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Governor

Michael J. Frenz
Executive Director

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Justin A. Williams

Addendum No. 3

**To Offerors: Request for Proposals
Construction Management Services
Redevelopment of the Pimlico Racing Facility**

Date Issued: May 6, 2024

This addendum is hereby made part of the Request for Proposals dated April 16, 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 pre-proposal conference attendance list is attached hereto;
2. A copy of the pre-proposal conference PowerPoint presentation slides are attached hereto;
3. Attachment T – MBE Goal Setting Factors is attached hereto, and can now be accessed following the link:

<https://mdstad.sharefile.com/d-sf11553fa70bb44ec97ff2129ee3b04a4> ;

4. Section 1.39 Bonding was revised to read as follows:

[...] Sample copies of the Bid/Proposal Bond Form, the Performance Bond Form, and the Labor and Material Payment Bond Form are included in **Attachment J, Attachment K, and Attachment L** [...]; and

5. The Bid/Proposal Bond Form (Attachment J) is no longer required to be submitted with the Technical Proposal as described in Section 4.3.d.4. Instead the Bid/Proposal Form will be required with the Performance Bond Form and the Labor and Material Payment Bond Form as part of the Volume II - Financial Proposal.

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

Yamilette Waite
Procurement Officer

Capital Projects Development
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Attachments

**Capital Projects Development Group
Pre-Proposal Conference
Construction Management Services
Pimlico Racing Facility
April 24, 2024 10:00 am**

Company	Name	Email	Prime or Subcontractor	MDOT MBE Certified	SBR Certified	Attended
AECOM	Duc Le	duc.le@aecom.com	Prime	No	No	No
Aggtrans The Stone Store	Lynn Imbrogulio	Limbrogulio@Aggtrans.com	Subcontractor	No	No	No
As-Sabur Engineering	Ahmed Mohamed	as.sabur.eng@comcast.net	Subcontractor	Yes	Yes	Yes
Barton Malow Builders	David Coleman	david.coleman@bartonmalow.com	Prime	No	No	Yes
Barton Malow Builders	Allen Turnbaugh	allen.turnbaugh@bartonmalow.com	Prime	No	No	No
Barton Malow Builders	Benjamin Dearborn	benjamin.dearborn@bartonmalow.com	Prime	No	No	Yes
Bengal Engineers LLC	Subra Das	sdas@bengalengineers.com	Subcontractor	Yes	Yes	No
Bengal Engineers LLC	Chayan Khatua	ckhatua@bengalengineers.com	Subcontractor	Yes	Yes	Yes
BFW Construction Project Managers	Blane Stoddart	blane@bfwgroup.net	Subcontractor	Yes	No	No
BFW Group, LLC	Brittnie Carey	brittnie@bfwgroup.net	Subcontractor	Yes	No	Yes
Bowen & Kron	Jr Roloson	jr@bowen-kron.com	Subcontractor	No	No	No
Calderon Enterprises	Ines Calderon	i.calderon@calderonenterprisesmd.com	Subcontractor	Yes	Yes	Yes
CES Consulting	Barry Catterton	Bcatterton@aol.com	Subcontractor	Yes	No	No
Clark Construction Group, LLC	Kelsey Forlini	kelsey.forlini@clarkconstruction.com	Prime	No	No	Yes
Clark Construction Group, LLC	Justin George	justin.george@clarkconstruction.com	Prime	No	No	Yes
Clark Construction Group, LLC	Timothy Campbell	timothy.campbell@clarkconstruction.com	Prime	No	No	Yes
Clark Construction Group, LLC	Will Englehart	Will.Englehart@clarkconstruction.com	Prime	No	No	No
Construction Management	Benjamin Morgan	benjamin.morgan@bartonmalow.com	Prime	No	No	No
Crystal Steel Fabricators, Inc.	Robert Brady	bbrady@crystalsteel.net	Subcontractor	Yes	Yes	No
Davis Construction	Matt Weirich	mweirich@davisconstruction.com	Prime	No	No	Yes
Davis Construction	Toby Hayward	thayward@davisconstruction.com	Prime	Yes	Yes	No
Denver-Elek, Inc.	Brian Chamberlain	bchamberlain@denver-elek.com	Subcontractor	No	No	Yes
Denver-Elek, Inc.	Suzanne Price	sprice@denver-elek.com	Subcontractor	No	No	Yes
Development Facilitators, Inc.	Theresa Bronkoski	theresa@dfiengineering.com	Subcontractor	No	No	Yes
Development Facilitators, Inc.	Hilary Gonzales	hilary.gonzales@dfiengineering.com	Subcontractor	No	No	Yes

