Frequently Asked Questions Related to:
REQUEST FOR PROPOSALS- CONCEPTUAL DESIGN PLAN FOR A PILOT CANALWAY RECREATIONAL HUB

1. **Are you adhering to the May 15 deadline for the RFP?**
   
   Erie Canalway has extended the deadline for RFP submission to Friday, June 5, 2020 at 4:00 pm.

2. **Why are we doing this project? What is the bigger vision?**
   
   The Hub project is consistent with the Erie Canalway’s mission and goals, which include providing “must-do,” world-class recreational opportunities. The need for enhanced trail and canal system amenities was recently reaffirmed via a 2017 visitor profile study of existing and prospective recreational trail users. Furthermore, also in 2017, Erie Canalway prepared its Go The Distance proposal that envisioned a vast network of unique lodging/accommodations and appropriately spaced amenities in an effort to “Reimagine” New York’s authentic and iconic canal system. The Erie Canalway’s long-term goals for this endeavor are to meet the amenities' needs of recreational trail (and other) users, facilitate the development of additional Hubs (and improvement of existing facilities) all across the 500-mile Corridor, and stimulate the economies of upstate New York canal communities.

3. **Does the RFP seek selection of a consultant only for the site selection and programming process at this time? If so, will there be a subsequent RFP issued for award of entity for the acquisition of the site, implementation of programming and operations?**
   
   Erie Canalway seeks a strategic partner, or partners, at this time, particularly those with project development, implementation and operations experience. The selected applicant(s) will partner with Erie Canalway to form a team of various disciplines that will enable successful execution of different project stages over time. Early pre-development activities will include identification and securing of necessary financial resources; Erie Canalway anticipates playing an active role in this stage. As the project evolves, and if additional capacity and/or expertise is required, then additional partner(s) or consultant(s) may be brought onto the team.

4. **Is there funding available? Does the Erie Canalway have revenue objectives/criteria?**
   
   Funding is not currently available, but we believe a partnership with Erie Canalway has value. That said, Erie Canalway, through its not-for-profit Erie Canalway Heritage Fund, Inc., with IRS 501(c)(3) determination, anticipates playing a key role in identifying and securing grant resources from public and private sources, especially in the pre-development phase. Erie Canalway may (contingent upon successful grant requests) be able to bring project “equity” to the development phase as well. The primary project goal is to demonstrate that such Hubs can be economically feasible and sustainable over the long-term. Any for-profit entity involved in the project would be expected to receive reasonable returns on any of their investments. If there is sufficient net operating revenue, after meeting all other obligations, to support Erie Canalway mission-driven goals and activities that would be excellent; however, long-term net income from this project for Erie Canalway is not a primary objective.
5. **What is the expected Canalway Recreational Hub season timeline? Summer only? Year-round?**
   The general expectation is the length of the operating canal season, from mid-May to the end of September. However, applicants may propose any operational season they feel is appropriate (and describe why they think a longer season may be economically viable).

6. **What is the anticipated Canalway Recreational Hub project goal for an opening date?**
   The current goal for opening is May 2022. Erie Canalway will work closely with selected applicant(s) on planning, development, and to a more limited extent, ongoing operations for the project. Since the ultimate success of the project will most likely be closely linked to securing appropriate and timely grant resources, the timing of the project may need to be adjusted.

7. **Are there any specific publicly owned sites that Erie Canalway has an arrangement with another public agency for this project?**
   No, not at this time. Applicants are encouraged to reach out to any public entities that may have potentially suitable sites (letters of interest or support from such entities would clearly demonstrate potential arrangements). If site control is not already established, Erie Canalway is willing to work closely with selected applicant(s) to play a role in identifying and securing such publicly-controlled site(s), if and when appropriate.

8. **Are there any recent limitations to the project in light of ongoing COVID-19 related concerns, pending regulations, and/or future modifications to the vision?**
   Together, we will work closely with selected applicant(s) to educate ourselves, plan appropriately and adjust to the new realities. Our vision remains the same: to help transform the Erie Canalway National Heritage Corridor into a "must-do" world-class recreational destination, in harmony with heritage resources, that fosters improved quality of life in Canal Corridor communities.

9. **How much detail is needed in the proposal?**
   We are requesting conceptual design plans, in a relatively short-time frame, so we understand that proposals may vary in their ability to provide details. Applicants should offer as much detail that is available and identify the areas where more details are to be determined and subsequently provided as project plans evolve. To the extent possible, addressing the short- and long-term feasibility and sustainability of the site(s) will be of critical importance in our review and selection process.

10. **Will an interview be part of the final selection?**
    Erie Canalway may follow-up with applicants during the review process to seek clarifications and may schedule phone calls and/or interviews prior to final selection. Erie Canalway reserves the right to reject any and all proposals to this RFP.

###