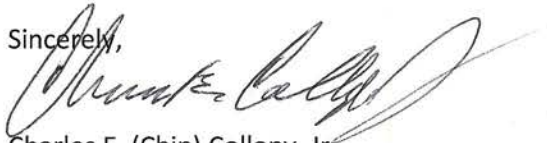
Shoreline has been in business since 1939 (78 years), offering water taxi service for 20 years. The company offers Architecture River Tours on the Chicago River, Classic Lake Tours on Lake Michigan, specialty cruises and water taxi service (to and from Navy Pier, the Museum Campus, the Michigan Avenue Bridge, Willis Tower/Union Station).

Shoreline's key personnel and partners are Charles E. (Chip) Collopy, Jr., President and Matthew Collopy, Vice President. There are no other legal participants. The legal name of this company is Shoreline Marine Company, Inc. (DBA Shoreline Sightseeing, and Shoreline Water Taxi). The company headquartered at 474 N. Lake Shore Drive, Suite 3511. The principle places of business are Navy Pier, the Michigan Avenue Bridge, and Grant Park. Shoreline Marine Company is a corporation, authorized to do business in Illinois. The principal contact for Shoreline is Chip Collopy, 312-321-0428, cec@shorelinesightseeing.com.

Shoreline believes it has the capability to provide water taxi service for guests to get to and from the Chicago Riverwalk. Shoreline will utilize the current water taxi fleet of 7 water taxis, and will reevaluate after the first year of operation, the possibility of adding water taxis to fulfill the service obligation. Any additional water taxis built will be modeled after ASAP, a double-decker water taxi that can hold 109 passengers. A photo is attached.

Shoreline appreciates the opportunity to work with the City of Chicago and to continue to strive to provide the highest quality service to our community.

Sincerely,



Charles E. (Chip) Collopy, Jr.
President

Executive Summary 6.2.2

Shoreline Sightseeing fully supports the City of Chicago and Mayor Emanuel's intended growth of Chicago's Riverwalk. We understand the city's objective to strengthen the visibility and visitation to the Riverwalk by continuing to improve on the goods and services offered along the one-and-a-quarter mile stretch. In the following proposal you will see how Shoreline Sightseeing will add to the Riverwalk with a Water Taxi stop on the Arcade District at 105 East Riverwalk, connecting Chicago's top cultural and tourism stops to the Riverwalk via the Chicago River.

Shoreline Sightseeing will launch a Water Taxi stop at 105 East Riverwalk beginning first with infrastructure needed for successful operations. Utilizing Shoreline's experience from our 20 years in the water taxi business and 78 years in the boat tour business, we will facilitate a seamless launch. Shoreline will put the infrastructure into place such as loading ramps, ticket kiosks, signage and staff on location. Shoreline understands the process of getting booth and signage approved by the City of Chicago.

In the first year of service Shoreline will utilize the Water Taxi fleet currently used in daily operation. Shoreline currently operates 7 Water Taxis. And will utilize 4 of these Water Taxi's on the Chicago River with dock pickup and drop off locations at Union Station/Willis Tower, 105 W. Riverwalk, 401 N. Michigan Ave., and Ogden Slip at Navy Pier. Riders can then disembark and walk a short distance to our Lake Michigan stop on Navy Pier and connect to Museum Campus (Adler, Shedd and Field Museum). Shoreline will offer "short" and "long" ride tickets, allowing guests to choose the ticket that fits their needs. In addition to this Water Taxi stop, we will offer boat tours such as evening cocktail cruises and firework tours. We will also offer ticket sales for our other tour products from our ticket kiosk at this dock. The estimated total gross revenue in the proposal reflects these additional boat tours and ticket sales.

Shoreline will operate the Water Taxi stop at 105 East Riverwalk in a manner similar to other remote locations we have in the city. A location manager will be assigned to two or more ticket booth locations, fully staffed with greeters and ticket agents. The location manager floats from location to location throughout the shift. The locations are connected via cell phones and computers to other Shoreline locations, including headquarters.

Shoreline Sightseeing operates Water Taxi stops similar to the one proposed at 105 East Riverwalk at Union Station/Willis Tower and on Museum Campus. At both locations the infrastructure of these remote locations was designed and installed by Shoreline, as there was no pre-existing infrastructure when operation began. Shoreline has built our boat docking systems and has had to adapt for water levels each year of operations. Shoreline utilized our own engineering team to scope out and perform the work.

When choosing an outside contractor to complete work, Shoreline will comply with the MBE/WBE requirements set for by the City of Chicago.

Shoreline has no exceptions or objections to the terms and conditions in the sample license agreement.

Shoreline has received addendums: No. 1

On page 5 you will find the signed Addendum Receipt Acknowledgement

6.2.3.1 Tier 1 Conceptual, Financial and General

Conceptual Elements

Shoreline Sightseeing will develop a Shoreline Water Taxi stop at 105 East Riverwalk connecting the Arcade District to Union Station/Willis Tower, 401 N. Michigan Avenue (northeast corner of Michigan Avenue and the Chicago River) , Navy Pier and Museum Campus. This stop will bring people via water to the public walkway, providing an all-encompassing experience.

Shoreline's water taxi stop will be a minimalistic design, using the current structure in place for docking, loading and unloading with a flexible ramp system. Shoreline will design a small portable ticket booth, using portable technology to sell and redeem tickets.

The design of the loading dock and ticket booth will be minimalistic, using a natural color scheme. Shoreline will utilize the graphics and creative design used at our other locations. Shoreline's signage will be professionally created and will adhere to our ticket booth or kiosk. Shoreline will utilize sandwich board directional signs near the dock area.

A Shoreline Water Taxi stop will enhance the Riverwalk by increasing its accessibility from other parts of the river and Lake Michigan, utilizing the very recourse the Riverwalk was founded on – the Chicago River.

On pages 6-8 you will find renderings of our conceptual design:

February 21, 2017

Addendum No. 1

to

**REQUEST FOR PROPOSAL (RFP) FOR OPERATION OF CONCESSIONS ON THE
CHICAGO RIVERWALK**

SPECIFICATION NO. 329656

Required by:



CITY OF CHICAGO
Department of Fleet and Facility Management

Consisting of Sections 1 - 4 including this Acknowledgment.

SECTION 4: ADDENDUM RECEIPT ACKNOWLEDGMENT

I hereby acknowledge receipt of Addendum No.1 to the RFP named above and further state that I am authorized to execute this Acknowledgment on behalf of the company listed below.

Charles "Chip" Collopy
Signature of Authorized Individual

Charles "Chip" Collopy
Name of Authorized Individual (Type or Print)

President
Title

Shoreline Sightseeing
Company Name

312-321-0428
Business Telephone Number

**Complete and Return this Acknowledgment by email to:
edward.anderson@cityofchicago.org**

6.2.3.2 – Operations of Concessions

Shoreline's Water Taxi stop will be operated by the Shoreline Sightseeing crew. Shoreline Sightseeing's recipe for operational excellence in the last 78 years is rooted in the rigors of operating in a marine environment, where the safety and well-being of our customers are paramount and where there is no such thing as details that are "too small." Every employee, every piece of equipment, and the orchestration of the many moving parts, all contribute to the totality of a positive customer experience. Our actively engaged management team has decades of experience within the tourism industry. We have learned that reliable and predictable schedules, competitive market pricing, and a communicative staff who can appreciate the challenges faced by both foreign and domestic visitors to Chicago are all key to a successful operation. Passenger metrics such as capacity utilization and totals passengers carried are analyzed to align boat frequency and operating hours with customer demand.

6.2.3.3 Programming

Navigation and access to Chicago's many points of interest are especially crucial part of how a visitor interfaces with the city. The comfort and reliability of the Shoreline Water Taxi fleet accomplishes this service while simultaneously showcasing the best views of the lakefront and Chicago River. The company's cultural emphasis on customer engagement ensures that we are consistently following Marshall Field's advice to "Give the lady what she wants".

