



## **FORTY NINERS STADIUM MANAGEMENT COMPANY**

Date: January 17, 2023

To: Rajeev Batra  
Executive Director  
Santa Clara Stadium Authority

From: Jenti Vandertuig  
Procurement Director  
Forty Niners Stadium Management Company LLC

CC: Jim Mercurio, Executive Vice President & General Manager

Subject: Recommendation for Award RFB FY22-0035 Levi's Stadium Event  
Signage Project

### **Recommendation**

1. Recommend approval and award of a one-time contract to Fluoresco Services, LLC in the amount of \$120,694.55, to repaint select existing signage elements, installation of newly fabricated signage elements, and procurement of specified event-related products in the Levi's Stadium (Stadium) event signage. (Project)
2. Authorize Stadium Manager to execute any and all documents associated with, and necessary for the award, completion, and acceptance of this Project; and
3. Authorize Stadium Manager to execute change orders up to \$4,028.21 for a total not to exceed construction contract amount of \$124,722.76.

### **Solicitation Process**

Forty Niners Stadium Management Company LLC (Stadium Manager) has a need to repaint select existing signage elements, installation of newly fabricated signage elements, and the procurement of specified event-related products in the Stadium.

The Project was approved as part of the FY22/23 SCSA Capital Expenditures budget referenced as Stadium Event Signage.

On November 16, 2022, Stadium Manager issued a Request for Bids (RFB) FY22-0035 for the Project.

Stadium Manager published the RFB on Bonfire Interactive, Stadium Manager's eProcurement portal <https://49ers.bonfirehub.com/portal/>. In addition to inviting a list of contractors on our established supplier list, Stadium Manager also selected contractors registered on the portal with specific commodity codes offering such services.

On December 1, 2022, Stadium Manager published the Notice Inviting Bids for the Project in the San Jose Mercury News publication. Notices were also emailed on November 16, 2022 to the Builders' Exchange of Santa Clara County, Bay Area Builders' Exchange, and Minority Business Consortium to communicate with their respective member communities regarding the solicitation for the Project.

Stadium Manager held a non-mandatory pre-bid conference on November 29, 2022 at 10:00 a.m. (PT) to provide an overview of the Project and answer any questions from prospective bidders. The RFB provided prospective bidders the option to schedule on-site visits to the Stadium.

Electronic bid submissions were due on or before December 14, 2022 at 3:00 p.m. (PT). One bid was received on or before the closing due date and time from the following firms:

1. Fluoresco Services, LLC (\$120,694.55 – Base Bid and \$304,557.35 - Total Bid Price including the Base Bid and alternates)

### **Public Bid Opening**

A public bid opening was held on December 14, 2022 at 4:00 p.m. (PT). The RFB provided the public bid opening webcast information including a meeting ID and password for bidders to log on via Zoom to attend. Multiple callers were in attendance. Stadium Manager announced the receipt of the one bid on or before the due date and time, announced the name of the bidders and the base bid amounts and declared Fluoresco Services, LLC as the apparent low bidder.

The protest period ended on December 21, 2022. There were no protests.

### **Evaluation of Apparent Low Bidder**

Stadium Manager reviewed the bid from Fluoresco Services, LLC and determined that the apparent low bidder's bid is a responsible bidder submitting a responsive bid.

### Next Steps

The Project was approved as part of the FY22/23 SCSA Capital Expenditures budget. The current approved amount for this Project is \$144,900. The breakdown of various costs is referenced below:

Budget: \$144,900

Design Services: \$20,000

Base Bid: \$120,694.55

NTE for Change Orders: \$4,028.21

Publication Cost: \$177.24

Once Stadium Manager receives approval from the SCSA Board, a contract (included in the RFB) will be executed with Fluoresco Services, LLC and a fully executed copy of the contract will be forwarded to the SCSA. In addition, Stadium Manager requests authorization to issue change orders up to \$4,028.21 of the project cost which will allow Stadium Manager to take timely administrative action if required and not delay completion of the Project.

Supporting documentation has been provided for review and approval. The cost for advertising the RFB in the San Jose Mercury News publication for one day is \$177.24. Stadium Manager's request to publish legal notices in the San Jose Mercury News for various solicitations, including public works, was approved by the SCSA Board on July 13, 2021. This Project is a public works project.

Submitted By:  Date: 1/19/2023  
Jenti Vandertuig, Procurement Director