

# REQUEST FOR PROPOSALS: ELECTRIC BOATS

Detroit/Wayne County Port Authority  
130 E. Atwater Street  
Detroit, MI 48226  
313-259-5091



**PORTDETROIT**  
**Detroit/Wayne County Port Authority**

The Detroit/Wayne County Port Authority (the “Port Authority”) is a public corporation formed under Public Act 639 of 1978 and incorporated by the City of Detroit and Wayne County in 1978. The Port Authority is governed by a five-member Board of Directors that includes two appointees by the Mayor of the City of Detroit, two appointees by the Wayne County Commission, and one by the Governor of the State of Michigan. Find more information about the Port Authority at [www.portdetroit.com](http://www.portdetroit.com).

The Port Authority has been awarded a grant by the Environmental Protection Agency under its Clean Ports Program. The grant implementation period is from January 1, 2025, through December 31, 2028. The Port Authority, through this Request for Proposal (“RFP”), is seeking to procure two electric patrol boats, one smaller lighter duty boat and one medium to large heavier duty boat.

## Equipment Specifications

The Port Authority is seeking proposals from qualified manufacturers or marine engineering firms to design, build, and deliver two (2) fully electric vessels, one small to medium lighter duty boat and one medium to large heavier duty boat. There is flexibility in the size of the vessels with the smaller vessel ideally less than 30 feet in length, and the largest proposed vessel ideally ranging from 30-42 feet. The vessels shall be purpose-built for port operations, inspection, transportation, and general on-water duties. The smaller boat will carry up to 8 passengers and be used for trips of up to 4 hours running time and 60 miles. The larger boat will carry up to 8 passengers and a moderate load of cargo for up to 4 hours running time and 100 miles. Proposals should seek to meet these duty requirements at the best prices.

Proposals may be submitted for small and/or large vessels. Ideally, proposals will meet or exceed the following performance-based specifications. Equivalent or improved configurations are acceptable provided they meet operational intent and performance requirements. The parameters in this RFP should be met to the extent possible; however, vendors are encouraged to propose their best offers on boats that meet the majority of the requirements below.

### Hull & Structure

- Monohull or rigid inflatable hull (RIB) configuration with reinforced collar system
- Length Overall (LOA):
  - Small: Approximately less than 30 feet
  - Medium to Large: Approximately 30 - 42 feet
- Beam: Approximately 8’–9’
- Heavy-duty marine-grade aluminum or composite construction designed for commercial/government use
- Reinforced hull suitable for high-duty-cycle marine operations
- Non-skid decking throughout

- Integrated rub rail system for docking and contact protection
- Center console layout with shock-mitigating seating (minimum seating for 8 people in small and larger boats)

### Optional Features for Medium to Large Boats

- Personnel recovery provisions (e.g., cutout door, dive door, or equivalent access point)
- Storage compartments for equipment
- Tow and push capabilities, including reinforced tow post or equivalent structure
- Boarding and fendering provisions for side-to-side vessel contact
- Onboard camera monitoring and display integration
- Secure mounting provisions for agency-specific equipment
- Heavy-duty marine trailer sized to vessel

### **Electric Propulsion System**

- Fully electric propulsion system designed for commercial marine use
- Approximate minimum 200–300 kW equivalent electric propulsion output
- Integrated power management and control system
- Commercial-grade marine battery system with minimum 200 kWh energy capacity (or equivalent operational endurance)
- Marine-certified installation and safety systems
- Capable of minimum 4 hours operation under typical duty cycles (loiter + transit); 60 miles for the smaller boats and 100 miles for the larger boats.
- Speed targets: minimum cruising speed 20 knots; maximum speed 30+ knots (configuration-dependent)
- Shore power charging capability (Level 2 and/or DC fast charge compatible)
- Redundant system monitoring features

### **Navigation & Electronics**

- Integrated marine navigation system including multi-function display (minimum 12”), GPS/chartplotter, and depth sounder/sonar
- Marine VHF communication system with antenna and external speaker
- AIS transceiver (Class B or higher)
- Marine radar (compact or open array, appropriate for vessel size)
- High-output LED searchlight with remote control
- Flood and deck lighting for nighttime operations

### **Surveillance & Communications**

- Public address / loudhailer system
- Emergency lighting package (agency-specified color)

