

Doing Business with SF Bay Ferry

West Coast Small Business Academy

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Ferry



OVERVIEW OF SF BAY FERRY

System & Ridership: 11 terminals, 19 vessels & 3M+ annual passengers

Regional Role: Water Emergency Transportation Authority

Facilities: Terminals, floats, and O&M assets

REEF Electrification: Systemwide transition to zero-emission fleet and infrastructure

Equity & Workforce Development: DBE participation & maritime workforce pipeline

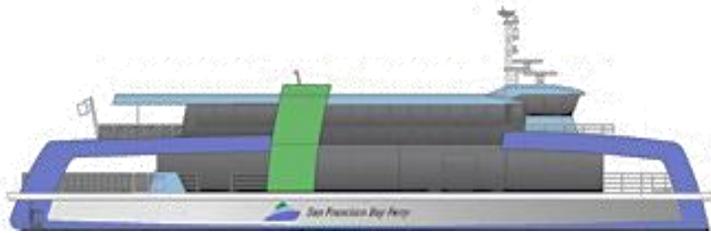
2050 Vision & System Expansion: New markets, increased capacity, fully zero-emission system



REEF PROGRAM & FLEET ELECTRIFICATION



NEW 150 PAX Vessels



NEW 400 PAX Vessels



CONVERTED 400 PAX Vessel



NEW & CONVERTED Charging Floats

- **REEF Program:** Systemwide transition to zero-emission vessels and infrastructure
- **Integrated system:** electric vessels, charging infrastructure, UCFs, and battery energy storage
- **New fleet:** 400-passenger (core routes) and 150-passenger vessels (expansion markets) Industry partners (e.g., Echandia, Wärtsilä) driving battery and propulsion system integration
- **Emerging Work Areas:** Electrical systems, battery integration, charging infrastructure, controls & energy management
- **Ongoing needs:** installation, commissioning, maintenance, and specialized technical services

WORKING WATERFRONT COALITION

Workforce Pipeline: training and placement in maritime and electrification trades

Small Business Growth: contractor capacity, hiring pipeline, and industry access

Learn more: www.workingwaterfrontcoalition.com



SMALL BUSINESS ENTERPRISE PROGRAM

SBE Triennial Goal: 5% Triennial Goal

Federal Certifications Accepted

- **U.S. Small Business Administration (SBA) 8(a) Small Business**

State Certifications Accepted

- **Department of General Services (DGS)**
 - Small Business (SB)
 - Micro Small Business (Micro)
 - Small Business for the Purpose of Public Works (SB-PW)

UPCOMING OPPORTUNITIES – CAPITAL PROJECTS



Facility 10-year State of Good Repair | Professional Services | Est. \$777,228 | Q3 2027

Sewage System Upgrade | Construction Services | Est. \$550,000 | Q3 2027

Vallejo Terminal Dredging | Construction Services | Est. TBD | Q3 2026

Mobile Commissioning Charging System | Construction Services | Est. \$250,000 | Q3 2027

Five Year Dredging Support | Permitting & Environmental Services | Est. \$123,215 | Q2 2026

UPCOMING OPPORTUNITIES – MAINTENANCE & VESSEL REPAIR



**Diesel Particulate Filter Installation | Est. \$1,092,727
| Q2 2027**

Vessel Engine Overhaul | Est. \$720,000 | Q2 2027

Vessel Engine Overhaul | Est. \$410,000 | Q2 2027

Vessel Engine Overhaul | Est. \$ 1,427,000 | Q2 2027

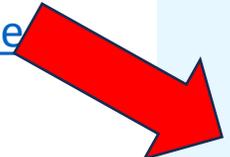
Vessel Engine Maintenance | Est. \$35,000 | Q2 2027

**Vessel Quarter Life Refurbishment | Est. TBD | Q2
2027**

NOTIFICATION OF PROCUREMENT OPPORTUNITIES

Site Links:

- <https://weta.bonfirehub.com/portal/?tab=openOpportunities>
- <https://sanfranciscobayferry.com/work-with-us/>
- <https://sanfranciscobayferry.com/dbe-and-sbe-information/>



sanfranciscobayferry.com/work-with-us/

ROUTES & SCHEDULES FARES & TICKETS TERMINALS

⚠ FERRIES WILL BE OPERATING ON WEEKEND SCHEDULES FOR MARTIN LUTHER KING

PROCUREMENT OPPORTUNITIES

San Francisco Bay Ferry has streamlined its procurement process to facilitate engagement with businesses. We encourage all vendors interested in collaborating with us to register and explore current opportunities. From supplying goods and services to participating in infrastructure projects, your business can play a crucial role in enhancing our ferry services.

- ✓ [Register on Bonfire](#)
- ✓ [View Procurements](#)
- ✓ [Disadvantaged and Small Business Enterprise \(DBE/SBE\) Program](#)

EXPLORE PROCUREMENT OPPORTUNITIES →

THANK YOU!

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