



March 2026

Request for Interest for Excursion Tours associated with Sail Boston 2026



Squantum Point Park Pier
Quincy, Massachusetts

RESPONSES DUE: April 10, 2026



The **Department of Conservation and Recreation** is steward of one of the largest state parks systems in the country. Its 460,000 acres includes forests, parks, greenways, historic sites and landscapes, seashores, lakes, ponds, reservoirs and watersheds. DCR's mission statement is:

*To protect, promote and enhance our commonwealth of natural,
cultural and recreational resources for the well-being of all*

Contact Us:

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10 Park Plaza, Suite 6480
Boston, MA 02116

DCR Main Phone: 617-626-1250
e-mail: mass.parks@mass.gov

Commonwealth of Massachusetts
Maura Healey, *Governor*

Executive Office of Energy & Environmental Affairs
Rebecca L. Tepper, *Secretary*

Department of Conservation & Recreation,
Nicole LaChapelle, *Commissioner*
Priscilla Geigis, *Deputy Commissioner for Conservation and Resource Stewardship*

INTRODUCTION

The Massachusetts Department of Conservation and Recreation (“DCR”) is pleased to release a **Request for Interest** to solicit interest for the operation of excursion tours to view Sail Boston from Squantum Point Pier in Quincy (“Pier”) from July 11 through July 16, 2026. The pier is located within Squantum Point Park (“Park”) which provides passive recreation opportunities within coastal open space and includes a parking lot with 850 parking spaces that supports multiple permitted uses. The Pier, located at the northeast corner of the Park, serves as a seasonal ferry landing and is adjacent to shopping and restaurants at Marina Bay, a mixed-use development. Access to the pier includes uneven ground and is not likely fully accessible.

The purpose of this RFI is to:

- Present the opportunity to potential operators;
- Gather information regarding commercial interest in utilizing the site during Sail Boston;
- Review the logistical needs and requirements for operating excursion tours from this location, the potential for the site to serve more than one tour operator, and compatibility with MBTA’s operations from the site; and
- Obtain the necessary information to determine if use of the facility at this time and in this manner is in the interest of the Commonwealth.

While all responses of interest are welcome, DCR specifically solicits interest related to (but not limited to):

- Allowing use of the public assets to support excursion tours during the Sail Boston event;
- Responsibly activating the pier for tourism;
- Establishing conditions, limitations, and cost for use of the public asset for the purpose of launching excursion tours during the Sail Boston event; and
- Operators interested in obtaining a permit from DCR for use of Squantum Point Pier for excursion tours during Sail Boston.

This document is a general description and call for interest and ***not a request for formal proposals***. Responses to this solicitation will be used to inform the negotiation and issuance of a permit(s) for use of the pier for excursion tours for the Sail Boston 2026 event only.

DCR will provide an opportunity for interested parties to visit the site, and to discuss ideas and concerns with DCR staff.

Estimated Timeline

- Release of Request for Interest March 24, 2026
- Interest Response Due April 10, 2026
- Permit negotiation and issuance to begin April 21, 2026

REQUIREMENTS

To ensure excursion tour activities from this site do not interfere with other potential public and permitted uses of the site, excursion tour operators should expect the following conditions and requirements to accompany a permit to use Squantum Point Pier:

- Tour operator will provide one or more Customer Service Representatives (CSR) to support safe and orderly loading and unloading of passengers using both tour excursion and MBTA vessels. CSR staff shall be present at least 30 minutes prior to the first scheduled excursion trip departure and on site continuously until at least 30 minutes after the last excursion trip arrival. Excursion vessel crew members cannot perform the CSR role. Sufficient CSR staff shall be present to ensure continuous staffing during all rest breaks, meal breaks, or other disruptions. CSR staff shall have a full understanding of all excursion services and MBTA ferry operations using Squantum Point dock, shall be able to provide information to passengers regarding both excursion services and MBTA services, and shall direct passengers to the correct vessel (excursion or MBTA). CSR staff shall be responsible for controlling excursion passenger queuing and will assist MBTA passengers locate the access to the landing, by queueing passengers accordingly until the appropriate vessel is docked and ready for boarding. CSR staff will not be required to collect or sell tickets for MBTA ferry services.
- Tour operator will operate in a manner that does not interfere with MBTA ferry service. Vessels conducting excursion tours shall not be scheduled to be alongside the Squantum Point dock during each MBTA ferry landing window (from 15 minutes prior to ferry arrival to 15 minutes after ferry departure). MBTA ferry service is operated 7 days a week although final precise schedules for Summer 2026 have not been published. In 2025, MBTA ferry layover at the Squantum Point dock generally lasted between five minutes and 15 minutes following the schedules below. The 2026 schedules are expected to be similar.
 - MBTA Weekend service:
 - o First departure 9:20 AM
 - o Last arrival: 10:00 PM
 - o 8 individual stops at Squantum Point during that period.
 - MBTA Weekday service:
 - o First departure: 6:15 AM
 - o Last arrival: 8:30 PM
 - o 11 individual stops at Squantum Point during that period.
- Tour operator may store boarding equipment (e.g., ramp, gangway) of limited size on the Squantum Point dock, provided such equipment will not interfere with MBTA ferry service and will not compromise the stability of the dock. Proposals shall include a detailed description of any device(s) proposed for use, including size and configuration, for review by DCR and MBTA. While there are no proscribed limitations on the size of boarding equipment.

Tour operator shall be responsible for ensuring that the vessels used for the service can safely

access the dock, including that suitable water depths exist, and the vessel can safely berth against the dock without damage to any part of the dock system or to vessels using the dock.

- Tour operator will be required to provide documentation from an insurance company or properly licensed broker, authorized to conduct business within the Commonwealth, specifying that the operator is qualified to meet and obtain the insurance requirements of at least \$1,000,000 per occurrence and \$2,000,000 aggregate coverage.
- Tour operator will be required to show that it has reliable and professional accounting support either internally or externally, which could include an auditable Point of Sale payment tracking system. Correspondence from an entity's accountant, CPA, or bookkeeping company may be sufficient to show such support.

SUBMISSION REQUIREMENTS

Request for Interest
Excursion Tours
Squantum Point, Quincy, MA

Name: _____

Email: _____

Address (if no email): _____

City: _____ State: _____ Zip: _____

1. Provide a statement of qualifications and experience in the operation of excursion tours.
2. Describe the vessel(s) to be used for the tour operations. Include information about the vessel size, draft, and passenger capacity. Identify the captain(s) and provide a copy of any relevant licenses and certifications to operate the vessel(s) for passenger service.
3. Indicate how passengers will access the vessel including any anticipated queuing locations, ramps, etc. Describe how the equipment can be stored in a manner that will not interfere with MBTA ferry service or compromise the stability of the dock.
4. Describe the proposed schedule for tours including days, times of departure and return, and total number of tours anticipated per day, and maximum number of passengers per tour.
5. Describe where the vessel will be berthed during non-operating hours for the week of Sail Boston, July 11 through July 16.
6. Describe how tickets will be acquired for the excursion tours. If tours will be arranged through a separate tour company, identify the company and any previous experience with them. If tickets will be sold on site, indicate where and how that will be sited and supported. Indicate anticipated cost per ticket.
7. Provide information about parking requirements for the tour including estimated number of vehicles for staff and ticket holders per day. Indicate whether ticket holders are expected to arrive via personal vehicle or via tour bus or shuttle.
8. Describe proposed marketing and on-site signage needs to direct ticket holders to the vessel, parking, ticket sales, etc.
9. Indicate whether food and/or alcohol will be available during the tour. Describe any waste control/management plans for disposal of trash and recyclable materials.

10. Indicate any minor site modifications needed to make the excursion tour operation viable.
(Example: replace cleats, bumpers).
11. Indicate the per day rate proposed to DCR for the use of the public pier for excursion tour operations.
12. Describe potential obstacles or barriers to success.
13. Describe any additional information you would like to share with DCR.
14. A list of the names and addresses of all principals or Managers who have more than a one (1%) percent financial interest in the business entity.

Please send responses in electronic form to:
Paul Casey
Department of Conservation and Recreation
Director of Longterm Permits and Leases
10 Park Plaza, Suite 6480
Boston, MA 02116 dcr.permits@mass.gov

PHOTOS



Squantum Point Pier and Parking