

HAMILTON COUNTY, TENNESSEE

RIVER TERMINAL PORT PROPERTY

PROPERTY FOR SALE

FOR CONTINUED RIVER TERMINAL OPERATIONS



CENTRE SOUTH RIVERPORT / INDUSTRIAL PARK

Accepting Proposals for Purchase

Required Minimum Offer - \$4,000,000.00

Offered by: Hamilton County, Tennessee



OFFERED BY:

HAMILTON COUNTY, TENNESSEE

Proposal packages, property information, and submission requirements are available through the Hamilton County Real Property Office.



**INVEST IN
HAMILTON COUNTY
TENNESSEE**

REQUEST FOR PROPOSAL

CENTRE SOUTH RIVERPORT/INDUSTRIAL PARK RIVER TERMINAL PORT FOR SALE

Hamilton County Government is accepting sealed proposals for the purchase of the property and continued river terminal operations described herein. Respondents shall submit proposals in a sealed envelope delivered to:

Hamilton County Government – Real Property Office
4005 Cromwell Road
Chattanooga, Tennessee 37421

The lower left corner of the envelope shall clearly display the respondent's company name, the RFP solicitation file number, and the proposal opening date and time. Proposers must submit one (1) marked **"Original"** proposal, five (5) marked **"Copies,"** All required materials shall be submitted together within a single sealed envelope.

Proposal documents may be obtained from the Hamilton County Real Property Department at the address listed above or accessed online at www.hamiltontn.gov/Department_RealPropertyOffice.aspx#surplus. Proposals received will be opened by the Hamilton County Real Property Office at the time and location designated in this Request for Proposals and any associated addenda. The proposal opening shall not be open to the public.

Proposals must be received by the Hamilton County Real Property Office prior to the designated opening time. Proposals received after the stated deadline will be deemed late, will not be opened, and shall be considered **Non-Responsive**.

SOLICITATION NUMBER & TITLE	RFP 102026 – RIVERPORT
OPENING/DUE DATE & TIME	OCTOBER 16, 2026 - 4:00 PM
LOCATION	4005 Cromwell Road, Chattanooga, Tennessee 37421
CONTACT	Lynn Mansfield
PHONE	423-209-6444
EMAIL	LynnM@HamiltonTN.Gov

PURPOSE

Hamilton County Government seeks qualified, experienced, and professional respondents for the purchase, continued operation, and long-term improvement of the commercial river terminal located at 359 River Terminal Road, Chattanooga, Tennessee, within the Centre South Riverport/Industrial Park. The sale includes the existing river terminal property and associated rail spur infrastructure.

Hamilton County intends for the property to remain a commercial river terminal. For purposes of this solicitation, continued commercial river terminal operations means maintain the property as an active commercial marine cargo terminal supporting barge, rail, and truck transportation for industrial and commercial freight serving regional commerce, multimodal freight transportation, and industrial logistics. The successful respondent shall preserve, operate, maintain, and improve the property as an integrated commercial river terminal and rail-served freight facility. Proposals that contemplate conversion of the property or rail spur to any non-terminal use will be deemed non-responsive.

It shall be the sole responsibility of the proposer to read all information provided herein. All questions pertaining to this solicitation must be submitted electronically to LynnM@HamiltonTN.gov with the Hamilton County Government Real Property Office no later than **8 calendar days** prior to the **Opening/Due** date designated herein. Failure to submit a question in the timeframe indicated may result in the question going unanswered at the discretion of Hamilton County.

PROJECT OBJECTIVES

1. Further advance commercial river terminal operations.
2. Promote multimodal freight transportation.
3. Encourage private capital investment.
4. Expand industrial employment.
5. Maximize long-term value to Hamilton County.
6. Maintain the rail-served industrial infrastructure.

THE PROPERTY

Location: 359 River Terminal Road, Chattanooga, Tennessee, Mile 467 on the Tennessee River, Centre South Riverport.

