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Addendum No. 1

To Offerors:

**Request for Proposals
On-Call Market, Economic and Business
Consulting and Advisory Services**

Date Issued:

February 15, 2022

This addendum is hereby made part of the Request for Proposals dated February 4, 2022 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 PowerPoint presentation is attached hereto.
2. A copy of the pre-proposal conference combined registration and attendance list is attached hereto.
3. A copy of the Small Business Reserve Affidavit is attached hereto and must be submitted with your technical submission.

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

Yamillette Waite
Procurement Officer

End of Addendum 1

WELCOME

On-Call Market, Economic and Business Consulting and Advisory Services Web Pre-Proposal Conference

**THANK YOU FOR YOUR INTEREST IN DOING BUSINESS WITH
THE MARYLAND STADIUM AUTHORITY.**

THE PRE-PROPOSAL CONFERENCE WILL BEGIN AT 10:00 AM

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

DURING THE PRESENTATION, THE LINES WILL BE MUTED AND 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 On-Call Market, Economic and Business Consulting and Advisory Services

Pre-Proposal Conference

February 11, 2022

POINT OF CONTACT

Yamillette “Yai” Waite

Maryland Stadium Authority

351 West Camden Street, Suite 300

Baltimore, Maryland 21201

Telephone: 443-602-0681

Email: ywaite@mdstad.com

Ms. Paige Stinnett, Procurement Specialist, will assist with this
procurement

INTRODUCTION OF THE PROCUREMENT & PROJECT TEAM



YAMILLETTE "YAI" WAITE
ASSOCIATE VICE
PRESIDENT,
PROCUREMENT



PAIGE STINNETT
PROCUREMENT
SPECIALIST









ALTHA WEAVER
MBE LIAISON



MARYLAND STADIUM AUTHORITY

- ❖ Established by the Maryland General Assembly in 1986.
- ❖ Original mission was to build, manage, and maintain quality facilities to retain major league baseball, and return NFL to Maryland.
- ❖ Legislation enacted in 1987 approved Camden Yards as the site for the new stadium complex and granted MSA administrative and operational powers.
- ❖ Pursuant to MD Code Ann., Econ. Dev. §10-622, the Authority is authorized, among other things, to prepare studies and design projects for political subdivisions of the State.

KEY DATES

	<u>ACTIVITY</u>	<u>DATE (Local Time)</u>
	Request for Proposals Issued	February 4, 2022
	Pre-Proposal Web Conference	February 11, 2022 at 10:00 a.m.
	Offeror Questions Due	February 18, 2022 at 1 p.m.
	Technical Proposals Due	March 3, 2022 at 1 p.m.
	Oral Presentations	March 28 – 30, 2022
	Anticipated NTP	May 2022

SMALL BUSINESS RESERVE

This is a Small Business Reserve Procurement for which award will be limited to certified small business vendors. Only businesses that meet the statutory requirements set forth in State Finance and Procurement Article, §§14-501—14-505, Annotated Code of Maryland, and that are certified by the Department of General Services Small Business Reserve Program are eligible for award of a contract. Under a small business reserve procurement, a business that is not a certified small business is ineligible for award of a contract.

- ❖ Please refer to section 1.44 of the RFP for full details of the Small Business Reserve Program.

Note: Minority Business Enterprises that meet the SBR requirement above are encouraged to respond to this solicitation.

MINIMUM QUALIFICATIONS

At a minimum, the Offeror shall:

- The Offeror shall have a minimum of five (5) years of demonstrated experience performing market and economic feasibility studies in the area of sports, entertainment and economic development for public sector agencies;
- The Offeror's proposed Key Personnel shall possess a minimum of five (5) years of demonstrated experience performing market and economic feasibility studies in the area of sports, entertainment and economic development for public sector agencies; and,
- Offeror must be registered to do business in the State of Maryland.

NOTE: An Offeror meeting these requirements does not guarantee that the Offeror will be deemed responsible or have its technical Proposal deemed reasonably susceptible of being selected for award.

SCOPE OF SERVICES

MSA is issuing this solicitation to select a highly qualified firm to provide professional consulting services on an on-call, as-needed basis, for market and economic impact analyses on future feasibility studies and to provide business advice/guidance on complex transactions involving potential economic development projects. The services may include, but are not limited to, conducting market and economic research/analysis, providing architectural services as necessary to complete market and economic studies and providing advice/guidance on, among other items, the structuring of contracts and business transactions, including all phases of the procurement process, in connection with potential development projects.

