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**Addendum No. 1**

**To Offerors: Request for Proposals  
Consulting Services for Comprehensive Threat and  
Vulnerability Risk Assessment (CTVRA) for the  
Redevelopment of the Pimlico Racing Facility**

**Date Issued: August 1, 2024**

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This addendum is hereby made part of the Request for Proposals dated July 19, 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. A copy of the questions submitted regarding this RFP, along with their respective answers, is attached hereto.
2. A copy of the pre-proposal conference attendance list is attached hereto.
3. A copy of the pre-proposal conference PowerPoint presentation slides are attached hereto.
4. An updated Corporate Profile (Attachment D) with no watermark, can be found via the following ShareFile link:  
<https://mdstad.sharefile.com/d-s172ae635a2454d779ed795efc559f6c5>
5. Section 4.3.(e).3.(d).4 is hereby revised as follows:  
“the individual’s specific role in each project listed in the resume. ; and”
6. Section 1.10 of the RFP is hereby amended. The submission of Technical Proposals has been extended to **August 13, 2024 at 1:00 p.m. (Local Time)**.

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

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Paige Stinnett  
Procurement Officer

**Request for Proposals  
 Consulting Services for Comprehensive Threat and Vulnerability Risk  
 Assessment (CTVRA) for the  
 Redevelopment of the Pimlico Racing Facility  
 Questions & Answers  
 Addendum No. 1**

**Action Item**

	<b>Question</b>	<b>Answer</b>
1.	If we do not fully meet the experience required but do have the expertise to complete the project, do you still want us to submit a proposal?	Please refer to Section 2 for minimum qualifications.
2.	The majority of the Scope of Work focuses on common security issues that CTVRA's typically analyze and address however, there is one line in the Scope of Work which notes that the CVTRA must investigate, analyze and review Cybersecurity. Cybersecurity is a very broad topic, could you please elaborate as to what aspect of cybersecurity we will need to address in the CVTRA?	Threats and vulnerabilities as it related to equipment being provided during the construction of the facility.
3.	Section 1.9 Questions does not appear to address or provide a timeline how questions submitted by an offeror and answers provided by the Procurement Officer that may affect an offeror's submission will be provided in a timely manner before the August 9, 2024 deadline. As the deadline for questions is on July 31, 2024 (approximately 6 business days before the deadline), our team respectfully requests that MSA consider extending the August 9,	Please refer to Addendum No. 1.

	<p>2024 deadline to allow all offerors an appropriate amount of time to react and respond to questions and answers provided by the Procurement Officer.</p>	
<p>4.</p>	<p>- Section 2 Offeror’s Qualifications Item e. indicates “Within the immediate preceding five (5) years, experience conducting a minimum of three (3) comprehensive threat and vulnerability assessments of sports and entertainment venues that host professional sports games and special events.”</p> <p>- Section 4.3.e.2 Corporate Experience indicates “Using the Project Experience Form (Attachment F) provide information regarding three (3) relevant projects, that been completed within the past (10) Years, and which demonstrate the Offeror’s experience and any of its proposed subconsultants.</p> <p>These two sections of the RFP appear to be in conflict with each other related to the number of years of recent project experience – 5 years versus 10 years. Please confirm.</p>	<p>Both sections apply as written.</p>
<p>5.</p>	<p>Section 4.3.e.1.d Attachment H – Are any exceptions or proposed modifications to the Consultant Agreement that the offeror may identify required to be submitted at the submission of the Technical Proposal or just prior to the short-listed interview?</p>	<p>Any exceptions or proposed modifications to the consultant agreement, must be submitted with the Technical Proposal Submission.</p>

6.	Section 4.3.e.3.d.4 – The final bullet point appears to be cut off. It states, “the individual’s specific role in each project listen in the resume; and”. Please confirm if another resume requirement was meant to be included here.	Please refer to Addendum No. 1.
7.	Attachment D Consultant Corporate Profile includes a ‘Confidential’ watermark. For ease of completing the form, can an updated version be provided without the ‘Confidential’ watermark or is the watermark intentional?	Yes. Please see a new Corporate Profile included with Addendum No. 1.
8.	Section 4.3.d.1 and 4.3.d.2 – Are subcontractors also required to complete Attachment A and Attachment B?	Yes.
9.	Is the scope of the assessment limited to Pimlico, or is Laurel Park also?	Pimlico Only.
10.	Do the onsite visits pertain to Pimlico only or also to Laurel Park?	Pimlico Only.
11.	Do you prefer Pimlico site visits to be scheduled during a particular phase of the construction project	No.
12.	Section 3.3.d: Can you please elaborate on the scope of "Cybersecurity" as it pertains to the topics in-scope for the CTVRA?	See the answer to question #2.
13.	Section 3.3.d.2: You have requested that the chosen Consultant interview Venue	The facility is aware of the requirement.