State Tax Map Number: 127K A 001

Zoning: I-H (Heavy Industrial) Zoning verification and other zoning-related questions can be addressed by contacting the Regional Planning Agency at (423) 643-5900.

Property Parameters: Approximately 17 acres. The final legal description and acreage shall be established by survey prior to closing and incorporated into the Purchase Agreement.

- The sale includes all real property, fixed improvements, docks, utility infrastructure, and the existing rail spur owned by Hamilton County. Personal property, movable equipment, rolling stock, cranes, loaders,

conveyors, barges, vehicles, and any other equipment owned by the current terminal operator are specifically excluded unless expressly identified in the Purchase Agreement.

Permitted Use: The property, including the associated rail spur, shall be used exclusively for the ownership, operation, maintenance, expansion, and improvement of a commercial river terminal. Permitted activities include commercial marine transportation, rail transportation, cargo handling, transloading, bulk material handling, warehousing directly supporting terminal operations, and other customary port-related activities. Any proposed use inconsistent with the continued operation of the property as a commercial river terminal shall not be considered.

Current Context: The property located at 359 River Terminal Road, Chattanooga, Tennessee, under a current lease, is operated as an active river terminal supporting commercial marine transportation, cargo handling, and industrial logistics activities along the Tennessee River. Located within the Centre South Riverport/Industrial Park, the site benefits from established river access and proximity to major industrial users, including steel manufacturing, processing, warehousing, and distribution operations. The surrounding area serves as a significant industrial corridor with access to river, rail, and highway transportation networks, making the property well positioned for continued industrial use and future economic development opportunities. The associated rail spur provides direct rail connectivity and is an integral component of the terminal's multimodal freight operations. All terminal equipment is owned and maintained by the current operator and is not included in the sale unless otherwise specified. Rail service to the property is provided by Norfolk Southern Railway.

Environmental and Geotechnical: Hamilton County is unaware of any active environmental issues. Geotechnical testing has been performed in the Centre South Riverport/Industrial Park prior to park development and those reports are available upon request. Any environmental audits and/or reports that may be required by the proposer, including the associated performance and costs, will be the responsibility of the proposer.

Hamilton County makes no warranty regarding the existence or absence of hazardous substances or environmental conditions affecting the property. Proposers shall rely solely upon their own investigations and due diligence.

Utilities and Storm Water: It shall be the responsibility of the proposer and/or purchaser/developer to determine whether any and all appropriate utilities are available to the site. It shall be the responsibility of the proposer and/or the purchaser/developer to ascertain any City of Chattanooga regulations relative to storm water for any redevelopment of this site.

PROPERTY HISTORY

Historic records indicate the area to be part of Mayor Thomas Crutchfield's farm property, who named the site Amnicola Farm, which in Latin, "Amnicola" means "dwelling by the river". Hamilton County acquired the property in 1986 to develop the site in order to support industrial growth through integrated river, rail, and highway transportation. Since its development, the terminal has served as a key transportation and logistics hub for the movement of bulk materials, steel products, and other industrial commodities throughout the region. The terminal continues to support regional manufacturing, distribution, marine transportation, rail transportation, and industrial freight movement as a vital component of the Centre South Riverport/Industrial Park.

DISPOSAL & PURCHASE CONDITION

Hamilton County Government (Seller) must follow legal guidelines as to the disposition of surplus real property. The sale of the property will be offered through the Request for Proposal process as outlined herein.

The property will be sold "As Is". Transfer of ownership will be coordinated through a Purchase Agreement. It is the responsibility of the respondent to determine the condition of the property, including, but not limited to, all mechanical, electrical, plumbing systems and the suitability of the property for any proposed new development.

The property is being sold solely for the continued ownership, operation, maintenance, and improvement of a commercial river terminal. The successful purchaser shall preserve the terminal and associated rail spur as an integrated multimodal freight facility. Improvements to the property shall directly support terminal operations and related transportation activities.

