



Request for Proposals (RFP) - Issued March 11, 2024

Master Planning and Market Study Services

Questions and Answers

1. Can you tell us if this is being sent to a select group of architects or to the world at large?

The RFP is posted publicly on our website, as well as other municipal procurement sites, so it is available to anyone.

<https://procurement.sc.gov/doing-biz/bid-ops>

Direct emails were sent to firms listed on IAVM website given likely experience within the industry, as well as other known firms.

2. Item 5 under Part B, 1, D (Page 12) contains broad indemnification, and further clarification was requested.

Indemnification may be limited to the selected consultant being responsible for losses or other injury to the extent such losses are caused by the consultant's negligent acts or omissions.

3. Clarify that any specific contract terms, such as indemnification, will not be applicable unless or until a contract is awarded.

Indemnification starts when the contract is awarded.

4. Can you share who attended the pre-proposal conference?

We do not plan to release the attendee list.

5. Was this a required pre-proposal conference?

Page 10 of the RFP (Part B.1.B) states the Pre-Proposal Meeting was not mandatory.

6. I heard you may consider hiring more than one team – for example one may focus on the existing arena facility, and another firm may focus on the entertainment district master plan. You may also hire one team that can do all of this. Is that correct?

Page 4 of the RFP (Part A.3) states "If determined by Proposer as advantageous, Proposers may submit responses that include multiple firms, working as a unified group, that focus on different elements and areas of expertise ("Proposer Team")."



7. Are there any existing venues/ venue campuses in the region (or nationally) the BSWA would like respondents to consider as inspirational models?

While we do not have a specific list of venues currently, benchmarking and understanding industry trends in new construction, recent renovations, and entertainment districts will be an important component of the project. It is intended that the working team will identify case-studies and aspirational venues together. Venues with unique, spacious, and distinguishable artist/client areas (generally back-of-house) will be of great interest to the GAD, as will venues with multiple event spaces.

8. We recognize one of the BSWA's strengths is the diversity and frequency of events it hosts throughout the year. Before any studies are undertaken, are there any existing goals for the BSWA to more heavily pursue a particular genre of events in the future (ie. more concerts, NCAA sports)?

A top priority is to ensure the BSWA remains competitive as it relates to future NCAA bids and conference Tournaments, and that existing challenges and significant space constraints are addressed.

Seasonal outdoor music and live entertainment is an idea/vision the GAD would like to explore.

The “slower” season (June-September) provides an opportunity for additional events, that may not be in the current programming; examples may be large corporate events, regional sporting events, festivals, or events curated by the GAD.

Finally, in order to maintain a robust event calendar, the GAD will prioritize projects that improve operational efficiencies when going from one type of event to the next and will prioritize projects that distinguish the BSWA from its competitors, not just in the region but worldwide.

9. Regarding the preferred project process/ timeline for Part B (Additional Master planning of the GAD’s campus), does the issuer intend for all three project master plans to be presented simultaneously? Or should Alternative 2 be created based upon comments from Alternative 1, etc?

It is intended to present one cohesive plan that incorporates design changes to the Arena, as well as any enhancements recommended for the campus. It is likely that the implementation of the plan will prioritize Part A, over Part B.

10. Will respondents have the opportunity to officially tour the BSWA facilities/ campus before proposal submissions are due on April 26?

Currently there is no planned walkthrough of the facility and campus prior to submissions.



11. Is there a desired method for hard copies of the submission to be presented? For example, bound/unbound and in a single, unmarked box?

There is no specific requirement regarding the submission or box. Bound would be preferable but not required.

12. What is the budget that the GAD has for the services under this RFP?

The District does not have a set budget and expects to pay prevailing market rates for the plan. The Master Plan is viewed as a long-term investment that will shape the future of the BSWA and our surrounding neighborhood.

13. What is the schedule after selection that the GAD would like to see for the services requested under this RFP?

The GAD expects work to commence no more than 20 days of finalizing a contract. Proposer should include in their responses an estimated Milestone Schedule that illustrates the total project time (in weeks) to complete this project, beginning with the date of award.

14. Please confirm that GAD only owns one parcel (PIN: 0041000100200)?

Correct, The District currently owns one parcel that makes up the Arena campus.