Development Facilitators, Inc.	David Wissmann	davew@dfiengineering.com	Subcontractor	No	No	Yes
DM Enterprises of Baltimore, LLC	Gjayde Bissessar	gbissessar@dmeconsulting-us.com	Subcontractor	Yes	Yes	No
DM Enterprises of Baltimore, LLC	Musab Altamimi	maltamimi@dmeconsulting-us.com	Subcontractor	Yes	Yes	Yes
DPR Construction Company	Jeff Jeffers	jeffreyj@dpr.com	Prime	No	No	No
Dustin Construction Company	Melissa Hawkins	procurement@dustinconstruction.com	Prime	No	No	No
Ecotech Hydro Excavation, LLC	Shelly Masone	Shelly@goecotech.com	Subcontractor	No	No	Yes
ECS Mid-Atlantic, LLC	Nichole McGuire	nmcguire@ecslimited.com	Subcontractor	No	No	No
Fletcher Consulting	Nadine Belizaire	nadine@fletcherdc.com	Prime	No	Yes	Yes
Gilbane Building Company	Greg Permison	gpermison@gilbaneco.com	Prime	No	No	Yes
Gilbane Building Company	Corey Sarver	csarver@gilbaneco.com	Prime	No	No	No
Hensel Phelps	Bill Alcorn	walcorn@henselphelps.com	Prime	No	No	Yes
Honor Engineer Company	Brian Jacobson	bjacobson@honorengineer.com	Subcontractor	No	Yes	No
Infrastructure Technologies, LLC	Michael Lieberman	mlieberman@itcmmd.com	Subcontractor	Yes	Yes	Yes
Knuckles Williams Contracting Inc.	Phyllis Williams	pwilliams@knuckleswilliams.net	Prime	Yes	No	Yes
Koffel Associates, Inc.	Patti Zimmerman	pzimmerman@koffel.com	Subcontractor	No	No	Yes
Kumi Construction Management Corporation	Charles Kumi	ckumi@kumicm.com	Subcontractor	Yes	Yes	No
McKissack and McKissack	Tia Harris	tia.harris@mckinc.com	Prime	Yes	No	Yes
Mortenson	Kris Carey	kris.carey@mortenson.com	Prime	No	No	No
Parkinson Construction Company	Fareed Chishty	fareed@parkinsonconstruction.com	Prime	Yes	Yes	Yes
PMA Consultants	Deborah Palmer	dpalmer@pmaconsultants.com	Subcontractor	No	No	Yes
Promatech, Inc.	Samantha Safara	ssafara@promatechinc.com	Subcontractor	No	Yes	Yes
Promatech, Inc.	Carrie Strehle	cstrehle@promatechinc.com	Subcontractor	Yes	Yes	Yes
Real Projectives	Jerome Johnson	jerome@realprojectives.com	Prime	No	Yes	Yes
Smoot Construction Company of Washington DC	Pamela Murray Johnson	pmjohnson@smootbuilds.com	Prime	Yes	No	No
Smoot Construction Company of Washington DC	Michelle Morton	mmorton@smootbuilds.com	Prime	Yes	No	Yes
Smoot Construction Company of Washington DC	Chrystal Stowe	cstowe@smootbuilds.com	Prime	Yes	No	No
Southway Builders, Inc.	Dominick Dunnigan	ddunnigan@southwaybuilders.com	Subcontractor	No	No	No
Tejy Inc.	Rajiv Gautam	rgautam@tejy.com	Subcontractor	Yes	Yes	Yes
The Berg Corporation	Scott Anderson	sanderson@bergdemo.com	Subcontractor	No	No	Yes
The Berg Corporation	Everly Fike	efike@bergdemo.com	Subcontractor	No	No	Yes