Any development of the property must conform to all building requirements and/or ordinances by the applicable governmental entity, including, but not limited to the U.S. Army Corps of Engineers, Chattanooga-Regional Planning Agency, the City of Chattanooga, Air Pollution Control Bureau, and the Centre South Riverport/Industrial Park Development Review Committee.

REAL ESTATE PURCHASE AGREEMENT

A real estate purchase agreement, or other legally binding contractual instrument containing specific negotiated terms and conditions, will be executed with the selected respondent. Speculative purchases or assignments intended solely for resale of the property without the purpose of redevelopment are not permitted.

The Purchase Agreement shall require the purchaser to continue operating the property as a commercial river terminal. Hamilton County reserves the right to include deed restrictions, restrictive covenants, performance milestones, or reversionary provisions necessary to preserve the long-term operation of the property as a commercial river terminal and associated rail-served freight facility.

Accordingly, transfer of title shall not occur until the selected respondent has demonstrated, to the satisfaction of Hamilton County, that necessary project financing has been secured and that required permitting approvals and construction contracts are in place or otherwise substantially finalized.

Any proposed sale and all final transaction documents shall be subject to approval by the Hamilton County Board of Commissioners, acting in its sole discretion. No agreement shall be deemed final or binding until such approval has been obtained. Hamilton County anticipates closing within 90 to 120 days following Board approval, subject to negotiated terms and satisfaction of all closing conditions.

REAL ESTATE COMMISSION

Hamilton County will not enter into listing agreements with licensed real estate brokers/agents. In the event a prospective purchaser chooses to use a broker/agent, it shall be the purchaser's sole responsibility to pay any commissions or fees above and beyond the purchase price of the property.

SITE VISITS

During the Request for Proposals submission period, Hamilton County will make the property available for inspection by prospective proposers by appointment and subject to port activity.

DUE DILIGENCE

All due diligence activities shall be performed at the sole cost, risk, and expense of the proposer. The proposer shall be responsible for any damage to the property resulting from its inspections, testing, or investigations and agrees to restore the property to substantially the same condition existing prior to such activities.

To the fullest extent permitted by law, the proposer shall indemnify, defend, and hold harmless Hamilton County Government and its respective officers, employees, and agents (collectively, the “Seller”) from and against any claims, damages, losses, liabilities, or expenses arising out of or related to the proposer’s entry onto the property or the performance of any due diligence activities.

The property will be available for inspection by calling our office to set up an appointment. Site visits are provided solely for respondent due diligence purposes and shall not be considered question-and-answer sessions. All questions regarding this solicitation must be submitted in accordance with the procedures outlined elsewhere in this RFP.

Any statements, representations, or communications made by Hamilton County personnel during site visits shall be considered informational only and non-binding unless formally issued in writing.

GENERAL MISC. TERMS AND CONDITIONS

The Seller does not discriminate on the basis of race, color, or national origin and comply with the requirements of Title VI of the Civil Rights Act of 1964. All proposers, vendors, and respondents shall be afforded equal opportunity in accordance with these federal and applicable state laws.

It is expressly understood that the receipt of any response to this Request for Proposals does not obligate the Seller to sell the property. Any sale or award is contingent upon formal approval by the Hamilton County Board of Commissioners.

Once a proposal has been determined to comply with the requirements of this RFP, the Seller may engage in discussions with proposers to identify the proposal most advantageous to the Seller, based on the evaluation criteria and objectives outlined herein.

The Seller reserves the right to reject any or all proposals; waive informalities; request clarification or additional information; conduct interviews; verify qualifications and references; cancel or reissue this solicitation; or otherwise take any action determined to be in the best interests of Hamilton County.

The Proposer shall indemnify, defend, save, and hold harmless Hamilton County Government, its administration, agents, and employees (collectively, the “Indemnitees”) from and against any and all claims, suits, actions, damages, liabilities, losses, or expenses of any kind, including attorney’s fees, arising out of, resulting from, or

related to the Proposer's performance under this agreement. This obligation applies regardless of any allegations of fault and includes work performed by any subcontractors engaged by the Proposer.

