RFP 3108 Evaluation Committee

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CIAB Member and NSHE BOR  
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1935 Village Center Circle  
Las Vegas, NV 89134
<table>
<thead>
<tr>
<th>#</th>
<th>COMPANY NAME</th>
<th>ADDRESS</th>
<th>CITY</th>
<th>STATE</th>
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<tr>
<td>1</td>
<td>BARRETT SPORTS GROUP LLC</td>
<td>1219 MORNINGSIDE DR SUITE 101</td>
<td>MANHATTAN BEACH</td>
<td>CA</td>
<td>90266</td>
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<tr>
<td>2</td>
<td>BW REALTY ADVISORS LLC</td>
<td>1333 NEW HAMPSHIRE AVE NW SECOND FLOOR</td>
<td>WASHINGTON DC</td>
<td>20036</td>
<td></td>
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<td>3</td>
<td>CONVENTION SPORTS &amp; LEISURE INTERNATIONAL</td>
<td>7501 LONE STAR DR SUITE B200</td>
<td>PLANO</td>
<td>TX</td>
<td>75024</td>
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<tr>
<td>4</td>
<td>HAMMES COMPANY SPORTS DEVELOPMENT INC</td>
<td>22 EAST MIFFLIN ST SUITE 800</td>
<td>MADISON</td>
<td>WI</td>
<td>53703</td>
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<tr>
<td>5</td>
<td>JMI SPORTS LLC</td>
<td>829 J STREET SUITE 205</td>
<td>SAN DIEGO</td>
<td>CA</td>
<td>92101</td>
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<td>6</td>
<td>JONES LANG LASALLE AMERICAS INC</td>
<td>302 EAST CARSON AVE</td>
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<td>7</td>
<td>NATIONS/WRIGHT</td>
<td>7201 E CAMELBACK RD SUITE 360</td>
<td>SCOTTSDALE</td>
<td>AZ</td>
<td>85251</td>
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<td>8</td>
<td>PRICE WATERHOUSE COOPERS LLP</td>
<td>4040 WEST BOY SCOUT BLVD SUITE 1000</td>
<td>TAMPA</td>
<td>FL</td>
<td>33607</td>
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<tr>
<td>9</td>
<td>STERLING PROJECT DEVELOPMENT GROUP LLC</td>
<td>CITI FIELD - 120-01 ROOSEVELT AVE</td>
<td>FLUSHING</td>
<td>NY</td>
<td>11368</td>
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FINALISTS

**Convention Leisure & Sports (CSL) International**
Cost = $215,000, plus reimbursement of actual out-of-pocket expenses.

**JMI Sports**
Cost = $230,000, plus reimbursement of actual out-of-pocket expenses, not to exceed $50,000.

❖ *Please see attached Summary of Qualifications for each company.*
Draft Resolution for CIAB - Contract for CIAB Consulting Services in Response to State RFP #3108

Moved to accept and adopt the recommendation of the Evaluation Committee to negotiate a contract with CSL International for CIAB consulting services as the first ranked vendor, and, if a contract cannot be successfully negotiated with CSL International, to work with the next highest rated vendor to negotiate a contract for CIAB consulting services. If a contract cannot be successfully negotiated with either CSL International or JMI sports, no contract is authorized. It is further moved that the CIAB delegates to Chairman Don Snyder the authority to work with State Purchasing to negotiate and approve on behalf of the Board a contract in accordance with this resolution - for a maximum contract amount not to exceed $325,000.
CIAB ACTION OPTIONS

The CIAB has the option to accept the process that led to the outcome of one highest scored vendor and approve the award, or reject the process and not proceed with the RFP. The CIAB does not have the authority to select any vendor for the contract other than the one which resulted in the highest score from the evaluation process.
SCOPE OF WORK

The selected Proposer(s) (“Consultant(s)”) will assist the CIAB with completing the report required per AB 335 - http://www.leg.state.nv.us/Session/77th2013/Bills/AB/AB335_EN.pdf This report must be submitted by the CIAB to the Director of the Legislative Counsel Bureau (“LCB”) by September 30, 2014, for transmittal to and consideration by the 78th Session of the Nevada Legislature to commence in 2015 (the “Report”). The Report must assess the feasibility of and the financing alternatives for the Stadium Project.

To assist with creating this Report, CIAB is requesting integrated consulting services to address the following specific requirements:

- Provide consulting services as the overall “Project Manager” to assist the CIAB throughout the entire process of submitting a report to the Legislature. This includes coordinating all areas and aspects necessary to finalize the Report, including other consultants/vendors that may be hired by the CIAB. The Consultant would also assist the CIAB in defining the assumptions on the Stadium relative to size, structure (covered/not covered, etc.) and other critical program plan elements (which may include the services of another consultant(s) if the Proposer does not have these specific capabilities and expertise). The Consultant would also coordinate with other consultants hired by the CIAB (if any) and assist the CIAB in hiring those additional consultants through appropriate public solicitation and contracting processes. The Consultant would also be responsible for supporting the CIAB in developing an overall timeline and schedule for the work of the CIAB, so the CIAB can meet their September 30, 2014 deadline with a high quality and complete Report with recommendations.