6.2.3.4 – Customer Service Philosophy

Aside from passenger data and informal samplings of customer satisfaction, we have found that social media platforms such as Facebook, Twitter, TripAdvisor and Yelp have provided near instantaneous feedback from our customers, far outpacing the communication we receive via email or through our seven-day-a-week staffed call center.

6.2.3.5 – MBE/WBE Commitment

Shoreline Sightseeing plans to complete the installation and delivery of our booths and ramp. In the event that an outside contractor is needed, Shoreline Sightseeing will make every effort to utilize a MBE/WBE contractor.

6.2.3.6 - Value Added Services

A Shoreline Water Taxi stop on the Chicago Riverwalk would provide the added value of convenience, both as an avenue to get people to the Riverwalk and also in exiting the Riverwalk. Suburban guests coming to the city can hop on a conveniently located Shoreline Water Taxi stop at the Adams Street Bridge and transfer to the 105 East Riverwalk Shoreline Water Taxi stop. Guests arriving to the city using the L-Trains can visit the Chicago Riverwalk after getting off the train at the State/Lake stop. After exploring the Chicago Riverwalk, they can continue to enjoy all that Chicago has to offer by taking a Shoreline Water Taxi to North Michigan Avenue, Willis Tower, Navy Pier, and Museum Campus.

Adding the Chicago Riverwalk stop on the already expansive Shoreline Water Taxi route provides a unique service to residents and guests. The expansive route Shoreline has secured through docking contracts sets us apart from our competitors. There is a Shoreline Water Taxi stop at most major tourist attractions in Chicago. Shoreline Water Taxi's highlight the unique way that Chicago utilize and celebrates the Chicago River, a character that sets Chicago apart from other cities.

6.2.3.7 – Business Licenses

On the following pages you will find Shoreline Sightseeing's business licenses:

- State of Illinois Domestic Corporation Business License
- Passenger Boat License for all Water Taxis and one Tour Boat
- United States Coast Guard Certificate of Documentation for all Water Taxis and one Tour Boat
- United States Coast Guard Certificate of Inspection for all Water Taxis and one Tour Boat
- Liquor License for Tour Boat (Blue Dog)
- Annual City of Chicago Boat License
- Department of Natural Resources License

File Number 2710-374-0

To all to whom these Presents Shall Come, Greeting:

I, George H. Ryan, Secretary of State of the State of Illinois,

do hereby certify that SHORELINE MARINE COMPANY, A DOMESTIC CORPORATION, INCORPORATED UNDER THE LAWS OF THIS STATE JULY 17, 1941, APPEARS TO HAVE COMPLIED WITH ALL THE PROVISIONS OF THE BUSINESS CORPORATION ACT OF THIS STATE RELATING TO THE FILING OF ANNUAL REPORTS AND PAYMENT OF FRANCHISE TAXES, AND AS OF THIS DATE, IS IN GOOD STANDING AS A DOMESTIC CORPORATION IN THE STATE OF ILLINOIS*****

In Testimony Whereof, *I hereto set*
my hand and cause to be affixed the Great Seal of
the State of Illinois this 29TH
day of JULY *A.D., 19* 94

George H Ryan
 SECRETARY OF STATE



To all to whom these Presents Shall Come, Greeting:

Whereas, *Articles of Incorporation* duly signed and verified of
SHORELINE MARINE COMPANY

have been filed in the Office of the Secretary of State, on the 17th
day of July A. D. 1941, as provided by "THE BUSINESS
CORPORATION ACT" of Illinois, in force July 13, A. D. 1933.

Now Therefore, I, EDWARD J. HUGHES, Secretary of State, of the State of Illinois,
by virtue of the powers vested in me by law, do hereby issue this certificate of
incorporation, and attach thereto a copy of the Articles of Incorporation
of the aforesaid corporation.

In Testimony Whereof, I hereto set my hand, and cause to
be affixed the Great Seal of the State of Illinois,

Done at the City of Springfield this 17th

day of July A. D. 1941 and

of the Independence of the United States

the one hundred and 65th



Edward J. Hughes
SECRETARY OF STATE

STATE OF ILLINOIS
Office of the
Secretary of State

MAIL

12728069

STATE OF ILLINOIS } SS. NO.
COOK COUNTY
FILED FOR RECORD

1941 JUL 28 AM 10 44

1353

RECORDED IN
BOOK

PAGE
RECORDED

14

Edward J. Kimmel

Shoreline Marine Company

Articles of
Incorporation
of

*George S. Kimmel
and W. Gordon Lee
Clarks
6/24*



CITY OF CHICAGO
DEPARTMENT OF BUSINESS AFFAIRS AND CONSUMER PROTECTION

COMMERCIAL PASSENGER VESSEL OWNER

This is to certify that the following Commercial Passenger Vessel owner has met all requirements for licensing, including payment of the required license fee, as a Commercial Passenger Vessel Owner pursuant to Chapter 4-250 of the Municipal Code of Chicago.

This license is non-transferable and the license fee is non-refundable

Commercial Passenger Vessel License Issued to:

SHORELINE MARINE COMPANY, INC

014

Issue Date: 4/08/2016

Expire date: 04/30/2017

Authorized Vessels:

ASAP	GIDDY UP	SKEDADDLE
BLUE DOG	GOTTA GO NOW	STAR OF CHICAGO
BRIGHT STAR	LICKETY-SPLIT	VOYAGEUR
CAP STREETER	MARYLYN	
CELEBRATION	RIVERVIEW	
CITYVIEW	SHAKE A LEG	
EVENING STAR	SHORELINE II	



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000063

EXPIRES MARCH 1, 2018

ASAP

SHORELINE MARINE COMPANY
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

☒ Lake Michigan

☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000064

EXPIRES MARCH 1, 2018

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

BLUE DOG

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

- ☒ Lake Michigan
☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000069

EXPIRES MARCH 1, 2018

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

GIDDY UP

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

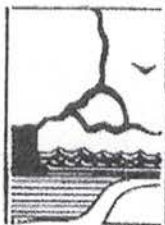
FOR OPERATION ON:

- ☒ Lake Michigan
☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000070

EXPIRES MARCH 1, 2018

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

GOTTA GO NOW

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

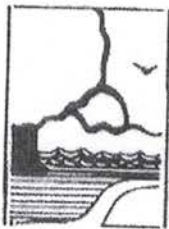
☒ Lake Michigan

☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P17000074

EXPIRES MARCH 1, 2018

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

SHAKE A LEG

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

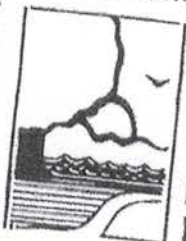
FOR OPERATION ON:

- ☒ Lake Michigan
☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

SHORELINE MARINE COMPANY INC
474 N LAKE SHORE DR #3511
CHICAGO, IL 60611

PASSENGER BOAT LICENSE

P17000076

EXPIRES MARCH 1, 2018

SKEDADDLE

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

☒ Lake Michigan

☐ Other Water(s)

ISSUED: February 22, 2017



IL 422-0540



Illinois
Department of
Natural Resources

PASSENGER BOAT LICENSE

P16000107

EXPIRES MARCH 1, 2017

SHORELINE MARINE COMPANY, INC - SKEDADDLE
474 N LAKE SHORE DR # 3511
CHICAGO, IL 60611

This is to certify that the above named is hereby licensed to engage in the business of operating a boat or boats carrying passengers for hire under provisions of the Illinois Compiled Statutes, Chapter 625, Boat Registration and Safety Act, Article VII. This license must be prominently displayed upon the watercraft and available for inspection at all times.