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

PROPOSAL SUBMISSIONS

- ❖ All submissions must be sent electronically. DO NOT send them via email. Use the link provided in Section 1.10 of the 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
 - Offeror Experience and Qualifications
 - Work Plan
 - Economic Benefits Factor
 - Bid/Proposal Affidavit
 - Conflict of Interest Disclosure
 - Capacity Summary Worksheet for Key Personnel
 - Corporate Profile
 - Proof of Insurance/ability to meet insurance requirements
- ❖ Financial Volume:
 - Pricing Form

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 upon submission. Firms deemed as meeting all requirements will be ranked and, based on the achieved rankings, selected firms will then be "short-listed" to participate in oral presentations.
- ❖ After oral presentations, firms will be short-listed again. Those firms will be invited to submit Financial Proposals.

QUESTIONS

- ❖ **All questions regarding the 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 posted on eMMA, MSA's website, and 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.

**Request for Proposals
On-Call Market, Economic and Business Consulting and Advisory Services**

**Virtual Pre-Proposal Conference
Friday, February 11, 2022**

Company Name	Name	Email	Prime or Sub	MBE Certified	Attended
A2Z Movement, LLC	Ashley McDonald	ashleyj27.am@gmail.com	Prime	No	Yes
ATAC LLC	Gelencia Dennis	gdennis.atac@gmail.com	Sub	No	No
BAE Urban Economics Inc.	Mary Burkholder	maryburkholder@bae1.com	Prime	Yes	Yes
Barrow Wise Consulting, LLC	Tanesia Barrow	tanesiab@barrowwise.com	Prime	Yes	Yes
Bluebird Advisors, LLC	Michael Tran	michael.tran@bluebird-advisors.com	Sub	Yes	Yes
Britt's Industries, Inc	Elizabeth Britt	contact@wosbprinting.com	Sub	Yes	No
C.H. Johnson Consulting Inc.	Charles Johnson	chad@chjc.com	Prime	No	Yes
C.H. Johnson Consulting Inc.	Kalai Bala	Kalai@chjc.com	Prime	No	Yes
CallisonRTKL,Inc	Sara Wicker	sarah.wicker@crtkl.com	Prime	No	No
CCTV Master, LLC	Purcell Wylie	pwylie@cctvpipeline.com	Sub	Yes	Yes
ConsultEcon, Inc.	James Stevens	jstevens@consultecon.com	Prime	No	Yes
Crossroads Consulting Services LLC	Susan Sieger	ssieger@crossroads-fl.com	Prime	Yes	Yes
CSL International	Jay Lenhardt	jlenhardt@cslintl.com	Prime	No	Yes
DanSources Technical Services, Inc.	Michael O'Neill	Michael.Oneill@dansources.com	Prime	No	Yes
Deborah K Thompson,Consultants	Deborah K. Thompson	Info@dkiconsultants.com	Prime	Yes	No
Delon Hampton and Associates	Colisa Harris	coevier2@gmail.com	Prime	Yes	Yes
Ernst & Young Global Limited	Pam Kelly	pam.kelly@ey.com	Sub	No	Yes
Ernst & Young Global Limited	Jon Godsmark	jon.godsmark@ey.com	Prime	No	Yes
Gensler Architecture, Design & Planning, P.C.	Andrew Starr	Andrew_Starr@gensler.com	Sub	No	Yes
Gensler Architecture, Design & Planning, P.C.	Cheryl Duvall	Cheryl_Duvall@gensler.com	Sub	No	Yes
Hunden Strategic Partners	Laura Spotiello	laura@hunden.com	Prime	No	Yes
ICF International Inc.	Mike Williams	gtrain2@gmail.com	Sub	No	Yes
Integrated Computer Solutions, Inc. (ICS)	Tanya Shanklin	icsconsult@verizon.net	Sub	Yes	Yes
IHS Markit	Brendan O'Neil	brendan.oneil@ihsmarkit.com	Prime	No	Yes
IHS Markit	Alex Cotter	Alex.cotter@ihsmarkit.com	Prime	No	Yes
Integrated Logistics Services, LLC	Renata Buzolin	buzolinr@ilsmd.com	Prime	Yes	No
Integrated Logistics Services, LLC	Jasmin Mann	mannj@ilsmd.com	Prime	Yes	No
Investscure LC	Louis Aime Betchem	lbetchem@investscure.com	Prime	No	No
JLN Construction Services, LLC	Tessa Aston	taston@avalon-jln.com	Sub	Yes	No
Jones Childcare LLC	Tiffani Jones	tiffanicj@gmail.com	Sub	No	No
Kardulias Associates	George Kardulias	kardulig@rcn.com	Sub	No	Yes
LanTech, Inc.	Deepak Pal	dpal@lantechinc.net	Sub	Yes	No
Mae Consulting, LLC	Robert Holloway	robert@maeconsulting.net	Sub	Yes	No
Market-Economics, Inc	Dr. Joseph Cater	JosephCater@comcast.net	Sub	Yes	Yes
Market-Economics, Inc.	Dr. Joseph Cater	DrCater@Market-Economics.com	Prime	Yes	Yes
MBA Growth Partners	Olakemi Teru (Kemi)	olakemiteru@gmail.com	Prime	Yes	Yes
Milton Hunt	Milton Hunt	milton@miltonhunt.net	Sub	No	Yes
Modern Times, Inc	Martha Valenzuela	mvalenzuela@moderntimesinc.com	Prime	Yes	No