	<p>partners. Have you identified the individuals / stakeholder groups? If so, approximately how many different interviewees / stakeholder groups are in-scope? Are they aware of this project and committed to the project success (e.g., willing to participate in interviews)?</p>	
	<p>Section 3.3.d.3:  You have requested that the chosen Consultant review past incidents at the Complex including security reports, law enforcement crime data, and intelligence reporting. Will you supply your chosen Consultant with these past incidents in written format or is it your expectation that the chosen Consultant access / has access these records (e.g., open source, law enforcement sensitive and/or unclassified for official use only)?</p>	<p>Applicable facility records that Owner has access to will be made available to the Consultant.</p>
14.	<p>Section 3.3.d.4:  This section mentions the task of reviewing "DHS, FBI, and Fusion Center Open Source Intelligence." Are you referring to intelligence you already have in your possession or intelligence that the vendor would access from these sources?</p>	<p>Resources the Consultant would access.</p>
15.	<p>Section 3.5.c:  You state, "MSA reserves the right to add or delete scope of work items in any manner necessary to serve the best interests of MSA." Do you agree that any additions or deletions in scope will be documented in a change order with your chosen Consultant and that professional service fees may increase or decrease as a result even though you request a fixed fee price?</p>	<p>Please refer to Article 9 of the Sample Consultant Agreement (Attachment H).</p>

16.	Section 3.5.f: What format does the CTVRA need to be in - Microsoft Word or Microsoft Power Point?	PDF for the final report.
17.	Section 3.5.g: It is stated that the prioritized project plan needs to include the estimated budget requirement considering all costs. Does this mean you want an estimated budget for all recommendations identified within the Consultant-created roadmap?	Yes.

**Request for Proposals**  
**CTVRA Redevelopment of the Pimlico Racing Facility**

**Tuesday July 30, 2024**  
**10:00 AM**

<b>Company Name</b>	<b>Name</b>	<b>Email</b>	<b>Prime or Sub</b>	<b>MDOT MBE Certified</b>	<b>SBR Certified</b>	<b>Attended</b>
Bri-Bet Security Solutions	John Giganti	john.giganti@bri-bet.com	Prime	Yes	Yes	Yes
Carib Security Services, LLC	Clinton Hart	clintonh0620@gmail.com	Subcontractor	Yes	Yes	Yes
Collaborative Technical and Comprehensive Security Business Consulting	Calvin Daniels	info@ctchconsulting.com	Prime	No	Yes	No
Cyber Career Paths	Mubo Bodunrin	contact@re-mindinstitute.com	Prime	No	No	No
Deloitte	Delvin Huffman	dhuffman@deloitte.com	Prime	No	No	Yes
Deloitte	Doug Powers	dpowers@deloitte.com	Prime	No	No	Yes
Deloitte	David Feeney	dafeeney@deloitte.com	Prime	No	No	Yes
Deloitte & Touche LLP	Andrea Koehler	akoehler@deloitte.com	Prime	No	No	Yes
Ecotech Hydro Excavation	Shelly Masone	Shelly@goecotech.com	Subcontractor	No	No	Yes
En-Net Services	Kelly Killian	ckillian@en-netservices.com	Subcontractor	No	Yes	Yes
FNE Technology	Shane Williams	shane@fnetechnology.com	Prime	Yes	Yes	No
Gannett Fleming	Kandace Jennings	kjennings@gfnet.com	Prime	No	No	Yes
Invsatek LLC	Charles Ongele	congele@invsatek.com	Prime	Yes	Yes	No
iTrust HCM	Tennille Heard	tennille@itrusthcm.com	Subcontractor	Yes	Yes	No
Jensen Hughes	Kirk Jennings	kirk.jennings@jensenhughes.com	Prime	No	No	Yes
Jensen Hughes	Kelly Higgins	kelly.higgins@jensenhughes.com	Prime	No	No	Yes
Jensen Hughes	Christine Chatfield	cchatfield@jensenhughes.com	Subcontractor	No	No	No
Kim Engineering Inc	Andrew Sailo	andrewsailo@kimengineering.com	Subcontractor	Yes	Yes	No
MAKSEC	Toma Taylor	consulting@maksec.com	Prime	No	Yes	No
Newcastle Consulting, LLC	J Kelly Stewart	jkstewart@nccllc.net	Subcontractor	No	No	No
Restart2Reset Brilliance	Tamara Mock	rsvvpiptamara@gmail.com	MSA Staff/OC Staff	Yes	Yes	No
Secure Our Schools LLC	Art Gordon	art@secureourschools.net	Prime	No	Yes	No
Security Effects	Frank Wood	frank.wood@securityeffects.org	Prime	No	Yes	Yes
Thornton Tomasetti	Douglas Heinze	DHeinze@ThorntonTomasetti.com	Prime	No	Yes	Yes
Walter P Moore	Kevin Anderson	kanderson@walterpmoore.com	Subcontractor	No	No	No
Walter P Moore	Matt Nebel	mnebel@walterpmoore.com	Prime	No	Yes	Yes
Willis Towers Watson	Kate Colberg	Kate.Colberg@Alert-24.com	Prime	Yes	Yes	Yes
WTW	Patrick Rogers	patrick.rogers@wtwco.com	Prime	No	No	Yes
WTW	Peter Bransden	peter.bransden@wtwco.com	Prime	No	No	Yes