All proposals must be submitted and time/date-stamped by the date and time specified in this RFP to be considered, regardless of the method of delivery. The time clock in the Hamilton County Real Property Office shall serve as the official record of submission time. Proposers are solely responsible for ensuring timely delivery. Late proposals will not be accepted, opened, or returned. Hamilton County is not responsible for any technical difficulties experienced by proposers during submission.

Prospective proposers are solely responsible for all costs and expenses associated with preparing and submitting their proposal, as well as any costs incurred in subsequent negotiations with Hamilton County, if applicable.

The respondent hereby states that he, his company, or any of its employees, agents, or officers have not violated or participated in a violation of, been convicted, or pled "nolo contendere" to any act involving an unlawful restraint of trade such as, but not limited to violations of the Sherman Act (15 U.S.C. § 1-2), the Racketeer Influenced and Corrupt Organizations Act (18 U.S.C. 1961-1968), the Hobbs Act (18 U.S.C. §1961), the mail or wire fraud statutes (18 U.S.C. §1341,1343), the false statements statute (18 U.S.C. §1001), the Tennessee Anti-Trust Act (T.C.A. § 47-25-101) or similar state or federal law. Respondent further states that he, his company or any of its officers, agents, or employees have not been debarred by any governmental agency (Federal, state, or local).

After the date and time established for receipt of proposals herein, any contact initiated by a Proposer with any Hamilton County representative, other than the designated representative listed in this RFP, is strictly prohibited. Any unauthorized contact may result in the disqualification of the proposer from consideration in this procurement process.

Subject to the requirements of the Tennessee Open Records Act, information relating to the award of a particular contract shall be open to the public only after evaluation of that proposal has been completed.

The Agreement shall be governed by the laws of the State of Tennessee. Any action brought in law or in equity to enforce any provision of the entire Agreement shall be filed in the appropriate state court in Hamilton County, Tennessee. In any action to enforce this Agreement, the prevailing party shall be entitled to recover its costs and expenses, including reasonable attorney's fees. By submission of a proposal and acceptance of an agreement, Respondent hereby agrees to adhere to Governing Law/Jurisdiction requirements as described herein.

SUBMITTAL REQUIREMENTS & EVALUATION CRITERIA

PROPOSAL SUBMITTAL INSTRUCTIONS

Interested proposers shall include the information requested in this solicitation in their submittal responses. Proposals should follow the format and sequence outlined below to ensure consistency and to allow full and fair evaluation of all submissions.

Formatting Requirements

- Use **8½ x 11-inch sheets** only.
- Minimum font size: **10 points**.
- Do **not** include external hyperlinks; links will not be reviewed for evaluation purposes.

Note: Any information submitted outside the prescribed format should be included at the rear of the package.

SUBMISSION REQUIREMENTS

- Submit **one (1) original hard copy** clearly marked as such.
- Submit **five (5) hard copies** of the proposal.

Sellers may request specific files in a specialty format (e.g., project timeline in Excel). Proposers must comply with such requests. Failure to provide requested files in the specified format or quantity may result in a proposal being deemed Non-Responsive and ineligible for award. In the event of any discrepancy among the original, copy, the original hard copy shall govern for evaluation purposes.

EVALUATION PROCESS

Proposals will be evaluated by designated staff of Hamilton County in a structure as the Seller deems appropriate. At the discretion of Hamilton County, outside consultants, experts, or community stakeholders may participate on the evaluation committee.

Proposals that meet all submission requirements may be requested to participate in an oral presentation, during which key aspects of the proposal will be discussed and questions may be addressed. Additional evaluation and numerical ranking may occur following such presentations.

Hamilton County reserves the right to implement a Best and Final Offer (BAFO) process for proposers deemed qualified by the evaluation committee.

It is the responsibility of each proposer to submit a proposal that best meets the requirements of this RFP. Hamilton County intends to enter into a Purchase Agreement as a result of this solicitation; however, Hamilton County reserves the right to reject any or all proposals.

Hamilton County may negotiate with proposer(s) where deemed in its best interest and at its sole discretion.