LICENSED TO CARRY: More than 6 passengers

FOR OPERATION ON:

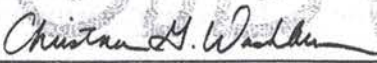
- ☒ Lake Michigan
☐ Other Water(s)

ISSUED: March 07, 2016



IL 422-0540

**UNITED STATES OF AMERICA****DEPARTMENT OF HOMELAND SECURITY
UNITED STATES COAST GUARD****NATIONAL VESSEL DOCUMENTATION CENTER****CERTIFICATE OF DOCUMENTATION**

VESSEL NAME BLUE DOG		OFFICIAL NUMBER 643126	IMO OR OTHER NUMBER MLW000037M81		YEAR COMPLETED 1981
HAILING PORT CHICAGO IL		HULL MATERIAL ALUMINUM			MECHANICAL PROPULSION YES
GROSS TONNAGE 31 GRT	NET TONNAGE 21 NRT	LENGTH 47.7	BREADTH 18.0	DEPTH 5.5	
PLACE BUILT DELTAVILLE VA					
OWNERS SHORELINE MARINE COMPANY		OPERATIONAL ENDORSEMENTS REGISTRY COASTWISE			
MANAGING OWNER SHORELINE MARINE COMPANY INC 474 N LAKE SHORE DRIVE, SUITE 3511 CHICAGO IL 60611-3400					
RESTRICTIONS NONE					
ENTITLEMENTS NONE					
REMARKS NONE					
ISSUE DATE APRIL 19, 2016		 ACTING DIRECTOR, NATIONAL VESSEL DOCUMENTATION CENTER			
THIS CERTIFICATE EXPIRES MAY 31, 2017					



This certificate is not valid for operation of the vessel until the vessel is marked with the name, official number, and hailing port as shown on the certificate. The original certificate must be kept aboard the vessel at all times when in operation and must be presented upon the demand of federal, state or local officials for law enforcement purposes. Vessels with only a recreational endorsement may not engage in commercial trade.

Documented vessels may be registered by states for tax and other purposes and may be required to display a state decal. This certificate is valid for one year. Renewal is the responsibility of the owner. This certificate must be surrendered to the National Vessel Documentation Center (NVDC), 792 T J Jackson Drive, Falling Waters, West Virginia 25419, upon a change in ownership, change in state of incorporation, or a change in any other element shown on the certificate other than change of address. This certificate is invalid for any vessel other than one documented solely for recreation when the vessel is placed under the command of a person who is not a citizen of the U.S. The vessel and its equipment are liable to seizure and forfeiture to the U.S. government and the owner is liable for a civil penalty of not more than \$10,000.00 per violation. Each day of a continuing violation is a separate violation.

Any change in address of the managing owner must be reported promptly to the NVDC. You may contact us at (304) 271-2400.

Note: The certificate on the face of this document is not conclusive evidence of title in any proceeding where ownership is in issue. Complete records are on file at the NVDC. The sale or transfer section below is provided for convenience only.

SALE OR TRANSFER OF VESSEL

100% OF THE VESSEL IDENTIFIED HEREIN IS SOLD (TRANSFERRED) BY THE OWNER(S) NAMED ON THE FACE OF THIS CERTIFICATE TO THE FOLLOWING PERSON(S). ADDRESS MUST BE INCLUDED.

IF SOLD (TRANSFERRED) TO MORE THAN ONE PERSON, THE PURCHASER(S)/TRANSFeree(S) ARE TENANTS IN COMMON, EACH OWNING AN EQUAL UNDIVIDED INTEREST, UNLESS OTHERWISE INDICATED HEREIN: CHECK ONLY ONE OF THE FOLLOWING BLOCKS TO SHOW ANOTHER FORM OF OWNERSHIP.

- ☐ JOINT TENANCY WITH RIGHT OF SURVIVORSHIP ☐ TENANCY BY THE ENTIRETIES ☐ COMMUNITY PROPERTY
☐ OTHER

SIGNATURE OF SELLER(S)/TRANSFEROR(S) OR PERSONS SIGNING ON BEHALF OF SELLER(S)/TRANSFEROR(S):

DATE SIGNED:

NAME(S) OF PERSON(S) SIGNING ABOVE, AND LEGAL CAPACITY IN WHICH SIGNED (E.G. OWNER, AGENT, TRUSTEE, EXECUTOR)

ACKNOWLEDGMENT (TO BE COMPLETED BY NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED BY A LAW OR A STATE OR THE UNITED STATES TO TAKE OATHS.)

ON _____ THE PERSON(S) NAMED
(DATE)

STATE:

COUNTY:

ABOVE ACKNOWLEDGED EXECUTION OF THE FOREGOING INSTRUMENT
IN THEIR STATED CAPACITY(IES) FOR THE PURPOSES THEREIN CONTAINED.

NOTARY PUBLIC
MY COMMISSION EXPIRES:

PRIVACY ACT STATEMENT

IN ACCORDANCE WITH 5 USC 552(A). THE FOLLOWING INFORMATION IS PROVIDED TO YOU WHEN SUPPLYING PERSONAL INFORMATION TO THE U.S. COAST GUARD:

- AUTHORITY.** SOLICITATION OF THIS INFORMATION IS AUTHORIZED BY 46 USC CHAPTER 313 AND 46 CFR, PART 67.
- THE PRINCIPAL PURPOSES** FOR WHICH THIS INSTRUMENT IS TO BE USED ARE:
 - TO PROVIDE A RECORD, AVAILABLE FOR PUBLIC INSPECTION AND COPYING, OF THE SALE OR OTHER CHANGE IN OWNERSHIP OF A VESSEL WHICH IS DOCUMENTED, WILL BE DOCUMENTED, OR HAS BEEN DOCUMENTED PURSUANT TO 46 USC, CHAPTER 121.
 - RETENTION FOR EXAMINATION BY GOVERNMENTAL AUTHORITIES AND MEMBERS OF THE GENERAL PUBLIC.
- THE ROUTINE USE** WHICH MAY BE MADE OF THIS INFORMATION INCLUDES DEVELOPMENT OF STATISTICAL DATA CONCERNING DOCUMENTED VESSELS.
- DISCLOSURE OF THE INFORMATION REQUESTED ON THIS FORM IS VOLUNTARY. HOWEVER, FAILURE TO PROVIDE THE INFORMATION COULD PRECLUDE FILING OF A BILL OF SALE AND DOCUMENTATION OF THE VESSEL NAMED HEREIN PURSUANT TO 46 USC CHAPTER 121. MOREOVER, BILLS OF SALE WHICH ARE NOT FILED ARE NOT DEEMED TO BE VALID AGAINST ANY PERSON HAVING ACTUAL KNOWLEDGE OF THE SALE. (46 USC 31321 (A)).

AN AGENCY MAY NOT CONDUCT OR SPONSOR, AND A PERSON IS NOT REQUIRED TO RESPOND TO A COLLECTION OF INFORMATION UNLESS IT DISPLAYS A VALID OMB CONTROL NUMBER.

THE COAST GUARD ESTIMATES THAT THE AVERAGE BURDEN FOR THIS FORM IS 20 MINUTES FOR COMPLETING AND 5 MINUTES FOR FILING. YOU MAY SUBMIT ANY COMMENTS CONCERNING THE ACCURACY OF THIS BURDEN ESTIMATE OR ANY SUGGESTIONS FOR REDUCING THE BURDEN TO: U.S. COAST GUARD, NATIONAL VESSEL DOCUMENTATION CENTER, 792 T J JACKSON DRIVE, FALLING WATERS, WEST VIRGINIA 25419 OR OFFICE OF MANAGEMENT AND BUDGET, PAPERWORK REDUCTION PROJECT (1625-0027), WASHINGTON, DC 20503.



Certificate of Inspection

Certification Date:
14Jun2012

BLUE DOG

DURING PERIOD OF 01 OCTOBER TO 15 APRIL CARRAIGE LIMITED TO EIGHTY-EIGHT (88) PERSONS, OF WHICH EIGHTY-FIVE (85) MAY BE PASSENGERS. NO MORE THAN SIXTY (60) PASSENGERS MAY BE CARRIED ON THE UPPER DECK.

A MINIMUM OF ONE (1) DECKHAND SHALL BE ASSIGNED TO EACH DECK.

IF THE VESSEL IS AWAY FROM THE DOCK, OR PASSENGERS ARE ONBOARD OR HAVE ACCESS TO THE VESSEL FOR A PERIOD EXCEEDING TWELVE (12) HOURS IN A TWENTY-FOUR (24) HOUR PERIOD, AN ALTERNATE CREW SHALL BE PROVIDED.

