

# MARYLAND STADIUM AUTHORITY

ROBERT L. EHRLICH, JR.  
GOVERNOR



## MEMBERS

ROBERT L. McKINNEY  
CHAIRMAN

LEONARD J. ATTMAN  
SAMUEL J. LLOYD  
DENNIS B. MATHER  
ROBIN O. OEGERLE  
HOWARD M. STEVENS, JR.

ALISON L. ASTI  
EXECUTIVE DIRECTOR

THE WAREHOUSE AT CAMDEN YARDS  
333 WEST CAMDEN STREET, SUITE 500  
BALTIMORE, MARYLAND 21201-2435  
(410) 333-1560 FAX (410) 333-1888

## ADDENDUM NO. 1

**To Interested Bidders:** Oriole Park at Camden Yards and M&T Bank Stadium  
**Signage**  
**On-Call Maintenance of Advertising Panel and Trivision**

**Date Issued:** March 16, 2006

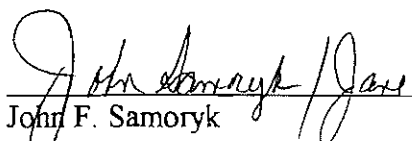
**This Addendum** is hereby made a part of the Contract Documents dated March 6, 2006 on the subject work as though originally included therein. The following amendments, additions, and/or corrections shall govern this work.

This Addendum incorporates the following items:

1. Meeting minutes and sign-in sheet from the pre-bid meeting.
2. Answers to all questions.

End of Addendum #1

**Note:** All addenda must be acknowledged by the prospective bidder. The prospective bidder may do so by forwarding an email to Theresa Masilek at [tm@mdstad.com](mailto:tm@mdstad.com)

  
John F. Samoryk  
Procurement Officer

**Solicitation:** Oriole Park at Camden Yards and M&T Bank Stadium  
On-Call Maintenance of Advertising Panel and Trivision Signage

**Subject:** Meeting Minutes from Pre-Bid Meeting  
Tuesday, March 14, 2006  
1:00 p.m. – Maryland Stadium Authority’s Conference Room 1

**Bids/Proposals Due:** Wednesday, March 22, 2006 no later than 2:00 pm

**Procurement Officer:** John Samoryk, Procurement Officer

**Attendees:** Jane Smith  
Vince Steier  
Theresa Masilek

The meeting was opened by Jane Smith who introduced the above referenced MSA attendees. The procedures to be followed for a multi-step procurement were explained. Participants were advised that the technical submission will be reviewed. If the contractor is deemed to be qualified to perform the scope of work, the Price Proposal will be opened. If the contractor’s technical proposal does not meet the standards MSA has established, the price proposal provided will not be considered. Price proposals will be opened publicly at a place and time to be determined by the Procurement Officer. The bidders who are considered qualified will be notified of the time and place of the public bid opening. The Bid Form was reviewed and any questions addressed. The term of the contract is for either a period of up to twelve (12) months or a total contract amount of twenty-five thousand dollars (\$25,000), whichever occurs first. There is a one (1) year renewal option. Participants were advised that any questions must be submitted within a reasonable amount of time for MSA to respond. It was agreed that any questions should be submitted by 12:00 noon on Monday, March 20, 2006. No late bids will be accepted. A tour of the facilities was offered.

The Scope of Work outlined in the IFB was discussed by Vince Steier. Vince advised that if no subcontractors are to be utilized, this should be indicated on the bid form as “no bid”. If the awardee would like to use MSA’s “A-frame” ladder, a signed waiver will be required. The awardee will also have access to MSA’s scissor lift, if available.

**Questions:**

- If the amount of work exceeds the \$25,000 cap, can anything be done to raise the amount?

*It is the intent of MSA that the contract shall terminate upon the earlier to occur of: (1) the end of the contract term; or (2) the total amount paid under the contract, including renewal terms, reaches \$25,000. MSA may, at its sole option, increase the maximum amount of the contract if it is determined to be in MSA's best interest to do so.*

- Can the work be performed during normal business hours?