# **WELCOME**

**PRE-PROPOSAL CONFERENCE FOR  
Consulting Services for Comprehensive Threat and Vulnerability  
Risk Assessment (CTVRA) for the  
Redevelopment of the Pimlico Racing Facility  
Web Pre-Proposal Conference**

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

**THE PRE-PROPOSAL CONFERENCE WILL BEGIN AT 10 A.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 for  
Consulting Services for Comprehensive Threat and  
Vulnerability Risk Assessment (CTVRA) for the  
Redevelopment of the Pimlico Racing Facility**

**Pre-Proposal Conference**

***July 30, 2024***

# INTRODUCTION OF THE PROCUREMENT & PROJECT TEAM



**YAI WAITE**  
ASSOCIATE VICE  
PRESIDENT,  
PROCUREMENT



**PAIGE STINNETT**  
PROCUREMENT OFFICER



**CHRIS DEREMEIK**  
PROJECT MANAGER

# **SOLE POINT OF CONTACT**

**Paige Stinnett**

Maryland Stadium Authority







351 West Camden Street, Suite 300

Baltimore, Maryland 21201

Telephone: 443-286-1630

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

# KEY DATES

	<u>ACTIVITY</u>	<u>DATE (Local Time)</u>
	Request for Proposals Issued	July 19, 2024
	Pre-Proposal Web Conference	July 30, 2024 at 10:00 a.m.
	Questions Due	July 31, 2024 at 1:00 p.m.
	Technical Proposals Due	August 9, 2024 at 1:00 p.m.
	Oral Presentations	September 9 & 10, 2024
	Notice to Proceed	October 2024

# SCOPE OF SERVICES

Through this Request for Proposals, MSA is seeking a highly qualified Comprehensive Threat Vulnerability and Risk Assessment (“CTVRA”) consultant to evaluate current security programs at the existing facility with the objective of strengthening counterterrorism and threat prevention procedures at the redeveloped racing complex.

Some of the services expected from the CVTRA consultant include, but are not limited to: onsite visits, document reviews, personnel interviews and physical assessments.

- ❖ 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

- Have been in business for at least five years;
- Licensed to operate in the State of Maryland;
- Has experience completing projects of similar size, scope and complexity;
- Qualified and experienced in conducting all hazards risk and vulnerability assessments involving professional sports and entertainment venues.
- Within the immediate preceding five (5) years, experience conducting a minimum of three (3) compressive threat and vulnerability assessments of sports and entertainment venues that host professional sporting games and special events.

# 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.
- ❖ 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**)
  - Staffing Plan (**Attachment E**)
  - Corporate Profile (**Attachment D**)
  - Capacity Summary Worksheet for Key Personnel (**Attachment J**)
  - Prime Contractor List of All Subcontractors (**Attachment L**)
  - Corporate Diversity Addendum and Affidavit (**Attachment K**)
  - Project Experience Form (**Attachment F**)
  - Proof of Insurance/ability to meet insurance requirements

# PROPOSAL SUBMISSIONS CONT.

- ❖ Financial Volume: Proposals will be requested from short-listed offerors only.
  - Pricing Form (**Attachment G**)



# 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. 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.
- ❖ 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.