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**Addendum No. 1**

**To Offerors:**

**Request for Proposals  
Design-Build Services  
Regency Furniture Stadium Improvements**

**Date Issued:**

**April 12, 2024**

This addendum is hereby made part of the Request for Proposals dated April 4, 2024, on the subject work as though originally included therein. The following amendments, additions, and/or corrections shall govern this solicitation.

This addendum incorporates the following items:

1. The eMMA landing page of the public notice was edited to display the correct procurement solicitation title and summary statement, and the advertised Site-Visit on April 18, 2024;
2. The contact information stated in the Key Information Summary Sheet was edited to link to the Procurement Officer's correct email address at [ckramer@mdstad.com](mailto:ckramer@mdstad.com) as stated in Section 1.5 of the RFP;
3. A copy of the pre-proposal conference PowerPoint presentation slides are attached hereto; and
4. The pre-proposal conference attendance list is attached hereto.

**Note: All addenda must be acknowledged by the Offeror in the Technical Proposal.**

Christian Kramer  
Procurement Officer

**Attachments**

Capital Projects Development  
The Warehouse at Camden Yards  
351 W. Camden Street, Suite 300  
Baltimore, MD 21201  
410-223-4150  
1-877-MDSTADIUM  
Fax: 410-333-1888

cpdginfo@mdstad.com  
www.mdstad.com

Voice: 800-201-7165  
TTY: 800-735-2258



**Request for Proposals**

**Design-Build Services**

**Regency Furniture Stadium Improvements**

**Issue Date: April 04, 2024**

**Amended: April 12, 2024**

**NOTICE:** A prospective Offeror that has received this document from a source other than eMaryland Marketplace Advantage (eMMA) <https://procurement.maryland.gov> should register on eMMA. See Section 1.8.

**MINORITY BUSINESS ENTERPRISES ARE ENCOURAGED TO RESPOND TO THIS SOLICITATION.**

**KEY INFORMATION SUMMARY SHEET**

**MARYLAND STADIUM AUTHORITY**

**Request for Proposals**

**Design-Build Services**

**Regency Furniture Stadium Improvements**

**RFP Issue Date:** April 04, 2024

**Procurement Officer:** Christian Kramer  
Maryland Stadium Authority  
351 West Camden Street, Suite 300  
Baltimore, Maryland 21201  
Phone: 443-202-3885  
E-mail: [ckramer@mdstad.com](mailto:ckramer@mdstad.com)

**Procurement Method:** Competitive Sealed Proposals

**MBE Participation Goal:** Design Services: Overall Goal: 10%  
Pre-Construction Services: Overall Goal: 15%

**Pre-Proposal Conference:** April 11, 2024 at 12:00pm Local Time  
**Web Conference Registration link:**  
[https://us02web.zoom.us/meeting/register/tZckc-CurDgtG9TcXp0XxkA6434yM\\_oIT4Nv](https://us02web.zoom.us/meeting/register/tZckc-CurDgtG9TcXp0XxkA6434yM_oIT4Nv)

**Site Visit:** April 18, 2024 at 10:30am Local Time  
Regency Furniture Stadium  
11765 St. Linus Drive  
Waldorf, MD 20602  
**Registration link:**  
<https://www.eventbrite.com/e/site-visit-rfp-db-services-regency-furniture-stadium-improvements-tickets-876713923947?aff=oddtcreator>

**Questions Due:** April 19, 2024 at 10:00am Local Time  
**Submission link:**  
<https://mdstad.sharefile.com/r-r03770eed0ae542f8983f068ed193da41>

**Proposals Due:** April 30, 2024 at 1:00pm Local Time  
**Technical Proposal Submission link:**  
<https://mdstad.sharefile.com/r-rf2359ff804ec4590b2911b20048650d8>  
**Financial Proposal Submission link:**  
<https://mdstad.sharefile.com/r-r3d80a35caae44fe39371c4e70ea5797b>

Line Item 3

# **WELCOME**

**PRE-PROPOSAL CONFERENCE FOR  
REQUEST FOR PROPOSALS – DESIGN-BUILD SERVICES  
REGENCY FURNITURE STADIUM IMPROVEMENTS**

**Web Pre-Proposal Conference**

**THANK YOU FOR YOUR INTEREST IN DOING BUSINESS WITH MSA**

**THE PRE-PROPOSAL CONFERENCE WILL BEGIN AT 12 P.M.**

PLEASE PROVIDE YOUR NAME, COMPANY NAME AND EMAIL ADDRESS IN THE CHAT ROOM UPON JOINING THIS CONFERENCE.