- Provision for installation of agency-supplied communication equipment

### **Equipment & Accessories**

- U.S. Coast Guard (USCG) compliant equipment package
- Fire suppression and detection systems (sufficient for extinguishing onboard fires)
- Heating system for cold-weather operations (if applicable)
- Anchor and docking systems
- Lockable storage for sensitive gear
- Boarding ladder or recovery system
- Fenders and docking protection accessories

### **General Requirements**

- Vessel shall be designed for continuous-duty municipal or commercial marine use for minimum approximately half-day trips
- Manufacturer shall provide full system integration and commissioning
- Training for operator personnel shall be included
- All components shall comply with applicable federal, state, and marine regulatory standards
- Contractor shall provide detailed technical documentation and as-built drawings

## **SUPPLEMENTAL GENERAL CONDITIONS**

**DEFINITIONS** The word “Buyer” means the Port Authority company identified as the “Bill To” entity on the face of this purchase order and may include any of the corporate affiliates of the Port Authority, acting through the purchasing department of any Port Authority affiliate. The word “goods” as used herein shall mean, without limitation, the products, articles, services, materials and/or equipment described on the face hereof. The term “Customer” refers to the Customer of the Buyer, who may be the end user of the goods. All references to Buyer in this Agreement will be deemed to be references only to the particular Port Authority company identified as “Buyer” herein. Seller acknowledges that Buyer will be solely responsible for its own obligations and performance under any purchase order or other agreement entered into under these terms and Seller will look solely to Buyer with respect to rights and remedies under this Agreement. All obligations of Buyer under this Agreement will be several and not joint; in no event will any Port Authority affiliate be liable for the obligations or performance of any other Port Authority affiliate.

**ACCEPTANCE** The first to occur of Seller’s acceptance of this Order or shipment of goods pursuant to this Order shall constitute Seller’s agreement to the terms and conditions set forth on the face and the back of this Purchase Order. No other terms, whether or not contained in any bid, estimate, acknowledgement, agreement confirmation or invoice given by Seller, shall in any way modify or supersede any of the terms of this Order or otherwise be binding on Buyer, and Buyer hereby explicitly rejects all such other terms unless it has accepted such other terms by a written instrument signed by its authorized representative.

**QUALITY** Seller warrants that all goods will conform to specifications furnished by Seller and approved by Buyer or furnished by Buyer. Seller acknowledges the receipt of a copy of all such specifications furnished by Buyer. Seller warrants that all goods have been tested for their safety, will be of merchantable quality and of good material and workmanship, free from defect and suitable for their intended use. If applicable, Seller will assign to Buyer all warranties applicable to any portion of the goods obtained by Seller from third parties, or if not assignable, will assert such warranties on behalf of Buyer at Buyer's request. Seller warrants that the goods shall comply with all applicable federal, state, and local laws, statutes, rules and regulations. In the event that Seller becomes aware or has reason to believe that a condition exists, within the manufacturing facility or goods themselves, which does or may adversely impact any of the above warranties, Seller shall promptly notify Buyer of same. All deliveries of goods to countries outside the United States shall conform to and comply in every respect to the provisions of the laws and regulations of the countries into which the goods are delivered and countries where the goods will be used (provided Buyer has advised Seller which countries are involved), to the extent such laws and regulations are applicable to such goods.

**REJECTION** Payment for goods delivered hereunder shall not constitute acceptance thereof. Buyer reserves the right to inspect and test such goods and to reject, and return to Seller at Seller's expense, goods (a) delivered in excess of the quantity ordered, (b) which do not conform to specifications or are defective, or (c) which in any way violate applicable law. Buyer's failure to inspect goods prior to use shall not constitute acceptance of such goods, regardless of the passage of a reasonable period of time. Buyer, at its option may require replacement of defective or rejected goods or a refund of the purchase price as well as payment of damages. Nothing contained in the Order shall relieve the Seller in any way from the obligation of testing, inspection, and quality control.

**PRICES** Seller warrants that prices shown on this Order shall be complete, and no additional charges of any type (e.g., shipping, packaging, labeling, custom duties, taxes, etc.) shall be added or borne by Buyer without its expressed written consent. Any cash discount periods will be calculated from receipt of invoice or receipt of acceptable goods, whichever occurs later. On invoices returned for correction, the cash discount period will be calculated from receipt of the corrected invoice.