THE MINIMUM NUMBER OF CHILD-SIZE LIFE PRESERVERS REQUIRED IS TEN (10). WHEN MORE THAN TEN (10) CHILDREN OR ADULTS WEIGHING LESS THAN NINETY (90) POUNDS ARE CARRIED, A CHILD-SIZE LIFE PRESERVER SHALL BE PROVIDED FOR EACH SUCH ADDITIONAL PERSON ON BOARD.

---Hull Exams---

Exam Type	Next Exam	Last Exam	Prior Exam
Drydock	31Mar2016	09Mar2011	18Mar2009

---Stability---

Letter	Approval Date /	Office/ Marine Safety Center
	22May2009	

---Lifesaving Equipment---

	Number	Persons	Required	
Total Equipment for	98		Life Preservers(Adult)	98
Lifeboats(Total)	0	0	Life Preservers(Child)	10
Lifeboats(Port)*	0	0	Ring Buoys(Total)	1
Lifeboats(Starbd)*	0	0	With Lights*	1
Motor Lifeboats*	0	0	With Line Attached*	1
Lifeboats W/Radio*	0	0	Other*	0
Rescue Boats/Platforms	0	0	Immersion Suits	0
Inflatable Rafts	0	0	Portable Lifeboat Radios	0
Life Floats/Buoyant App	0	0	Equipped with EPIRB?	No
Inflatable Bouyant App(IBA)	0	0	(* included in totals)	

---Fire Fighting Equipment---

Number of Fireman Outfits/	0	Number of Fire Pumps/	1
----------------------------	---	-----------------------	---

Hose information

Qty	Diameter	Length
1	1.5	Other

Fire Extinguishers - Hand portable and semi-portable

Qty	Class Type
1	B-I
3	B-II

END



Certificate of Inspection

Certification Date:
14Jun2012

BLUE DOG

DURING PERIOD OF 01 OCTOBER TO 15 APRIL CARRAIGE LIMITED TO EIGHTY-EIGHT (88) PERSONS, OF WHICH EIGHTY-FIVE (85) MAY BE PASSENGERS. NO MORE THAN SIXTY (60) PASSENGERS MAY BE CARRIED ON THE UPPER DECK.

A MINIMUM OF ONE (1) DECKHAND SHALL BE ASSIGNED TO EACH DECK.

IF THE VESSEL IS AWAY FROM THE DOCK, OR PASSENGERS ARE ONBOARD OR HAVE ACCESS TO THE VESSEL FOR A PERIOD EXCEEDING TWELVE (12) HOURS IN A TWENTY-FOUR (24) HOUR PERIOD, AN ALTERNATE CREW SHALL BE PROVIDED.

THE MINIMUM NUMBER OF CHILD-SIZE LIFE PRESERVERS REQUIRED IS TEN (10). WHEN MORE THAN TEN (10) CHILDREN OR ADULTS WEIGHING LESS THAN NINETY (90) POUNDS ARE CARRIED, A CHILD-SIZE LIFE PRESERVER SHALL BE PROVIDED FOR EACH SUCH ADDITIONAL PERSON ON BOARD.

---Hull Exams---

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Lifeboats(Starbd)*	0	0	With Lights*	1
Motor Lifeboats*	0	0	With Line Attached*	1
Lifeboats W/Radio*	0	0	Other*	0
Rescue Boats/Platforms	0	0	Immersion Suits	0
Inflatable Rafts	0	0	Portable Lifeboat Radios	0
Life Floats/Buoyant App	0	0	Equipped with EPIRB?	No
Inflatable Bouyant App(IBA)	0	0	(* included in totals)	

---Fire Fighting Equipment---

Number of Fireman Outfits/	0	Number of Fire Pumps/	1
----------------------------	---	-----------------------	---

Hose information

Qty	Diameter	Length
1	1.5	Other

Fire Extinguishers - Hand portable and semi-portable

Qty	Class Type
1	B-I
3	B-II

END



United States of America
Department of Homeland Security
United States Coast Guard

Certification Date: 14 Jun 2012
Expiration Date: 14 Jun 2017
IMO Number:

Certificate of Inspection

For ships on international voyages this certificate fulfills the requirements of SOLAS 74 as amended, regulation V/14, for a SAFE MANNING DOCUMENT.

Vessel Name BLUE DOG	Official Number 643126	Call Sign WCR7375	Service Passenger (Inspected)			
Hailing Port CHICAGO IL	Hull Material Aluminum	Horsepower 240	Propulsion Diesel Reduction			
Place Built DELTAVILLE, VA	Delivery Date 07Dec1981	Date Keel Laid	Gross Tons R-31	Net Tons R-21	DWT	Length R-47.7
Owner SHORELINE MARINE COMPANY 474 N LAKE SHORE DR SUITE 3511 CHICAGO, IL 60611 UNITED STATES	Operator SHORELINE MARINE COMPANY 474 N LAKE SHORE DR SUITE 3511 CHICAGO, IL 60611 UNITED STATES					

This vessel must be manned with the following licensed and unlicensed personnel. Included in which there must be 0 certified lifeboatmen, 0 certified tankermen, 0 HSC type rating, and 0 GMDSS Operators.

1 Master	0 Master & 1st Class pilot	0 Radio Officer(s)	0 Chief Engineer	0 QMED/Rating
0 Chief Mate	0 Mate & 1st Class Pilot	0 Able Seamen/ROANW	0 1st Asst. Engr/2nd Engr.	0 Oilers
0 2nd Mate/OICNW	0 Lic. Mate/OICNW	0 Ordinary Seamen	0 2nd Asst. Engr/3rd Engr.	
0 3rd Mate/OICNW	0 1st Class Pilot	2 Deckhands	0 3rd Asst. Engr.	
			0 Lic. Engr.	

In addition, this vessel may carry 95 passengers, 0 other persons in crew, 0 persons in addition to crew, and no others. Total persons allowed: 98

Route Permitted and Conditions of Operation:

---Rivers plus Limited Great Lakes---

LAKE MICHIGAN UNDER THE FOLLOWING CONDITIONS:

WITHIN ONE (1) NAUTICAL MILE FROM SHORE, NOT TO EXTEND NORTH BEYOND THE NORTH AVENUE JETTY LIGHT (41-55 N, 087-36 W) OR SOUTH BEYOND THE ADLER PLANETARIUM DOME (41-52 N, 087-35 W).

DURING PERIOD OF 16 APRIL TO 30 SEPTEMBER CARRIAGE LIMITED TO NINETY-EIGHT (98) PERSONS, OF WHICH NINETY-FIVE (95) MAY BE PASSENGERS. NO MORE THAN SEVENTY (70) PASSENGERS MAY BE CARRIED ON THE UPPER DECK.

SEE NEXT PAGE FOR ADDITIONAL CERTIFICATE INFORMATION

With this Inspection for Certification having been completed at Chicago, IL, the Officer in Charge, Marine Inspection, Marine Safety Unit Chicago certified the vessel, in all respects, is in conformity with the applicable vessel inspection laws and the rules and regulations prescribed thereunder.

Annual/Periodic/Quarterly Reinspections			
Date	Zone	A/P/Q	Signature
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-
-	-	-	-

This certificate issued by:

ROBERT E. BAILEY, CAPT, USCG, BY DIRECTION
Officer in Charge, Marine Inspection
Marine Safety Unit Chicago
Inspection Zone

6.2.4 Revenue/Compensation - Redacted

Shoreline proposes the following Schedule of Estimated Sales:

Year 1:

- Estimated Gross Sales:

Year 2:

- Estimated Gross Sales:

Year 3:

- Estimated Gross Sales:

Year 4:

- Estimated Gross Sales:

Year 5:

- Estimated Gross Sales:

6.2.5 - Professional Qualifications and Specialized Experience of Respondent and Key Personnel Committed to this Program

- **On page 32 you will find Exhibit 2 – Company Profile Information**
- **On pages 33-35 you will find Exhibit 3 – Company References/Client Profile Information**

Shoreline has no outstanding projects or contractual commitments to other clients that would affect our ability to deliver services, capacity to perform within City's timeline or affect dedicated resources committed to the City's services.