DURING THE PRESENTATION, THE LINES WILL BE MUTED. QUESTIONS MAY BE SUBMITTED VIA THE CHAT ROOM. THE PHONE LINES WILL BE OPENED FOR ADDITIONAL QUESTIONS AT THE END OF THE PRESENTATION.



# **MARYLAND STADIUM AUTHORITY**

**REQUEST FOR PROPOSALS – DESIGN-BUILD SERVICES**

**REGENCY FURNITURE STADIUM IMPROVEMENTS**

**Pre-Proposal Conference**

*April 11, 2024*

# **INTRODUCTION OF THE PROCUREMENT & PROJECT TEAM**

**YAI WAITE  
PROCUREMENT OFFICER**

**CHRISTIAN KRAMER  
PROCUREMENT OFFICER**

**CHRIS DEREMEIK  
PROJECT MANAGER**

# SOLE POINT OF CONTACT

**Christian Kramer**

Maryland Stadium Authority








351 West Camden Street, Suite 300

Baltimore, Maryland 21201

Telephone: 443-202-3885

Email: [ckramer@mdstad.com](mailto:ckramer@mdstad.com)

# KEY DATES

	<u>ACTIVITY</u>	<u>DATE (Local Time)</u>
	Request for Proposals Issued	April 4, 2024
	Pre-Proposal Web Conference	April 11, 2024 at 12:00 p.m.
	Site Visit	April 18, 2024 at 10:30 a.m.
	Questions Due	April 19, 2024 at 10:00 a.m.
	Proposals Due – Technical and Financial	April 30, 2024 at 1:00 p.m.
	Oral Presentations	May 14 & May 16, 2024
	Notice to Proceed	June 2024



# SCOPE OF SERVICES

On September 6, 2023, MSA and Charles County entered into a Memorandum of Agreement that formalizes the relationship and role of each in the execution of necessary improvements to Regency Furniture Stadium to ensure compliance with the Professional Development League Standards recently adopted by Major League Baseball.

MSA is issuing this solicitation to select a highly qualified firm to provide design/build services related to the improvements for Regency Furniture Stadium. The stadium is located in Waldorf, MD and is the home of the Southern Maryland Blue Crabs (an Atlantic League Professional Baseball team).

- ❖ Please refer to Section 3 of the RFP for the full scope of work and all references to attachments relevant to this RFP.

# OFFEROR MINIMUM QUALIFICATIONS

- ❖ Has at least five (5) years of experience in managing design-build projects of similar size, scope, and complexity;
- ❖ Is licensed to operate in the State of Maryland;
- ❖ Has experience providing the following services during both preconstruction and construction phases: quality assurance/quality control, estimating and budget control, CPM scheduling, value engineering, and evaluation and implementation of innovative construction techniques;
- ❖ Has ability to meet the insurance requirements set forth in the sample Design-Build Contract Agreement, Attachment J to this RFP; and
- ❖ Has ability to meet the bonding requirements set forth in Section 1.39 of the RFP.

# MINORITY BUSINESS ENTERPRISES

- ❖ **This RFP has a minimum overall MBE subcontract participation goal of 10% overall for preliminary design services, with no subgoals.**
- ❖ All subcontractors named by the Offeror as part of their MBE Schedule must be certified with the Maryland Department of Transportation (“MDOT”).
- ❖ Offerors’ submissions must also include the MBE subcontractor’s MDOT certification number & NAICS product and service description of work to be performed. MBE form D-1A must be submitted with the Technical Proposal.
- ❖ For information on certified MBE firms, the Directory of Certified Firms is available at <https://marylandmdbe.mdbecert.com/> - Click on the “Search Directory of Certified Firms” button at the right side of the website.
- ❖ The most current information on MBE’s is available at the MDOT website.
- ❖ Trainings and additional information regarding the State’s socio-economic programs and a Procurement Forecast is available on the Governor’s Office of Small, Minority & Women Business Affairs website at <https://gomdsmallbiz.maryland.gov/Pages/default.aspx>.

# MINORITY BUSINESS ENTERPRISES

- ❖ **Submit D-1A form with your proposal. Make sure the form is fully completed.**
- ❖ Math needs to add to up.
- ❖ MBEs shall be currently and appropriately certified. Check the MDOT MBE directory to make sure that your proposed MBE firms are certified by MDOT.
- ❖ Keep in mind we are looking for MBE certified firms (**NOT** SBE, DBE, etc.).
- ❖ Check ONE box for the firm's classification (i.e. African-American, woman owned, etc.).
- ❖ Please review section 1.20 of the RFP, Minority Business Enterprise for subcontractor agreement information.