**BUY AMERICAN:** The Awarded Contractor must demonstrate the ability to use to procure materials that are domestically assembled in alignment with this waiver. Bidder to identify all locally sourced or American made products in their proposal. All other materials not covered in the BABA waiver must be BABA compliant.

**SHIPPING** Unless indicated to the contrary on the face of this Order, all shipments shall be made F.O.B. destination, freight prepaid. Seller shall deliver all goods to a carrier for shipment by carrier to Buyer and shall own, and shall bear the risk of loss for, such goods until the goods are received by Buyer. Claims for loss and/or damage to goods shall be filed by Seller. Seller shall be responsible for paying all carrier's freight charges. Delivery shall not be deemed complete until the goods have

been actually received by Buyer. All deliveries must be on weekdays during normal business hours to the address indicated on the face hereof, unless otherwise agreed to by Buyer.

DELIVERY Time is of the essence of this Order, and if delivery of goods is not completed by the time promised, Buyer reserves the right, without liability and in addition to other rights and remedies, to: (i) Terminate this Order by notice effective when received by Seller as to goods not yet shipped; (ii) Purchase substitute items; and/or, (iii) Charge Seller with any loss incurred.

TERMINATION Buyer may terminate this Order or any part thereof without cause. Upon receipt of notice of such termination, Seller shall immediately stop all goods in process, and shall immediately cause any of its suppliers or subcontractors to cease such goods in process. Seller shall not be paid for any goods processed after receipt of the notice of termination, nor for any costs incurred by Seller's suppliers or subcontractors which Seller could reasonably have avoided. Seller shall not unreasonably anticipate the requirements of this Order. Buyer may also terminate this Order or any part thereof for cause in the event of any default by the Seller, or if Seller fails to comply with any of the terms and conditions of this Order. Late deliveries, deliveries of products which are defective or which do not conform to this Order, and failure to provide Buyer with adequate assurances of future performance shall all be causes allowing Buyer to terminate this Order for cause. In the event of Buyer's termination for cause, Buyer shall not be liable to Seller for any damage sustained by reason of the termination, and Buyer shall have all rights and remedies provided at law and in equity.

GRANT REVOCATION Seller acknowledges that Buyer is a grantee under the EPA Clean Ports program (the "Grant") and that the purchase hereunder, and that continuation of this agreement is contingent upon the availability of Grant funds. In the event that the funding under the Grant is revoked, withdrawn, or otherwise rendered unavailable for any reason, the purchaser may terminate this contract immediately and shall not be liable for any further payment or obligation, claims for damages, compensation, or reimbursement.

CHANGES Buyer shall have the right at any time to make changes in drawings, designs, specifications, materials, packaging, time and place of delivery and method of transportation. If any changes cause an increase or decrease in the cost or the time required for performance of this Order, an equitable adjustment shall be made and this Order shall be modified in writing accordingly.

CONFIDENTIALITY Seller shall consider all information furnished by Buyer, including the existence of this Order, to be confidential and shall not disclose any such information to any other person, or use such information itself for any purpose other than performing this Order, unless Seller obtains written permission from Buyer. Upon the termination of this Agreement, or upon Buyer's request, Seller agrees promptly to return to Buyer all documentation or other tangible materials containing and/or embodying any of the Information (including, without limitation, all copies, reproductions, summaries and notes of the contents thereof), and to certify that all such Information has been returned to Buyer or disposed of in a manner approved by Buyer.

**FORCE MAJEURE** Each party will be excused from performance under this Agreement while and to the extent that it is unable to perform, for a cause beyond its reasonable control. Force majeure will not include labor shortages or work stoppages. If either party is rendered unable wholly or in part by force majeure to carry out its obligations under this Agreement, then the party affected by force majeure will give written notice with explanation to the other party immediately. The affected obligations of the party giving notice will be suspended only during the continuance of the events giving rise to the force majeure provided that the affected party is acting with due diligence to remedy the delay caused by the force majeure. If Seller is unable to perform for a period of more than fifteen (15) business days due to any force majeure event, Buyer may terminate this Agreement.