Any proposal containing substantially unreliable information, in the sole opinion of the evaluation committee or County, may be rejected.

COVER PAGE: Introduction

- RFP Number & Project Name
- Company Name & Address
- Contact Person (Phone, Email, Fax)
- Years in Business under Current Name
- Former Company Names (if applicable)

TAB 1: Qualifications of Company

- Provide a detailed description of your company, including:
 - Company experience and approach to port operations.
 - Demonstrate experience owning, operating, managing, or developing commercial river terminals, inland ports, rail-served industrial facilities, logistic centers, or comparable multimodal transportation facilities.
 - Abilities, capacity, and strengths relevant to port improvement projects.
 - Office locations and team structure.
 - Recent, current, and projected workload.

TAB 2: Company Relevant Experience & Client References

- Provide details of up to three (3) clients, including:
 - Name & Address and contact information
 - Brief description of work for clients

TAB 3: Plan of Approach

- Detail your project vision and methodology, including:
 - Proposed port operation concept.
 - Conceptual site plan or description of port improvements.
 - Development budget, financing strategy, and estimated capital investment.
 - Detailed capital improvement plan identifying anticipated investments during Year 1, 3, and 5 following acquisition.
 - Project schedule, including acquisition, permitting, construction, and completion milestones.
 - Operation equipment purchase, installation costs, and timeline.
 - Rail spur maintenance and safety standard plans.
 - Anticipated permitting, environmental, or infrastructure considerations.
 - Proposed timeline for commencement of port operation activities following acquisition.
 - Estimated economic impact including projected employment and other measurable community benefits.
 - Long-term ownership and operational strategy.

TAB 4: Personnel / Development Team

- Provide information on all key team members, including:
 - Roles and responsibilities for the project
 - Relevant experience in similar projects
 - Resumes, licenses, and certifications

TAB 5: Price / Purchase Offer: (Required Minimum Offer \$4,000,000.00)

- Proposers shall provide their purchase price and any associated financial terms on company letterhead. The submission must clearly identify the submitting company, contact information, and date of submission.
- All offers must meet or exceed the minimum purchase price stated in this RFP. Offers below the stated minimum may be deemed non-responsive at the sole discretion of the Seller.
- Include proposed purchase contingencies, due diligence period, and proposed closing timeline.
- Identify all entities, partners, investors, lenders, or other parties involved in the acquisition of the property.
- Include financial references or other information demonstrating the ability to secure financing and complete both the acquisition and proposed improvements. Such documentation may include audited financial statements, lender commitment letters, evidence of available capital, financing commitments, or other documentation acceptable to Hamilton County.
- Price submissions will be used for evaluation purposes and may be used for award.
- The focus of this tab is the highest and best overall offer, including purchase price, financial capability, redevelopment commitment, and economic impact.

EVALUATION CRITERIA

In evaluating proposals, Hamilton County will consider purchase price together with the respondent's operational experience, financial capability, proposed capital investment, long-term operation plan, economic impact, and overall ability to successfully operate and improve the commercial river terminal.

SCORING CRITERIA

CRITERIA / TAB	CRITERIA DESCRIPTION
1	QUALIFICATIONS OF COMPANY
2	COMPANY RELEVANT EXPERIENCE & CLIENT REFERENCE
3	PLAN OF APPROACH
4	PERSONNEL / DEVELOPMENT TEAM
5	PRICING/ PURCHASE OFFER

PROPERTY PHOTOS

The property photos provided herein are for convenience and informational purposes only. They are intended to give proposers a general sense of the property and its features.

The current condition of the property may differ from what is depicted in the photos. Proposers are responsible for conducting all necessary inspections and due diligence to verify property condition, suitability, and any other relevant factors prior to submitting a proposal.

The Sellers make no representations or warranties, express or implied, regarding the accuracy, completeness, or condition of the property as shown in these photos.



Approximate 17 acres to be conveyed.



Centre South Riverport



Centre South Riverport



Centre South Riverport