*The majority of the work can be performed during normal business hours. However, there may be occasions when work must be done at other times. The bid form contains pricing to address any overtime or emergency rates.*

- Are there ad panels that are higher than 65 feet, which would require the rental of a lift or work in a boatswain chair? If so, this work would be billed at the premium rate.

*Yes, there are ad panels higher than 65 feet. The premium rate will be paid for these services.*

- Is the custom neon signage and clock located on top of the score board included in the scope of work?

*No. This work is bid out separately.*

- What will the "mark-up" percentage be applied to?

*The "mark-up" percentage will apply to any materials or hardware that is not specifically addressed on the bid form. The prices for the ballasts and bulbs are as listed.*

- Is the rotational signage located behind home plate at Oriole Park and at M&T Stadium included in the scope of work?

*No.*

- Is repair and maintenance of the artwork included in the scope of work?

*No. The artwork is the sole responsibility of the Orioles and Ravens and their subcontractors, except in cases where damage to the ad panel structure as a maintenance item necessitates replacement of the artwork. An example might be as follows:*

*A baseball damages a Trivision louver causing the louver to be irreparable. As the artwork is attached to the louver, MSA would be responsible for replacing the artwork.*

*In this case, MSA will contract the artwork as a separate item, though the louver replacement would be under the terms of the service agreement, using the established contracted labor rates and allowable markup.*

- How shall we price the pre-season checks? Is that a separate line item?


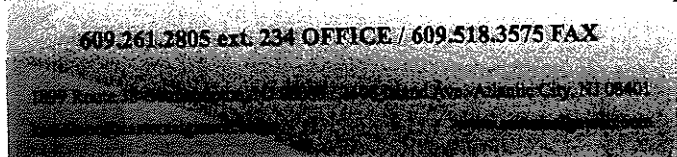
*It should not be a separate line item. While the scope includes the listed pre-season checks, the hours for those checks were factored into the multiplier for the two-man crew labor rate. Please complete the labor rate spreadsheet as requested.*

Maryland Stadium Authority  
 333 W. Camden Street, Suite 500  
 Baltimore, MD 21201  
 T-410-333-1560 F-410-333-1888

Oriole Park at Camden Yards and M&T Bank Stadium  
 Multi-Step Invitation for Bids  
 On-Call Maintenance of Advertising Panel and Trivision Signage  
 Pre-bid meeting on Tuesday, March 14, 2006 at 1:00 p.m. - Not mandatory/strongly recommended  
**Bids are due no later than March 22, 2006 at 2:00 p.m.**

MSA attendees Jane Smith, Susan Thorman, Vince Steier, and Theresa Masilek

**LIST OF ATTENDEES (Please write clearly and be sure to provide correct information). Please submit your business card if available.**

| Name (Printed)     | Company and Address  | Phone No.           | Fax No.   | E-Mail Address   | Check if MBE |
|--------------------|--|---------------------|---|--|--------------|
| <i>Kris Malone</i> | <i>Eastern Sign Tech<br/>1899 Rt. 38<br/>Southampton, NJ 08088</i> | <i>609 261 2805</i> | <br><i>The future of sign technology today</i> | <i>KRIS MALONE<br/>Service Manager</i>   |              |
| <i>Shifflett</i>   | <i>Gablesigns, Inc.</i>  | <i>410-255-6400</i> |   |  |              |
| <i>OFF PAGE</i>    | <i>TRIANGLE SIGN<br/>11 Azar Court<br/>Balto. MD 21227</i>         | <i>410 2475300</i>  | <i>410 2421944</i>  | <i>Robert. Kaye of<br/>TRIANGLESIGN.COM</i>  |              |
|                    |  |                     | <i>Chris Shifflett<br/>Account Manager<br/>chris_shifflett@gablesigns.com<br/>direct 443-817-0081<br/>cell 443-250-3928</i>       | <i>7440 Fort Smallwood Rd<br/>Baltimore, Maryland 21226<br/>main 410-255-6400<br/>fax 410-437-5336</i> |              |

Your Signature for Excellence in the Visual Marketplace.