# PROPOSAL SUBMISSIONS

- ❖ All submissions must be sent electronically. DO NOT send them via email. Use the links provided in Section 1.10 of your respective RFP.
- ❖ See Section 4 of the RFP for all proposal and submission requirements, including format requirements.
- ❖ Financial Proposals must be password protected.
  
- ❖ Technical Volume:
  - Transmittal letter
  - Title and Table of Contents
  - Executive Summary
  - Work Plan, Offeror's and Key Personnel Experience
  - Bid/Proposal Affidavit (**Attachment A**)
  - Conflict of Interest Disclosure (**Attachment B**)
  - MBE Form D1-A "MBE Utilization and Fair Solicitation Affidavit and MBE Participation Schedule" (**Attachment D**)
  - Staffing Plan (**Attachment F**)
  - Corporate Profile (**Attachment J**)
  - Capacity Summary Worksheet for Key Personnel (**Attachment K**)
  - Prime Contractor List of All Subcontractors (**Attachment L**)
  - Proof of Insurance/ability to meet insurance requirements

# PROPOSAL SUBMISSIONS CONT.

- ❖ Financial Volume: Password will be requested from short-listed Offerors only.
  - Pricing Form (**Attachment H**)

# EVALUATION CRITERIA

- ❖ Technical criteria has more weight than Financial criteria. Proposals will be evaluated based on the adequacy of their proposed work plan, Offeror's experience and qualifications, and past performance, among other criteria listed in Section 5.2 of the RFP.
- ❖ The Selection Committee will review the Offerors' Technical Proposals. Firms deemed as meeting all requirements will be ranked and, based on the achieved rankings, selected firms will then be "short-listed."
- ❖ Short-listed firms will be invited to conduct an oral presentation.
- ❖ After oral presentations, the selection committee will short-list Offerors to participate in the financial phase of the procurement. **Offerors will be required to provide the password to their financial proposal within one (1) business day of MSA's request.**
- ❖ An award will be made to the Offeror whose proposal is determined to be the most advantageous, considering technical and financial evaluation factors.

# SUBMISSION REMINDERS

- ❖ Make sure to indicate your availability for oral presentations in your proposal.
- ❖ Make sure to use the forms issued with the RFP or its addenda. Outdated forms will be returned for Offeror's correction – could impact overall quality of submission.
- ❖ DO NOT ALTER State issued forms.
- ❖ MBE forms need to include both the NAICS code and a description of the work to be performed by the MBE on the project.
- ❖ SDAT Compliance – Make sure that your firm is in good standing with the Maryland Department of Assessments and Taxation.
- ❖ Review the RFP (including attachments) in its entirety.



# QUESTIONS

- ❖ **This section is for informational purposes only. All questions regarding the respective RFP, must be submitted to the Procurement Officer in writing via the link included in Section 1.9 prior to the deadline given for questions in order to receive an official response from the Maryland Stadium Authority.**
- ❖ **Only responses provided in writing by the Maryland Stadium Authority will be considered official answers to questions regarding this RFP.**
- ❖ Addenda will be sent via GovDelivery to everyone who participated in this pre-proposal. Please check your junk/spam folders and update your e-mail settings to ensure that you receive MSA Contracting GovDelivery e-mails.

# Line Item 4

**Capital Projects Development Group  
Pre-proposal Conference  
Design-Build Services - Regency Furniture Stadium Improvements  
April 11, 2024 12:00pm**