EXHIBIT 2- COMPANY PROFILE INFORMATION

Redacted Version

1. **Legal Name of Firm:** Shoreline Marine Co., Inc.
2. **Doing Business under Other Company Name?**
If yes, Name of Company: Shoreline Sightseeing & Shoreline Water Taxi
3. **Headquarters Address:** 474 N. Lake Shore Drive
Suite 3511
4. **City, State, Zip Code:** Chicago, IL 60611
5. **Web Site Address:** www.shorelinesightseeing.com
6. **Proposed Role:** Prime
7. **Number of Years in Business:** 78 Years
8. **Number of Employees:** 450
9. **Total Annual Revenues separated by last 3 full fiscal Years:**
10. **Number of Active Contracts with Government Entity:**
List Name of Government Entity:
11. **Total Number of Active Contracts Valued at \$5 million annually or greater:**

EXHIBIT 3 - COMPANY REFERENCES/CLIENT PROFILE INFORMATION

Submit a completed client profile information sheet for each company reference. Provide a minimum of 2 references.

Company providing reference:	Zeller Realty Group
Contact name and title/position	Lori J. Olson, General Manager
Contact telephone number	312.595.2450
Contact e-mail address	lolson@zellerrealty.com

QUESTIONS:

1. In what capacity have you worked with this firm in the past?

COMMENTS:

Landlord - Shoreline has been a tenant @ 401 N. Michigan since 2003.

2. How would you rate this firm's knowledge and expertise?

(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

COMMENTS:

The fact that they've continued to increase revenues + ~~launch~~ launch new boats after all these years is a sign of true business success + strategic planning.

3. How would you rate the firm's flexibility relative to changing requirements and emergent needs?

(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

COMMENTS:

Tenant/Client has always collaborated w/ownership + building management on matters that affect either parties operation, logistically + strategically. Shoreline is very adaptable to multiple ^{operational} scenarios.

4. How would you rate the dynamics/interaction between the firm and your staff?

(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

COMMENTS:

Very cooperative team-oriented. There's a healthy respect between both parties.

5. How satisfied are you with the products provided by the firm?

(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

COMMENTS:

Shoreline provides an excellent service of entertainment, education + civic engagement. Top off the line boats, energetic staff + captains

6. What is your level of satisfaction with reporting materials produced by the firm?

(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

COMMENTS:

Shoreline is very open + forthright with monthly reporting + documentation. They submit required documentation in a timely fashion + are prompt with follow-up

7. With which aspect(s) of this firm's services are you most satisfied?

COMMENTS:

Probably their ability to collaborate with various parties, their flexibility, as well as their continual successes
with change

8. With which aspect(s) of this firm's services are you least satisfied?

COMMENTS:

If I had to choose something (b/c its difficult) I would say the design / color of their kiosk on the plaza.

9. Would you recommend this firm's services to your organization again?

COMMENTS:

Yes, absolutely

Shoreline Marine Reference

Company: Navy Pier Inc.

Contact name and title: Michael Degnan Sr. Vice President of Operations

Contact number: 312-595-5195

Contact email: MDegnan@navypier.com

Questions:

1. I manage the agreement with Shoreline. Shoreline has been operating various boat operations at Navy Pier for more than 20 years. Shoreline has always operated in the most professional manner and continues to be a leader in the tour boat business at Navy Pier and in Chicago.
2. Excellent. During the more than 20 years in operating at Navy Pier, Shoreline has proven to be an expert in the tour boat operations. They run their operation in a very professional manner providing excellent customer service to our guests.
3. Excellent. During the recent major renovations that took place on Navy Pier, Shoreline was able to work with our team to overcome the challenges in the day to day operations. There was constant communications in order to adapt and change because of the construction. Shoreline worked well with us under some difficult situation to provide the best possible experience for their guests.
4. Excellent. Shoreline works well with various departments of Navy Pier. Shoreline interacts with many departments; Operation, Security and Marketing, Shoreline has always interacted in a professional manner.
5. Excellent. Shoreline provides a top notch product to our guest in a very professional manner.
6. Excellent. Reports are always submitted on time.
7. The product and guest service they provide to our guests. The continued growth in annual ridership is a testament to the product they offer, the professionalism of their team and the high level of guest service they provide.
8. None
9. Shoreline is one of the best run professional organizations I have had the pleasure to partner with at Navy Pier. Navy Pier continues to have a long term relationship with Shoreline (about 10 years remaining on our agreement). Without question I would do business with Shoreline again.

6.2.6 Professional Qualifications and Specialized Experience of Respondent and Key Personnel Committed to the Program.

Specialized Experience

Shoreline Sightseeing has been operating boats on the Chicago waterways for 78 years, and water taxis for 20 years. Shoreline strictly adheres to all federal, state and local regulations and has appropriate documentation certifying compliance with United States Coast Guard and Homeland Security.

Key Personnel and Dedicated Resources

Shoreline Sightseeing's high-level managers involved in this Water Taxi and Boat Tour stop are Larry Van Der Bosch, General Manager & Company Security Officer; Stace Wiselogel, Operations Manager; and Emily Smith, Sales Team Manager.

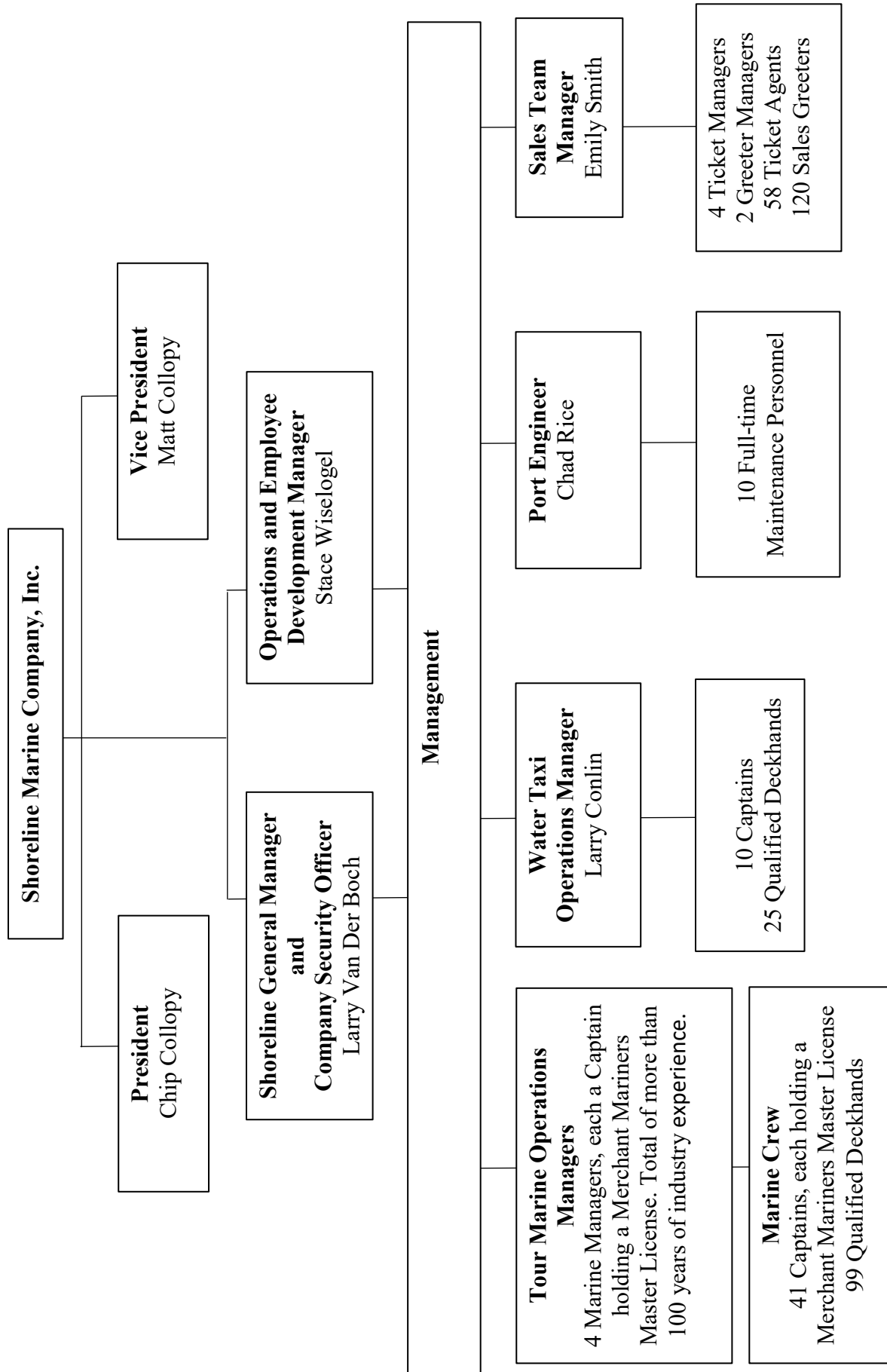
Shoreline Sightseeing will operate the Shoreline Water Taxi stop utilizing our Water Taxi crew. Our Water Taxi Manager is Larry Conlin. Larry is a licensed Captain and has 20 years of experience in boat navigation. Larry has been employed by Shoreline for 8 years and has been a Manager with Shoreline for 4 years. Larry oversees all Water Taxi operations.