- Provide services to the CIAB in identifying and selecting any additional consultants/expertise needed (if necessary and not included within the Proposer(s)’ team) to complete the work of the CIAB. This could include areas of expertise such as architecture/design; contractor/builder/Project estimator; Project financing; etc.

- Provide specific services and expertise for the CIAB relative to evaluating the need/value for a Stadium and quantify that need and value in specific terms. The Consultant would review the work already done to date relative to need and economic impact and validate/adjust/update/expand upon that work. It is also expected that the Consultant would work closely with the LVCVA (Las Vegas Convention and Visitors Authority) and the significant data/information they have relative to tourists and events.

- Provide specific services and expertise for the CIAB to understand and quantify the feasibility of the Project, specifically the financial feasibility and all potential funding sources to support a Stadium. In this regard, the Consultant must be able to provide specific information on the revenue (Contractually Obligated Income; net and gross event revenue; etc.) feasibility as well as expected expense/operational costs/production costs and other liabilities.

- Provide specific services and expertise for the CIAB in developing operational pro-forma assumptions and models for the Stadium Project.
In accordance with AB 335, CIAB may only enter into consulting contracts, and not construction, acquisition, lease, lease-purchase, gift, equipment, maintenance, insurance, operation, management, promotion, or advertising contracts at this time. Award of this RFP for consulting services for the Report is not a guarantee that the Consultant(s) will be given an award to complete the Project. After the delivery of the Report and during/after the 2015 State of Nevada Legislative Session, full Project funding for this may be sought (depending on the outcome/recommendations of the Report). Since this Project is in the preliminary stages and more legislative action is needed, it is not clear at this time if the Project will move forward, or how an award will be made for any Project completion if it moves forward. Proposers should be aware that a possible outcome is that no additional funding may be available at a later date for this Project, after the completion of the Report due to the LCB in September 2014. There is currently no funding authorized for a Stadium, and the legislature may never provide funding for the Project.

To accurately compile the Report and assess the marketplace, CIAB requests that only Proposers capable of delivering all of the applicable services (as outlined above) submit a Proposal for consulting related to those services. Award of this RFP has no relationship to, and is independent of, any future award of the final Project, should it go forward. The RFP will be structured in two steps whereby a short list of finalists is identified for in-person interviews with the evaluation committee. The CIAB will accept proposals that address the Proposer (or Proposer team)’s specific experience with facilities similar to the UNLV proposed Stadium; specify team staffing with complete resumes; note all relevant specifics relative to team organization and approach to the Report; and a listing of references and contact information from directly related projects.

If a single Proposer does not have the expertise to provide a substantial amount of the consulting services, then that Proposer is encouraged to submit as a team. However, the Proposer will be responsible for meeting all requirements of this scope of work regardless of who is on their team.

The Consultant must be able to provide CIAB with consulting recommendations in its Report, in advance of and in the time necessary to complete the Report to be provided to the Director of Legislative Counsel Bureau by September 30, 2014 for consideration by the 78th Session of the Nevada Legislature. As set forth in AB 335, the Report will likely include the following:

- A study of the feasibility of and financing alternatives for a Stadium Project and other required infrastructure and supporting improvements in the Authority development area.

- Upon determination that building a Stadium is feasible, the Report may include recommendations for the Stadium including, without limitation, the type and general design of the Stadium and the approximate seats to be included in the Stadium.

- A calculation of preliminary costs for construction of the Stadium Project and other required infrastructure and supporting improvements, basing such calculations on the use of the State Public Works Division as the building official having jurisdiction over the Project.

- A study of the need for, feasibility of, and financing alternatives for any undertaking.

- Recommendations for legislation to carry out the recommendations of CIAB.
PROPOSAL EVALUATION PROCESS

In accordance with NRS 333.335(3), proposals were evaluated and scored based upon the following criteria:

1.1 Demonstrated competence and experience in performance of comparable engagements, including, but not limited to:

   1.1.1 Collective and relative experience of the Proposer with consulting on large events/stadium projects similar in scope and size to the Project;
   1.1.2 Collective and relevant experience of the Proposer with developing, planning and/or operating large events/stadium projects similar in scope and size to the Project;
   1.1.3 Evidence of having undertaken and successfully developed other comparable projects;
   1.1.4 Specific relevant project experience and performance record;
   1.1.5 Quality and feasibility of the proposed project management plan.

1.2 Conformance with the terms of this RFP, including but not limited to:

   1.2.1 Acceptance of contract terms;
   1.2.2 Ease of contracting

1.3 Expertise and availability of key personnel, including but not limited to:

   1.3.1 Staff/Team Experience
   1.3.2 References

1.4 Cost/Financial Terms

1.5 Financial Stability, including but not limited to:

   1.5.1 Financial standing of the Proposer/Proposer team;
   1.5.2 Financial means and resources to complete the Report

1.6 Presentations

Based upon the initial review of the proposals, the evaluation committee will select, at its sole discretion, a “short list” of the highest scoring Proposers. Subsequently, those Proposers will be invited to an in-person interview and discussion of their proposals with the evaluation team for final selection.