Toscano Clements Taylor LLC	Monique Walton	mwalton@tctcost.com	Subcontractor	Yes	Yes	Yes
WarrenBuilds	Jon Okeefe	jono@warrenbuilds.us	Prime	Yes	Yes	No
The Whiting-Turner Contracting Company	Andy Scherer	andrew.scherer@whiting-turner.com	Prime	No	No	Yes



MARYLAND STADIUM AUTHORITY

CONSTRUCTION MANAGEMENT SERVICES REDEVELOPMENT OF THE PIMLICO RACING FACILITY

Request For Proposals – Pre-Proposal Conference

April 24, 2024 – 10:00 A.M.

Disclaimer: In participating you agree that you will not record, keep, share or post any content of this session without prior express permission from MSA. In particular, for the time of this meeting, the use of automated tools as provided, for instance, by open-loop Artificial Intelligence is strictly prohibited.

WELCOME

PRE-PROPOSAL CONFERENCE

REQUEST FOR PROPOSALS

CONSTRUCTION MANAGEMENT SERVICES

REDEVELOPMENT OF THE PIMLICO RACING FACILITY

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

CONSTRUCTION MANAGEMENT SERVICES

REDEVELOPMENT OF THE PIMLICO RACING FACILITY

Pre-Proposal Conference

April 24, 2024

INTRODUCTION OF THE PROCUREMENT & PROJECT TEAM



YAI WAITE
PROCUREMENT OFFICER



CHRISTIAN KRAMER
PROCUREMENT OFFICER



CHRIS DEREMEIK
PROJECT MANAGER

SOLE POINT OF CONTACT

Yamillette Waite

Maryland Stadium Authority








351 West Camden Street, Suite 300

Baltimore, Maryland 21201

Telephone: 443-602-0681

Email: ywaite@mdstad.com

KEY DATES

	<u>ACTIVITY</u>	<u>DATE (Local Time)</u>
	Request for Proposals Issued	April 16, 2024
	Pre-Proposal Web Conference	April 24, 2024 at 10:00 a.m.
	Site Visit	May 3, 2024 at 11:00 a.m.
	Questions Due	May 7, 2024 at 1:00 p.m.
	Proposals Due – see section 1.10	May 20, 2024 at 1:00 p.m.
	Oral Presentations	June 11-13, 2024
	Notice to Proceed	August 2024

SCOPE OF SERVICES

MSA issued this RFP to engage a highly qualified CM firm to provide preconstruction services related to the Project.

The Project will develop the “Pimlico Option 2” concept per the Racing & Training Center Development Report, dated January 5, 2024. The work includes, but is not limited to, demolition of the existing racing facility, rotation and construction of the tracks, construction of a new clubhouse, barns, infield tunnels, utilities, roadways, parking lots and equine facilities.

The scope of work for preconstruction services includes, but is not limited to, design and constructability reviews, logistics planning, cost estimating, and project scheduling.

Please refer to Section 3 of the RFP for the full scope of work.

OFFEROR MINIMUM QUALIFICATION

- a. Has been in business for at least five years;
- b. License to operate in the State of Maryland;
- c. Experience completing projects of similar size, scope and complexity;
- d. Experience completing projects under the Construction Manager at Risk, or similar, delivery method;
- e. 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;
- f. Experience completing highly complex construction projects that require working in locations that pose logistical challenges, occupied building environments, and the hosting of large gatherings/public events during construction operations;
- g. Experience with community workforce development and implementation of training programs; and
- h. Ability to meet the bonding and insurance requirements set forth in the RFP.