Name	Company	Email	Prime or Subcontractor	MDOT MBE Certified	SBR Certified	Attended
Phil Rhodes	A. Morton Thomas and Associates, Inc.	prhodes@amtengineering.com	Subcontractor	No	No	Yes
Perry Clauser	Albireo Energy	pclauser@Albireoenergy.com	Subcontractor	No	No	Yes
Safa Eslambolchi	Arya Consultants	safa.e@aryaconsultants.com	Subcontractor	No	Yes	Yes
Ahmed Mohamed	As-Sabur Egnineering	as.sabur.eng@comcast.net	Subcontractor	Yes	Yes	Yes
Eric Einhorn	BallParchitecture	eeinhorn@ballparchitecture.com	Subcontractor	No	No	Yes
Tony Gebbia	BGC	tgebbia@bgc-gandg.com	Prime	No	No	Yes
Alexis Kurtz	Cerami & Associates	akurtz@ceramiassociates.com	Subcontractor	No	No	Yes
Kate Bradley	Colimore Architects	kbradley@colimore.com	Prime	Yes	Yes	Yes
John Lavoie	Cooley LLP	jlavoie@cooley.com	Subcontractor	No	No	Yes
Cielo Rodriguez	Dustin Construction, Inc.	crodriguez@dustinconstruction.com	Prime	No	No	Yes
Ari Bozorgi	ECS Limited	abozorgi@ecslimited.com	Subcontractor	No	No	Yes
Shani Ferguson	Ewing Cole	sferguson@ewingcole.com	Subcontractor	No	No	Yes
Nadine Belizaire	Fletcher	nadine@fletcherdc.com	Subcontractor	No	Yes	Yes
Sarah Bishop	GCS-SIGAL	sbishop@gcs-sigal.com	Prime	No	No	Yes
Greg Permison	Gilbane Building Company	gpermison@gilbaneco.com	Prime	No	No	Yes
Michael Ricketts	Gilbane Building Company	mricketts@gilbaneco.com	Prime	No	No	Yes
Charlie Miller	Harkins Builders	cmiller@harkinsbuilders.com	Prime	No	No	Yes
Melissa McGarry	IMEG	melissa.d.mcgarry@imegcorp.com	Subcontractor	No	No	Yes
Michael Lieberman	Infrastructure Technologies, LLC	mlieberman@itcmmd.com	Subcontractor	Yes	Yes	Yes
Brian Soethe	J. Vinton Schafer Construction, LLC	bsoethe@quandel.com	Prime	No	No	Yes

Megan McDowell	J.Vinton Schafer Construction, LLC	mmcdowell@quandel.com	Prime	No	No	Yes
Tony Vaughn	J.Vinton Schafer Construction, LLC	tvaughn@quandel.com	Prime	No	No	Yes
Tom Kraft	JVS	tomk@jvschafer.com	Prime	No	No	Yes
Michael Branson	Keller Brothers Construction Management	mbranson@kellerbrothers.com	Prime	No	No	Yes
Matt Pak	Kim Engineering	matthewpak@kimengineering.com	Subcontractor	Yes	No	Yes
Patti Zimmerman	Koffel Associates, Inc.	pzimmerman@koffel.com	Subcontractor	No	No	Yes
Kiana Smith	Kumi Construction Management Corporation	ksmith@kumicm.com	Subcontractor	Yes	Yes	Yes
Gavin Myers	Little Diversified Architectural Consulting	gavin.myers@littleonline.com	Subcontractor	No	No	Yes
Elizabeth Morgan	Little Diversified Architectural Consulting	elizabeth.morgan@littleonline.com	Subcontractor	No	No	Yes
Joe Saunders	Little Diversified Architectural Consulting	joe.saunders@littleonline.com	Prime	No	No	Yes
Michaela Simpson	Pendulum	michaela.simpson@pendulumkc.com	Prime	Yes	No	Yes
Tom Friel	Preservation & Protection Systems, Inc.	tom@ppsimd.com	Prime	No	No	Yes
Samantha Safara	Promatech, Inc.	ssafara@promatechinc.com	Subcontractor	No	Yes	Yes
Timothy Murtha	Secured Network Solutions	tmurtha@teamsns.com	Subcontractor	No	No	Yes
Oliver Francies	Serigraphics Sign Systems Inc	oliverf@serigraphicssign.com	Prime	No	No	Yes
Sharon Elliott	Site Resources, Inc.	selliott@siteresourcesinc.com	Subcontractor	Yes	Yes	Yes
Dominick Dunnigan	Southway Builders, Inc.	ddunnigan@southwaybuilders.com	Prime	No	No	Yes
Monique Walton	TCT Cost Consultants	mwalton@tctcost.com	Subcontractor	Yes	Yes	Yes
Akshay Gawande	Tejy Inc	agawande@tejy.com	Subcontractor	Yes	Yes	Yes
Tige Sheehan	The Whiting-Turner Contracting Company	tige.sheehan@whiting-turner.com	Prime	No	No	Yes
Peter Vasco	The Whiting-Turner Contracting Company	peter.vasco@whiting-turner.com	Prime	No	No	Yes
Tom Moriarty	Turner Construction Company	tmoriarty@tcco.com	Prime	No	No	Yes
Dana Blackwood	Turner Construction Company	dblackwood@tcco.com	Prime	No	No	Yes
Jon OKeefe	WarrenBuilds	jono@warrenbuilds.us	Prime	Yes	Yes	Yes

End of Line Item 4