



## FORTY NINERS STADIUM MANAGEMENT COMPANY

Date: November 13, 2022

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 and General Manager

Subject: Recommendation for Award RFB FY22-0033 Levi's Stadium Wayfinding Signage Project

### **Recommendation**

1. Recommend approval and award of a one-time contract to Fluoresco Services, LLC in the amount of \$112,485.94, to replace existing signage with new wayfinding signage and maps at Levi's Stadium.
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 \$11,248.60 for a total not to exceed construction contract amount of \$123,734.54.

### **Solicitation Process**

Forty Niners Stadium Management Company LLC (Stadium Manager) has a need to replace existing faded, damaged, or outdated signage elements with new updated elements including cut vinyl lettering, panel replacement, and new wayfinding signage and maps at Levi's Stadium (Stadium).

The Wayfinding Signage Project (Project) was approved as part of the FY22/23 Santa Clara Stadium Authority (SCSA) Capital Expenditures budget.

On August 23, 2022, Stadium Manager issued a Request for Bids (RFB) FY22-0033 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 August 29, 2022, Stadium Manager published the Notice Inviting Bids for the Project in the San Jose Mercury News publication. Notices were also emailed on August 23, 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 August 31, 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. Multiple addenda were issued to clarify questions, update the bid documents, revise the dates and times for receipt of bids, public bid opening and timeline to file a protest.

Electronic bid submissions were due on or before October 13, 2022 at 3:00 p.m. (PT). Three bids were received on or before the closing due date and time from the following firms:

1. Square Signs LLC - \$224,676
2. Oakhurst Signs - \$167,495.18
3. Fluoresco Services, LLC - \$112,485.90

### **Public Bid Opening**

A public bid opening was held on October 13, 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 two bids on or before the due date and time, announced the name of the bidders and the base bid amounts and declared Fluoresco Services, LLC the apparent low bidder.

The protest period ended on October 20, 2022. There were no protests.

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

Stadium Manager reviewed the bid from Fluoresco Services, LLC and determined it to be the lowest responsive bid submitted by a responsible bidder. There was one minor immaterial deviation in the total base bid amount. The stated base bid amount is \$112,485.90, but the actual base bid amount is \$112,485.94 (a 4 cent deviation). Our bid documents allow us to correct arithmetical errors in the calculation of the 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 \$262,500.

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 \$11,248.60 or 10% 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 \$284.85. 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: 11/13/2022  
Jenti Vandertuig, Procurement Director