**INFRINGEMENT** Seller warrants that the goods and/or their use, sale and/or consumption, pursuant to this Order do not and will not infringe any patent, trademark, copyright, or other intellectual property right and there is no unauthorized use of proprietary rights of another party. Seller agrees, upon receipt of notification, to promptly assume all responsibility for defense of any suit or proceeding which may be brought against Buyer or its agents, customers or vendors for alleged intellectual property infringement and/or alleged unfair competition resulting from similarity in design, trademark or appearance of goods furnished hereunder, and Seller further agrees to indemnify Buyer, its agents, vendors and customers against any and all expenses, losses, royalties, profits and damages, including court and/or settlement costs and attorneys' fees resulting from any such suit or proceeding.

**INDEMNIFICATION/INSURANCE** Seller shall defend, indemnify and hold Buyer harmless against all damages, claims, liabilities and/or expenses (including attorneys' fees) arising out of or resulting in any way from any defect in the goods purchased hereunder, from any wrongful act or omission of Seller, its employees, agents or subcontractors, or from Seller's breach of any warranty as provided herein or otherwise provided by law. Seller shall maintain comprehensive liability insurance, including products liability coverage, contractual liability and broad form vendor's endorsements covering Seller's obligations under this Order, such insurance to have aggregate limits of at least five million dollars (\$5,000,000), and to be with an insurance carrier reasonably satisfactory to Buyer. Seller shall furnish certificates of insurance evidencing such coverage to Buyer at Buyer's request.

**INSPECTION RIGHTS** Upon reasonable notice to Seller, Buyer or Buyer's independent service may inspect Seller's plants where goods are manufactured. In accordance with Foth's Inspection Rights, as it pertains to the goods or services ordered herein, Buyer or Buyer's client's review or inspection of the goods or services ordered under this Purchase Order, either by physical examination or review of drawing or technical documents, do not constitute acceptance nor shall such review or acceptance affect or release any of Seller's obligations with respect to the ordered goods or services.

**DISPUTE RESOLUTION** Any dispute between the parties relating to this Agreement or the breach

thereof shall be resolved by binding arbitration in Detroit, Michigan, pursuant to the Commercial Arbitration Rules then obtaining of the American Arbitration Association. The arbitrator(s) shall have no power to add to or modify the terms of this Agreement. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The arbitrator(s) shall apply the substantive law of Michigan except that the interpretation and enforcement of this arbitration provision shall be governed by the Federal Arbitration Act. The arbitrator(s) shall not award either party punitive damages, and the parties shall be deemed to have waived any right to such damages. The proceedings shall be confidential and the arbitrator shall issue appropriate protective orders to safeguard both parties' confidential information. The fees of the arbitrator and the American Arbitration Association shall be split equally between the parties.

**ASSIGNMENT** No part of this Order may be assigned or contracted by Seller without the prior written approval of Buyer. With the consent of Seller, which shall not be unreasonably withheld, Buyer may, at its option, either terminate or assign a portion or all of this Order in the event of a sale, transfer, or other disposition of any operating unit or business of Buyer participating in this Order, provided that such termination or assignment shall relate only to the requirements of such operating unit or business. In the event of assignment, Seller agrees that Buyer shall have no further obligations with respect to the assigned portion of the Order after the date of such assignment.

**WARRANTY ASSIGNMENT** It is understood that Buyer may be purchasing goods for the purpose of resale to Buyer's Customer. Accordingly, all warranties provided by the Seller or other third parties under this agreement shall be transferable to Buyer's Customer if applicable. If requested by Buyer, Seller will assist in transferring warranty/warranties to Buyer's Customer.

**SETOFFS** All claims for money due or to become due from Buyer shall be subject to deduction or setoff by the Buyer by reason of any counterclaim arising out of this or any other transaction with Seller.

**WAIVER** Buyer's failure to insist on performance of any terms or conditions herein or to exercise any right or privilege or Buyer's waiver of any breach hereunder shall not thereafter waive any other terms, conditions or privileges, whether of the same or similar type.