Company Name	Name	Email	Prime or Sub	MBE	
				Certified	Attended
Momentum, Inc.	Sherron Fulton	sfulton@m-inc.com	Prime	Yes	No
Mortgage Assistance & Acquisitions Group, LLC	Frederick Douglas	fcd@stsmaag.com	Prime	Yes	No
Nolan Mackenzie Development LLC	QC Jones	qcjones@nolanmac.com	Sub	Yes	Yes
Open 4 Business LLC	Darin Pryer	Open4biztoday@gmail.com	Prime	No	No
Optimal Solutions Group, LLC	Tracye Turner	procurement@optimalsolutionsgroup.com	Prime	Yes	Yes
Rush & Mays Scheduling Consultants, LLC	LaVon Mays	lmays@rushandmaysconsultants.com	Sub	No	Yes
Strategic and Creative Marketing, Inc.	Shilpa Chaubal	shilpa@scmarketinginc.com	Prime	No	No
Techs 4 IT, Inc.	Troy Barbour	troy.barbour@techs4it.com	Prime	Yes	No
The Br'Island Group	Leland McGee	TheBrIslandGroup@gmail.com	Sub	No	Yes
The Fitting Room	Adrienne Mickens	adrienne@fittingroomdc.com	Prime	Yes	Yes
The Nelson Ideation Group, LLC	Carla A. Chambers	CANC@NelsonIdeation.com	Prime	Yes	Yes
The Research Associates, Inc.	SW Lee	swlee@theresearch.com	Prime	No	No
Think Systems, Inc.	Matthew McCaffer	mmccaffer@thinkconsulting.com	Prime	No	Yes

SMALL BUSINESS RESERVE AFFIDAVIT

***** PROVIDING FALSE INFORMATION *****

Anyone providing false information to the State of Maryland in connection with obtaining or attempting to obtain a contract under Small Business Reserve or Preference procurement may be subject to the following:

1. A determination by a Procurement Officer that a bidder/offeror is not responsible;
2. A determination that a contract entered into is void or voidable under § 11-204 of the State Finance and Procurement Article of the Annotated Code of Maryland;
3. Suspension and debarment under Title 16 of the State Finance and Procurement Article;
4. Criminal prosecution for procurement fraud (§ 11-205.1 of the State Finance and Procurement Article), perjury, or other crimes; and
5. Other actions permitted by law.

***** FAILURE TO MEET MINIMUM QUALIFICATIONS *****

Any Bidder or potential bidder failing to meet the qualifications of a "small business" specified in § 14-501(c) of the State Finance and Procurement Article will be ineligible to participate in a procurement designated for a Small Business Reserve under § 14-504 or Small Business Preference under § 14-206 - 207. Any person or company bidding on Small Business Reserve or Preference procurement and not qualifying as a small business under § 14-501(c) will have its bid or offer rejected on the ground that the bidder is not responsible.

I AFFIRM THAT:

To the best of my knowledge, information, and belief, as of the date of submission of this Bid/Proposal, _____ (name of firm) meets the qualifications for certification as a Small Business in Maryland. I further affirm that, if for any reason during the term of the contract

_____ (name of firm) no longer meets the qualifications for certification as a Small Business in Maryland, I will notify the Procurement Officer within 30 days. I agree that a failure to so notify the Procurement Officer of this change in circumstances may result in this contract being terminated for default.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

SMALL BUSINESS QUALIFICATION NUMBER: _____

Date of Most Recent Qualification: _____

DATE: _____

BY: _____
Signature (Authorized Representative and Affidavit)