15. Would the GAD like for a survey of the GAD parcel to be performed under this RFP?

We will provide the existing survey to the selected firm, and GAD will consider additional studies to produce the best possible outcome.

16. Has GAD identified site boundaries and/or available parcels for the district surrounding the arena? If so, can you share details on the size/location? Does GAD control these sites?

The GAD has not identified any specific parcels, however we intend to evaluate land acquisition as part of the planning process.

17. Are there any limitations to the types of uses GAD would like to explore for the district and reimagined campus?

The GAD will explore a variety of opportunities that are complementary to and enhance the existing programming.



18. Can you provide a recording of the pre-proposal informational presentation?

View pre-proposal informational presentation [here](#).

19. Can you share the 2016 study referred to in the information session?

The scope was limited to Economic Impact of the Bon Secours Wellness Arena, the study can be found [here](#).

20. Is there a preference for what type of firm should be the lead? Does The GAD prefer an architectural firm to serve as the lead firm?

The GAD does not specify criteria for the lead firm, however, it is expected that the project manager/primary point of contact be employed by the lead firm. Given the type of project and anticipated outcomes, it could be advantageous for an architectural firm to lead the project, however, that is not a specific criteria in our scoring matrix.

21. Please confirm that fee information should not be included in the submittals.

Correct. This is a qualification based bid process, and fees will be negotiated once the evaluations are completed.

22. Please confirm that the submittals should include one emailed version and three (3) hard copies.

Correct. The mailing address is 650 N. Academy Street, Greenville, SC 29601. Email(s) should be sent to Adam Lambright (alambright@bswarena.com) and Kim Silvers (ksilvers@bswarena.com)

23. Is the intention to self-develop or chose a development team(s) for the property or portions of the property?

We are undecided at this time but will explore various possibilities to ensure project completion.

24. If master planning completed as part of the Gateway Development included concepts or visioning for the GAD property, do you intend to use that work as a jumping-off point, and/or are you willing to share those documents?

The Gateway District Community Vision Plan is linked [here](#).

25. Has a budget been approved for the upgrades to the Arena? And if so, can it be shared?

The GAD does not have an approved budget at this time, however, the funding strategy is in progress.



26. Is there an approved overall project schedule for the Arena and additional planning of the Campus?

The GAD expects work to commence no more than 20 days after finalizing a contract. Proposer should include in their responses an estimated Milestone Schedule that illustrates the total project time (in weeks) to complete this project, beginning with the date of award. It is most likely that implementation and execution will be a phased approach.

27. Please confirm that that the arena effort is for the Schematic planning phase only.

Correct - this is a schematic planning phase only.

28. Are there any pre-determined or potential program elements for ancillary development? Or would the programming be led entirely by the planning process (e.g., market studies, outreach, recommendations from planning team based on best practices)?

Programming will primarily be led by the planning process, including market studies, outreach, and recommendations from the planning team based on best practices, relevant experience, industry trends, etc. Programming and planning should also be complementary to the current operations of the Arena.

29. Will the stakeholder team be developed by the client, or will it be part of the planning team's responsibilities to determine the stakeholder team?

The GAD and the planning team will collectively develop the stakeholder team.

30. Is there a CM or other entity involved providing pre-con services such as cost estimating?

Yes.

31. Are there any grants or tax incentives that are being pursued that may have additional requirements within this development?

No - not at this time.

32. Is there a desire to improve street level activation at the arena through retail/F&B or programmed public space to better engage the community during pre-, post-, and non-event times?

Yes, we are looking for not only cohesive fan experiences on event days but to create a year-round urban destination in the heart of the city that can function efficiently on non-event days.



33. Are there any other adjacent parcels to the site that can be considered to expand the Arenas master plan?

The GAD has not identified any specific parcels, however, we intend to evaluate land acquisition as part of the planning process and the overall project budget.

34. Is there a specific time (in eastern standard time) that the proposal is due on April 26, 2024?

Yes, before 8:00 pm

35. The RFP asks for construction cost estimates for improvements made to the proposed BSWA Facility. Does the scope include construction cost estimates for proposed master plan of GAD campus?

Yes, however, GAD has a Master Agreement in place with a General Contractor/Construction Manager and may be utilized for cost estimates.

36. Are teams and/or consultants prohibited from future project efforts if selected for the GAD RFP Study?

No