**GOVERNMENTAL REGULATIONS** Seller's obligations hereunder shall be subject to and comply with all applicable governmental laws, rules, regulations, and executive orders, including but not limited to Equal Opportunity/Affirmative Action clauses contained in Executive Order 11246 (60-1.4(a)), as amended, 41 CFR 60-300.5(a) (Veterans) and 41 CFR 60-741.5 (Rehabilitation Act), which requires a written Affirmative Action Plan, annual EEO-1 and Vets-100 reports, and adherence to all relevant rules, regulations and orders of the Secretary of Labor.

**INDEPENDENT CONTRACTOR** While delivering goods hereunder, Seller shall, at all times and for all purposes, be an independent contractor, and nothing contained herein shall be construed to create the relationship of principal and agent, or employer and employee, between Buyer and Seller or its

personnel. The personnel of Seller shall not be deemed employees of Buyer for any purposes, but rather, shall be solely the employees of Seller, and Seller shall have sole responsibility to counsel, discipline, review, evaluate, set pay rates of, and terminate such Seller personnel. Seller assumes full responsibility for all contributions, taxes, state and local laws (including obligations under the Patient Protection and Affordable Care Act), and for purposes of withholding from wages of Seller personnel, where required. Seller shall have discretion on whether to obtain health, disability, life, or other personal insurance for Seller and Seller's employees. Buyer shall not provide such insurance to Seller or any person employed by Seller. In addition, neither Seller nor any employee of Seller shall be eligible for any pension, savings, investment or retirement plan offered by Buyer to its employees. Seller acknowledges that, for all purposes, including for purposes of the individual mandate and/or the employer shared responsibility ("play or pay") provisions of the Patient Protection and Affordable Care Act ("ACA"), it is self-employed and the exclusive employer of any person employed by the Seller, and that Buyer is not, in any way, the common-law employer or "co-employer" of Seller nor any employee of Seller. Seller also acknowledges and agrees that it is solely responsible to provide "minimum essential coverage" to self and any employee of Seller (as required by the ACA), or to pay any taxes/penalties that might arise under the ACA pertaining to self or any employees of Seller. If any agency of the federal or state government assesses any tax/penalty against Buyer under the ACA pertaining to Seller or employee of Seller, then Seller will indemnify and reimburse Buyer for any and all taxes/penalties assessed against Buyer pertaining to Seller or employee of Seller. Seller will also reimburse Buyer for any reasonable attorneys' fees incurred by Buyer in connection with the assessment of such tax/penalty.

**GOVERNING LAW** This Order shall be governed and constructed by the substantive federal and state law of the state of Michigan as it applies to contracts made and to be performed wholly within such state.

**ENTIRE AGREEMENT** This Order, and any documents referred to on the face hereof, constitutes the entire agreement of the parties.

**TOTAL COST** is not to exceed the price listed on this purchase order without prior written authorization as evidenced by issuance of a written change order by Buyer.

**INVOICES** Any invoices submitted 45 days after goods are received or services rendered will not be eligible to be paid and any exceptions must be approved by the Buyer prior to invoice submission.

## RFP PROCESS AND REQUIREMENTS

- 1. Open RFP.** This RFP is open to any qualified individual or firm with experience in supplying, configuring, and integrating specialized marine equipment and components relevant to achieving the specifications listed in the Equipment Specifications.
- 2. Competitive Procurement Process.** The Grant agreement and corresponding federal regulations require that all procurement for materials and services be in compliance with

federal procurement standards set forth in 2 CFR Sections 200.317 thru 200.327, which, among other things, require competitive processes, prohibition of conflicts of interest, non-discrimination, equal opportunity, and the inclusion of certain provisions in the award of contracts, as provided in Appendix II to 2 CFR part 200. The Port Authority incorporates by reference all the requirements in 2 CFR Sections 200.317 through 200.327 and Appendix II to 2 CFR Part 200.