On each day of operation the Water Taxi stop will be staffed with one or two ticket agents and a Shoreline greeter. The Shoreline greeter will answer guest questions, and ticket agents will provide ticketing and Water Taxi schedules. Our Ticket Manager and Locations Manager will rotate this stop in their daily schedule. The stop will be connected to operations via cell phones and radio. Shoreline will utilize our established ticketing system, Galaxy/Gateway Ticketing, to issue and redeem tickets.

Key Personnel:

- **Charles E. (Chip) Collopy, Jr. is President of Shoreline.** He began working for his father in 1980 and has been with the company ever since, giving him more than 35 years of experience in managing people and vessels. In 1982, at age 18, Chip earned his Captain's license. He graduated from Loyola University in 1987. Chip is a former president of the Great Lakes Passenger Boat Association. He currently serves on the Board of Directors and the Legislative Committee of Passenger Vessel Association and is a member of the Chicago Harbor Safety Committee. Chip is a proud supporter of Friends of the Chicago River. He resides in the City of Chicago.
- **Matthew Collopy, Vice President of Shoreline.** He joined Shoreline in 1980 and has operated vessels and managed personnel since then. In 1983, at age 18, Matt earned his Captain's license. Matt has more than 35 years of experience supervising the construction and acquisition of Shoreline's fleet and has acted as a liaison between Shoreline and the United States Coast Guard. Matt graduated from the University of Wisconsin in Madison in 1987. Matt is a member and active supporter of Friends of the Chicago River. He resides in the City of Chicago.
- **Larry Van Der Bosch, Shoreline General Manager & Company Security Officer (CSO),** joined Shoreline in 1979 as a deckhand. After earning his Captain's license, Larry graduated from Drake University in 1984 and continued his career with Shoreline. Larry is a board member of the Chicago Harbor Safety Committee, a member of Passenger Vessel Association, and serves on the Safety and Security Committee
- **Stace Wiselogle, Operations Manager,** joined Shoreline in 1990. He received his Bachelor of Arts degree from DePaul University in 1993. Stace began his career at Shoreline as a deckhand, eventually working up the ranks from Captain to Marine Operations Manager, to his current position.
- **Larry Conlin, Water Taxi Operations Manager,** joined Shoreline in 2009. Prior to working for Shoreline, Larry served in the US Navy. He has spent 35 years in U.S. marine industry, 25 of those years as Licensed Master. Larry has had his captain's license for over 20 years. Larry was a Senior Captain for 3 years with Shoreline and has acted as the Water Taxi Operations Manager for Shoreline for 4 years. Larry is responsible for 30 employees and up to 7 Shoreline Water Taxis at several locations.
- **Chad Rice, Shoreline Port Engineer,** oversees and manages Shoreline's Engineering Department and its 10 full-time employees. Chad attended the United States Merchant Marine Academy in Kings Point, NY, and received a Bachelor of Science degree in Marine Engineering. Chad also has an MBA in Finance from the University of Illinois, with a concentration in Entrepreneurship. Rice holds a U.S. Coast Guard Marine Engineering License in an Unlimited Capacity. He has been with Shoreline for 10 years.
- **Emily Smith, Sales Team Manager,** while earning her BA in Communications at DePaul University, Emily previously worked as one of our ticket agents. Upon graduating, she briefly left to pursue a position as a Marketing Coordinator for Coldwell Banker Residential Brokerage. After two years, Emily returned to Shoreline, accepted the position as a Sales Team Lead, and has been in her current position for the past 2 years.

On page 38 you will find our organizational chart.



6.2.7 – Financial Statements

Economic Disclosures Statement

On pages 36 thru 75 you will find Shoreline’s unaudited financial statement.

Shoreline Marine Company (d/b/a Shoreline Sightseeing) does not have an annual audit of our financial statements. Our independent CPA conducts a review of our financial statements; a review entails procedures lesser in scope than a full audit. We are submitting our reviewed financial statements for the years ending March 31, 2016 & 2015 and March 31, 2015 & 2014 to fulfill the historical portion of the request and eleven-month unreviewed financial statements (through February, 2017) to present our current status. Please note that the unreviewed financial statements do not include adjustments to record depreciation, reclassify repairs & maintenance to fixed assets as necessary, recording accruals and prepaids, and other year-end type accounting entries.

6.2.8 – Economic Disclosure Statement and Affidavit (EDS) and Appendix A

On page 76 you will find the Certificate of Filing for the City Of Chicago Economic Disclosure Statement

6.2.9 – Legal Actions

Shoreline Sightseeing has no legal actions to report.

6.2.10 – Insurance

On page 77 you will find Shoreline’s Certificate of Liability Insurance.

If additional insurance is required upon award of dock, Shoreline will comply and obtain additional insurance.



CERTIFICATE OF FILING FOR

CITY OF CHICAGO ECONOMIC DISCLOSURE STATEMENT

EDS Number: 104057

Date of This Filing: 02/27/2017 03:25 PM

Certificate Printed on: 02/27/2017

Original Filing Date: 02/27/2017 03:25 PM

Disclosing Party: Shoreline Marine Company Title: Controller
Filed by: Mr. Alan J Omori

Matter: RFP for operation of concessions on
the Chicago Riverwalk
Applicant: Shoreline Marine Company
Specification #: 329656
Contract #:

The Economic Disclosure Statement referenced above has been electronically filed with the City. Please provide a copy of this Certificate of Filing to your city contact with other required documents pertaining to the Matter. For additional guidance as to when to provide this Certificate and other required documents, please follow instructions provided to you about the Matter or consult with your City contact.

A copy of the EDS may be viewed and printed by visiting <http://webapps1.cityofchicago.org/EDSWeb> and entering the EDS number into the EDS Search. Prior to contract award, the filing is accessible online only to the disclosing party and the City, but is still subject to the Illinois Freedom of Information Act. The filing is visible online to the public after contract award.