MINORITY BUSINESS ENTERPRISES

- ❖ **This RFP has MBE sub-contract participation goals:**
 - ❖ **32% overall**, with sub-goals for
 - ❖ **African American owned firms: 8%** and
 - ❖ **Woman owned firms: 11%**
- ❖ 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 link provided in the Key Information Summary Sheet.
- ❖ 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
 - CPM Schedule – Preconstruction
 - 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**)
 - Corporate Profile (**Attachment E**)
 - Capacity Summary Worksheet for Key Personnel (**Attachment Q**)
 - Corporate Diversity Addendum and Affidavit (**Attachment R**)
 - Prime Contractor List of All Subcontractors (**Attachment S**)
 - Exceptions to Contracts (see section 4.3.e.1.d.) – Redlined Agreements
 - Proof of Insurance/ability to meet insurance requirements

PROPOSAL SUBMISSIONS CONT.

- ❖ Financial Volume: Will be requested from short-listed Offerors only.
 - Sample Request for Financial Proposals (**Attachment I**)

EVALUATION CRITERIA

- ❖ Technical criteria have 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.
- ❖ 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 the Key Information Summary Sheet 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 eMaryland Marketplace Advantage (eMMA), and 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.

ATTACHMENT T: MBE Research Factors

Solicitation Title: Construction Management Services
Redevelopment of the Pimlico Racing Facility
eMMA Solicitation No. BPM043683

This exhibit serves as a summary of the factors the State used, in conjunction with guidance from the Governor's Office of Small, Minority, and Women's Business Affairs, to determine:

- 1. The expected degree of Minority Business Enterprise (MBE) participation for the procurement contract, including subcontracting opportunities identified for the project, any applicable North American Industry Classification System (NAICS) codes linked to the subcontracting opportunities, and the number of certified MBEs in those industries;*
- 2. The expected degree of Veteran-owned Small Business Enterprise (VSBE) participation for the procurement contract, including subcontracting opportunities identified for the project, any applicable United Nations Standard Products and Services Codes (UNSPSC) [identified in eMaryland Marketplace Advantage (eMMA) as Categories] linked to the subcontracting opportunities, and the number of certified VSBEs in those industries; and*
- 3. If this procurement is for a Statewide Master Contract where secondary competition may occur, the expected degree of Small Business Reserve (SBR) participation for the secondary competition agreement (such as a task order agreement or purchase order agreement) to be designated as an SBR, including opportunities identified for the secondary competition agreement, any applicable UNSPSCs linked to the subcontracting opportunities, and the number of certified SBRs in those industries.*

Disclaimer: *This summary's research results are not all inclusive and do not exclude any other subcontracting opportunities that the Bidder/Offeror may identify in preparing a Bid/Proposal to submit in response to the solicitation.*

ATTACHMENT T: MBE Research Factors

MBE Research by NAICS Code		
NAICS Codes	Description	# MBEs in MDOT Directory
236220/237990	Construction Management Services & Other Heavy Civil Engineering Construction	331
236220	Cost Estimating	13
236220	Scheduling	15
MBE Research by Keywords		
Keywords		# MBEs in MDOT Directory



**Maryland Stadium Authority
Request for Proposals
Construction Management Services
Redevelopment of the Pimlico Racing Facility**

Issue Date: April 16, 2024

Amended: April 25, 2024

Amended: May 2, 2024

Amended: May 6, 2024

Minority Business Enterprises are encouraged to respond to this Request for Proposal. Please refer to Section 1.20 of this RFP for information regarding the MBE submission and compliance requirements.

and received and certified payroll records (if the contract includes prevailing wage and/or workforce development requirements). MSA may require additional information related to the contract to be provided electronically through the system at any time before, during, or after Agreement award.

1.39 Bonding

The CM shall have bonding capacity (i.e., performance and payment) no less than \$250 million. Offerors are required to submit, at the time of submitting a response to this RFP, a letter from a surety identifying the CM's free bonding capacity. Sample copies of the Bid/Proposal Bond Form, the Performance Bond Form, and the Labor and Material Payment Bond Form are included in **Attachment J**, **Attachment K**, and **Attachment L** of the RFP.

1.40 Maryland Law

This RFP and any subsequent RFPs or Agreements shall be construed, interpreted, and enforced according to the laws of the State of Maryland.

1.41 Acceptance of Terms and Conditions

By submitting a Proposal, the Offeror accepts all of the terms and conditions set forth in this RFP including all attachments.