- 3. Questions and Answers.** Questions regarding this RFP may be submitted to [rfp@portdetroit.com](mailto:rfp@portdetroit.com) no later than 5 p.m. Eastern Time (ET), June 17, 2026. Answers along with questions (but not the identity of the questioner) will be emailed to registered firms and posted on the Port Authority website by 5 p.m. on June 22, 2026.
- 4. Submission.** Proposals in response to the RFP are due no later than 5 p.m. July 3, 2026. Please submit only ELECTRONIC responses to the following email address: [rfp@portdetroit.com](mailto:rfp@portdetroit.com).
- 5. Submission.** Each submission should include the following sections:
  - a. Firm History:** Provide the name, address, telephone number, and primary contact person for your firm. Include a brief history of your organization, specifying the type of business entity and listing Corporate Officers or Owners.
  - b. Experience:** Describe your firm's experience over the past three years with similar equipment procurement projects. Include relevant details such as equipment type, quantity, total cost, client name, project description, delivery date, and client contact information.
  - c. Project Team:** Identify the key personnel who will be responsible for managing and executing the procurement process. Include their roles, responsibilities, and percentage of time committed to this project. Provide detailed resumes and indicate whether team members will be working on-site, remotely, or at your firm's location.
  - d. Approach to Project:** Outline your firm's strategy for executing the equipment procurement. Include specific information on the following:
    - i) Logistics: Describe your approach to equipment delivery, storage, installation coordination (if applicable), and handling of large or sensitive items. Include plans for transportation, scheduling, and any site-specific considerations.
    - ii) Procurement Strategy: Explain how you will source and package the equipment orders. Indicate whether you will use multiple suppliers or consolidate orders, and describe your process for vendor selection and coordination.
    - iii) Quality Assurance: Detail your methods for ensuring equipment quality, including inspection protocols, compliance with specifications, and handling of defective or non-conforming items.
    - iv) Cost Control: Describe your cost tracking and accounting systems used to manage procurement budgets and vendor payments.

v) **Billing and Fund Disbursement:** Bidders must outline their proposed invoicing procedures and approach to fund disbursement. This should include:

- The amount and timing of any requested down payment
- Frequency and structure of invoices (e.g., milestone-based, monthly, upon delivery)
- Required documentation to accompany each invoice (e.g., delivery receipts, progress reports, lien waivers, sworn statements)
- Any terms related to retainage, if applicable

The Owner will evaluate these terms as part of the overall proposal and reserves the right to negotiate final payment conditions prior to contract award.

- e. **Safety:** Provide an overview of your firm's safety policies related to equipment handling, transportation, and installation (if applicable). Include your current Experience Modification Rate (EMR), if relevant.
- f. **Cost of Equipment:** Submit a Lump Sum Fixed Fee (Stipulated Sum) for the proposed equipment, inclusive of all procurement, delivery, and applicable coordination costs.
- g. **BABA Compliance:** Written confirmation of BABA compliance.
- h. **Prevailing Wage Requirements:** This federally funded project is subject to the Davis-Bacon Act. Bidders must include the impact of compliance with prevailing wage requirements on both cost and schedule in their proposals.
- i. **Project Schedule:** Submit a schedule for equipment procurement, delivery, and any required coordination. Include your method for schedule control (e.g., bar chart or Gantt chart).
- j. **Warranties:** Provide industry-standard warranties for all equipment and associated services. Clearly specify warranty durations and coverage terms.
- k. **Negotiations:** The Owner does not anticipate prolonged negotiations with the selected vendor. All bidders must submit their best and final offer at the time of bid submission.

## 6. Schedule

- **RFP Issued: June 10, 2026**
  - **Questions Due: June 17, 2026**
  - **Q&A Posted: June 22, 2026**
  - **Proposal Due: July 3, 2026**
  - **Selection and Negotiations: July 10, 2026**
  - **Board Approval: July 16, 2026**
- \*Dates are subject to change.**

7. **Additional Information.** The Port Authority reserves the right to request additional information or clarification from firms, conduct interviews, and negotiate terms prior to making a final selection. This RFP does not constitute a commitment by the Port Authority to award a contract.

- 8. Disclaimers.** The Port Authority reserves the right to reject any or all responses to this RFP and to waive any informalities or irregularities in the submission process. All materials submitted in response to this RFP become the property of the Port Authority and may be subject to public disclosure. The Port Authority assumes no liability to any person or entity for the costs incurred in responding to this RFP.
- 9. No Contact During RFP Period.** Potential responders to this RFP are cautioned not to communicate with Board Members or employees of the Port Authority during the pendency of this RFP until an award is made. Violations of this requirement could result in disqualification of the firm or individual involved.

The Port Authority appreciates your interest in providing services and your efforts in submitting a proposal.

Respectfully,

Mark Schrupp  
Executive Director  
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