Client#: 43271		SHORMAR		DATE (MM/DD/YYYY) 3/06/2017															
ACORDTM CERTIFICATE OF LIABILITY INSURANCE																			
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.																			
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).																			
PRODUCER P&C Chicago Mesrow Insurance Services 353 N. Clark Street Chicago, IL 60654			CONTACT PHONE (A/C, No, Ext) 312 595-6200 FAX (A/C, No) E-MAIL ADDRESS																
INSURED Shoreline Marine, Inc. dba: Shoreline Sightseeing 474 North Lake Shore Drive; Suite 3511 Chicago, IL 60611			INSURER(S) AFFORDING COVERAGE <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th>INSURER A</th> <th>NAIC #</th> </tr> <tr> <td>Travelers Property Casualty Co.</td> <td>25674</td> </tr> <tr> <td>Hartford Underwriters Insurance</td> <td>30104</td> </tr> <tr> <td>INSURER C</td> <td></td> </tr> <tr> <td>INSURER D</td> <td></td> </tr> <tr> <td>INSURER E</td> <td></td> </tr> <tr> <td>INSURER F</td> <td></td> </tr> </table>			INSURER A	NAIC #	Travelers Property Casualty Co.	25674	Hartford Underwriters Insurance	30104	INSURER C		INSURER D		INSURER E		INSURER F	
INSURER A	NAIC #																		
Travelers Property Casualty Co.	25674																		
Hartford Underwriters Insurance	30104																		
INSURER C																			
INSURER D																			
INSURER E																			
INSURER F																			
COVERAGES CERTIFICATE NUMBER: REVISION NUMBER:																			
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.																			
INSR LTR	TYPE OF INSURANCE	ADDL SUBS INSR NVO	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY) LIMITS														
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <div style="margin-left: 20px;"> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER: </div>		ZOL11P1191213ND	08/03/2016	08/03/2017														
					EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED EQUIPMENT (Per occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMPROP AGG \$1,000,000 \$														
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		83UECRF4628	08/03/2016	08/03/2017														
					COMBINED SINGLE LIMIT (Per accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$														
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR 1 <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$		31M37483	08/03/2016	08/03/2017														
					EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000 \$														
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY DISCREPANCY PARTNERSHIP/EXTENSIVE OFFICER/OWNER EXCLUDED? <input type="checkbox"/> Y <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		6JUB2E04480516	02/08/2016	02/08/2017														
					PER STATUTE <input checked="" type="checkbox"/> TOTL CA E.L. EACH ACCIDENT \$500,000 E.L. DISEASE - EA EMPLOYEE \$500,000 E.L. DISEASE - POLICY LIMIT \$500,000														
A	Protection & Indemnity		ZOH11N8145715ND	08/03/2016	08/03/2017														
					\$1,000,000														
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) *Certificate Holder Continued: Department of Fleet and Facility Management Attn: Bureau of Asset Management City of Chicago Department of Fleet and Facility Management is included as an Additional Insured, as their interest may appear, with respect to the General Liability and Automobile Liability policies, where required by written contract. (See Attached Descriptions)																			
CERTIFICATE HOLDER			CANCELLATION																
City of Chicago* 30 North LaSalle Street Suite 300 Chicago, IL 60602			SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 																

ACORD 25 (2014/01) 1 of 2
#S2294221/M2139415

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MDZ

RFP Summary

Shoreline is a family-owned business. Both Chip and Matt Collopy are proud Chicago residents and as senior Shoreline management staff take pride in what we do. We are fortunate to showcase this beautiful city's glorious past, vibrant present, and exciting future.

With Shoreline, you have a known and respected brand that has demonstrated a longstanding commitment to its customers, community, and employees. When passengers take a Shoreline Water Taxi, we hope they understand why we think this city is so special and that they will want to experience it again and again. We are proud ambassadors for the City of Chicago.

We bring decades of expertise and service to this venture. We are confident we would provide outstanding service for our customers.

We appreciate your thoughtful consideration of this response to this is a unique opportunity for Shoreline.

Submitted by: Charles "Chip" Collopy, Jr. and Matthew Collopy



**Response to: Request for Proposal (RFP) for Operations
of Concessions on the
Chicago Riverwalk**

Specification No.: 329656

Tier: 2

Location: 105 West Riverwalk

Concession Type: Water Taxi Service

Shoreline Reference: WT2017-2 (5yr)

**Charles "Chip" Collopy, Jr.
President
Shoreline Marine Company, Inc.
474 N. Lake Shore Drive, Suite 3511
Chicago, IL 60611**

Title Page:

This RFP response includes trade secrets or other proprietary data that may not be disclosed outside the City of Chicago and may not be duplicated, used or disclosed in whole or in part for any purpose other than to evaluate this proposal submittal.

The data subject to this restriction are contained on pages:

- 5, 6, 7, 8, 9: Dock layout designs
- 13: Revenue Projections to include:
 - Gross Annual Revenues
 - Operating Expenses
 - Expenditures
 - Net Income
 - Cash Flow

July 6, 2017

Jamie L. Rhee
Chief Procurement Services
Bid & Bond – Room 101, City Hall
121 North LaSalle Street
Chicago, IL 60602

Re: Request for Proposal (RFP) for Operations of Concessions on the Chicago Riverwalk
Specification No.: 329656 - Tier 2
Location: 105 West Riverwalk
Concession: Water Taxi Service

Shoreline Marine Company, Inc. is pleased to submit this proposal in response to the City of Chicago's Operations of Concessions on the Chicago Riverwalk Request for Proposals Tier 2. Shoreline is proposing to operate a Water Taxi stop at 105 West Riverwalk (between Clark and LaSalle). I will be the key contact person for this proposal. My contact information is as follows:
Charles (Chip) E. Collopy
312-321-0428
cec@shorelinesightseeing.com


Shoreline has been in business since 1939, offering water taxi service for the last 20 years. Shoreline's water taxi service includes daily operation in season on the Chicago River with stops at Willis Tower/Union Station, Michigan Avenue and Navy Pier and on Lake Michigan with stops at Navy Pier and Museum Campus. A stop on 105 West Riverwalk would be a natural addition to Shoreline's route and services.

Shoreline has no known Conflict of Interest to the requirements and specifications of operating a concession on the Chicago Riverwalk. Shoreline acknowledges that there are no significant changes to the proposal sent for 105 West Riverwalk Tier 1.

Shoreline would like to propose a 5-year Term License Agreement. Shoreline will invest marketing dollars to add this stop to our already popular river route.

Shoreline appreciates the opportunity to work with the City of Chicago and to continue to strive to provide the highest quality service to our community.

Sincerely,


Charles "Chip" Collopy
President

6.3.2 Detailed Site Plan for 105 West Riverwalk

The dock at 105 West Riverwalk will require minimum changes and improvements to make it functional.

On the following pages you will find the layout we propose for this water taxi stop.

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6.3.2 Continued:

Shoreline will perform this minimal construction using our own engineering team. The scope of work proposed will take one day to complete.

If Shoreline has the need for outside consulting, construction, or materials we will seek the assistance of MBE and WBE participants.

Shoreline has reviewed the PLA terms and conditions found at:

<https://www.cityofchicago.org/content/dam/city/depts/dps/ContractAdministration/Specs/2017/Spec329656.pdf>

If an outside contractor is utilized Shoreline will comply with the PLA.

In line with sustainable construction methods, all materials that will be installed at this location will be constructed and painted off site at our engineering and maintenance center.

6.3.3 Comprehensive Operations Plan

Shoreline will add the 105 West Riverwalk stop to our river water taxi route. Guests will have the opportunity to board and disembark at this location connecting them to our other Water Taxi stops and popular Chicago landmarks at Willis Tower/Union Station, Michigan Avenue and Navy Pier.

Shoreline's Water Taxi stop at 105 West Riverwalk will be a minimalistic design. There is not a physical structure being built. We will operate using a portable kiosk and portable TensaBarriers when needed. The proposed design can be found on previous pages in documents 6.3.2-1, 2 & 3. There is no plan for the addition of furniture or other amenities given the size restraints of the location.