1.42 Procurement Regulations

The RFP and any Agreement entered into as a result hereof is not subject to the provisions of Division II of the State Finance and Procurement Article of the Maryland Annotated Code (the "Procurement Article") except as set forth in MSA's procurement policies available online at www.mdstad.com.

1.43 Multiple Proposals

MSA will not accept multiple or alternate proposals from a single Offeror.

1.44 Web-Based Project Management System

MSA maintains a web-based project management system. The system was designed to provide various work-flow automation features that improve project management and financial processes. The selected prime Offeror will be required to use the web-based system to submit project information including, but not limited to, correspondence, submittal data, payment application, etc. There is no fee to utilize the system.

d. Required Submissions – Tab 1

Offerors must submit the following items in the technical Proposal:

1. A completed Bid/Proposal Affidavit (Attachment A). The form must be completed by the Offeror and all joint venture partners (if applicable).
2. A completed Conflict of Interest Information/Affidavit and Disclosure (Attachment B). The form must be completed by the Offeror and all joint venture partners (if applicable).
3. A completed MBE Attachment D-1A.
4. *Reserved*
5. Capacity Summary Sheet for all Key Personnel, including subcontractors (Attachment Q).
6. Corporate Diversity Addendum and Affidavit (Attachment R).
7. Prime Contractor List of All Subcontractors (Attachment S).

e. Experience and Qualifications – Tab 2

1. Corporate Qualifications
 - a. Corporate Profile and References: Provide a completed Corporate Profile Form included in **Attachment E**, including three references. The form must be completed by the Offeror and all joint venture partners, if applicable.
 - b. Insurance: Provide proof of insurance certifying the Offeror's ability to comply with the insurance requirements contained in **Attachment M and Attachment N**.
 - c. Bonding: Provide a letter from the Offeror's bonding company certifying the Offeror's ability to comply with the bonding requirements contained in Section 1.39.
 - d. Contract Agreements: The Offeror shall identify any exceptions it has taken to the requirements of this RFP or any exceptions/modification(s) it proposes to make to the Preconstruction Services Agreement and/or GMP Agreement attached hereto as **Attachment M and Attachment N** respectively.

A general statement that exceptions will be discussed at a later date is not acceptable. Offeror must provide specific information regarding any requested changes to these contracts. If no exceptions are taken, the Offeror shall so state.

Warning: Exceptions to the terms and conditions of the RFP and/or contract Agreement(s) may result in having the proposal deemed unacceptable or not reasonably susceptible of being selected for award.

ATTACHMENTS

All attachments can be accessed via the following ShareFile link:

<https://mdstad.sharefile.com/d-s80f9e54dd1ec42c8a5d9ece1688863aa>

A. BID/PROPOSAL AFFIDAVIT

B. CONFLICT OF INTEREST AFFIDAVIT

**C. REPORT OF THE MARYLAND THOROUGHBRED
RACETRACK AUTHORITY**

C.1 - Review and Analysis of Thoroughbred Racing Operating Models dated
January 2024 by Crossroads Consulting

C.2 - Racing & Training Center Development Report dated January 5, 2024
by Populous

D. MBE INSTRUCTIONS AND FORMS

E. CORPORATE PROFILE

F. PROJECT EXPERIENCE FORM

G. STAFFING PLAN

H. KEY PERSONNEL PROJECT EXPERIENCE MATRIX

I. SAMPLE REQUEST FOR FINANCIAL PROPOSALS

J. BID PROPOSAL BOND FORM

K. PERFORMANCE BOND FORM

L. LABOR AND MATERIAL PAYMENT BOND FORM

M. SAMPLE CM PRECON AGREEMENT

N. SAMPLE CM GMP AGREEMENT

O. CONTRACT AFFIDAVIT

P. WORKFORCE DEVELOPMENT GUIDE

Q. CAPACITY SUMMARY SHEET

R. CORPORATE DIVERSITY ADDENDUM AND AFFIDAVIT

S. PRIME CONTRACTOR LIST OF ALL SUBCONTRACTORS

T. MBE GOAL SETTING FACTORS