In line with the Riverwalk Concession Program, Shoreline's Water Taxi stop at 105 West Riverwalk will be built to maintain an open walkway for guests. We will promote the location on our website, social media, and ad buys, utilizing our "greeter" staff at our seven other tickets locations around the city. A Shoreline Water Taxi stop on the Riverwalk will connect visitors with top Chicago Landmarks such as Willis Tower, Union Station, Michigan Avenue, Navy Pier and Museum Campus. A Shoreline Water Taxi stop on the Chicago Riverwalk would provide the added value of convenience, both as an avenue to get people to the Riverwalk and also in exiting the Riverwalk. Suburban guests coming to the city can hop on a conveniently located Shoreline Water Taxi stop at the Adams Street Bridge and transfer to the 105 West Riverwalk Water Taxi stop. Guests arriving to the city using the L-Trains can visit the Chicago Riverwalk after getting off the train at the State/Lake stop. After exploring the Chicago Riverwalk, they can continue to enjoy all that Chicago has to offer by taking a Shoreline Water Taxi to North Michigan Avenue, Willis Tower, Navy Pier, and Museum Campus.

Adding the Chicago Riverwalk stop on the already expansive Shoreline Water Taxi route provides a unique service to residents and guests. The expansive route Shoreline has secured through docking contracts sets us apart from our competitors. There is a Shoreline Water Taxi stop at most major tourist attractions in Chicago. Shoreline Water Taxi highlight the unique way that Chicago utilize and celebrates the Chicago River, a character that sets Chicago apart from other cities.

Adding a Shoreline Water Taxi stop in a core area of the Chicago Riverwalk will provide residents and visitors a unique opportunity to arrive on the Riverwalk from other Chicago landmarks. Arriving on the Riverwalk from the water highlights Chicago's unique of the natural waterways of the city.

Current and Hours of Operation:

Water Taxi Schedule	Weekdays	Weekends
May and September	Weather and customer traffic permitting. Please visit our website or call us for the daily schedule	Frequent departures 10 a.m. to 6:30 p.m.
Memorial Day to Labor Day	Frequent departures 10 a.m. to 6:30 p.m.	Frequent departures 10 a.m. to 8 p.m.

Shoreline operates on a seasonal basis. Our Water Taxi season is May – September.

*Shoreline will add service on unseasonably warm days during the “off season” in addition to weekend service when it makes sense, such as but not limited to St. Patrick’s Day weekend.

Shoreline will activate the Water Taxi stop using our current operation plan.

At this time we do not anticipate any daily, weekly or monthly services from the City.

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Additional expenses related to activation:

Dock Set-up Equipment:			\$2,000
Kiosk	\$19,500	1	\$19,500
Laptop for Ticket Sales	\$1,600	2	\$3,200
License for Ticketing Software	\$1,580	3	\$4,740
Ticket Scanner	\$2,400	1	\$2,400
Network Router	\$900	1	\$900
Network Wi-Fi	\$900	1	\$900
	Grand Total		\$33,640

Shoreline is requested a 5-year term to justify marketing and operation expenses. Shoreline markets heavily to tourists, which is an expensive market to reach, and introducing a Shoreline Water Taxi as part of their itinerary. We will be including the Riverwalk in all of our marketing messages. These visitors bring tourism revenue to the City of Chicago, tourism is one of the few investments made by the city that has immediate tax revenue benefits.

6.3.5 Green Stability Plan

Shoreline is aware of the Chicago Riverwalk's environmental initiatives and are currently within those guidelines at our other locations. Shoreline will adhere to the requirements at the 105 West Riverwalk location.

Shoreline will maintain our currently robust green sustainability plan. This plan involves using cleaning products that meet the environmentally friendly guidelines. These are products from Simple Green and Blue Marble. Shoreline utilizes Duke's Oil Service to handle and recycle our boat waste such as lube oil, antifreeze, ethylene glycol, solvents, and filters. Shoreline uses Tier 3 environmentally friendly diesel engines in our water taxis.

Shoreline takes pride in our reputation for having clean dock locations and boats. We will continue this at the 105 West Riverwalk stop.

6.3.6 Minority and Women Business Enterprise Commitment

Shoreline will utilize MBE/WBE companies when possible for materials and services.

Additional Questions from Addendum 2:

Questions 1 & 2 are answered below – safety plans and protocols for operating on the Chicago River, and adjustments made to the water traffic while still maintaining current schedule:

As traffic and the diversity of vessel sizes on the Chicago River has increased dramatically in recent years, Shoreline Sightseeing has taken many measures to mitigate safety concerns. In 2012 a Coast Guard Port & Waterways Safety Assessment (PAWSA) identified the Chicago River as one of the most congested waterways in the country with a concerning mix of vessel sizes and a lack of knowledge among recreational users. Since that study, several rental boat companies and kayak operators have greatly increased the number of novice boaters in the waterway. In 2013 Shoreline Sightseeing participated in the founding of the Chicago Harbor Safety Committee, a consortium of waterway users dedicated to improving safety conditions of the Chicago River and lakefront. Shoreline managers have contributed significantly to committee projects and the company has rendered financial support. It is important to note that safe operations in this congested waterway are not accomplished by one entity but require considerable cooperation among many operators and regulatory agencies. Shoreline has lead the way to facilitate a high level of voluntary cooperation among diverse and competitive organizations.

Specific actions taken by Shoreline include:

- Extending the time of tours over the same distance to allow for delays during the tour
- Extending the estimated time between Water Taxi pick-ups from 15 to 20 minutes to the current estimate of 20 to 30 minutes
- Placing a priority on safety over “on time” for vessel captains
- Emphasizing lookout duties for deck crew to watch for traffic of concern especially at turnaround points
- Installing AIS transponders on all vessels
 - These transponders allow our crew at the docks to better estimate the arrival time of the next Water Taxi
- Installing rear facing, side and forward cameras on all vessels
- Installing a third radio and providing handheld VHF radios for deck crew
- Restricting cell phone use to minimize distractions they may create

Question 3 was left blank on the document we received on May 26, 2017

Question 4 – Current route and water taxi stops:



The Shoreline Water Taxi stop at Michigan Avenue will be reinstated for our 2018 season.

Question 5 on-site staffing plan and how queueing of passengers will be handled:

Shoreline operates a stop at Union Station with a very similar footprint to that of the proposed stop on the Chicago Riverwalk. On-site Shoreline will have one ticket agent and one greeter. It is the greeter's responsibility to queue the lines. Guests will wait in the line set up by the TensaBarriers. In the event that additional space is needed, Shoreline crew will move guests to the stair/seating area to wait for the next Water Taxi. There will be an estimated 15 to 20 minute break between water taxi pick-ups. This frequency will keep the number of guests waiting to a minimum.

Question 6 number of full-time and part-time employees:

Please note that because of the seasonality of our business, the number of full-time employees refers to those employees that are employed year-round, and part-time employees are seasonal employees.

- 27 Full-Time Employees
- 273 Part-Time Employees

Question 7 explanation of proposed payment of fees to the City:

Shoreline proposes to pay the licensing fee in monthly installments over a 12-month period on an annual basis. Shoreline proposes to pay the additional fee starting the month after we meet the agreed-upon benchmark, on a monthly basis after until debt is paid, and on an annual basis.

Question 8 ideal term limit, and reasoning:

Shoreline would like to propose a 5-year Term License Agreement. Shoreline will invest marketing dollars to add this stop to our already popular river route.

Question 9 do you see an increase in ridership annually, percentage of growth:

Shoreline experiences an average annual increase of 3.5% of ridership year of year.

Question 10 fleet increase/decrease:

The current operators of Shoreline Sightseeing have been leading the company since 1979. During that time the fleet has grown from 2 boats to 17 boats.

RFP Summary

Shoreline is a family-owned business. Both Chip and Matt Collopy are proud Chicago residents and as senior Shoreline management staff take pride in what we do. We are fortunate to showcase this beautiful city's glorious past, vibrant present, and exciting future.

With Shoreline, you have a known and respected brand that has demonstrated a longstanding commitment to its customers, community, and employees. When passengers take a Shoreline Water Taxi, we hope they understand why we think this city is so special and that they will want to experience it again and again. We are proud ambassadors for the City of Chicago.

We bring decades of expertise and service to this venture. We are confident we would provide outstanding service for our customers.

We appreciate your thoughtful consideration of this response to this is a unique opportunity for Shoreline.

Submitted by: Charles "Chip" Collopy, Jr. and Matthew Collopy