



Request for Proposal (“RFP”)

Construction Manager as Constructor

Issued on October 2, 2025





Table of Contents

1

PART A: INTRODUCTION

1. Introduction to the Greenville Arena District	3
2. Request for Proposal - Construction Manager as Constructor	4
3. Project Vision	4
4. Selection Process	5
• Scoring Matrix for Interview Invitation	6
5. Procurement Schedule	7
6. Request for Proposal (RFP) Response	8
A. Firm Experience & History	8
B. Key Personnel and Team Organization	9
C. Project-Specific Understanding and Approach	9
D. Approach to Preconstruction Services	9
E. Construction Phase Services	10
F. Safety Record and Program	10
G. Financial Stability	10
H. Legal and Claims History	11
I. Subcontractor Management	11
J. Approach to Sustainability and Innovation	11
K. Communication and Collaboration	11
L. Local Economy	12
M. Special Qualifications	12
N. Compliance with RFP Instructions	12
7. Addenda	12
8. Non-Reliance	13

PART B: RFP PROCESS AND RULES GOVERNING PROPOSERS

1. Comments and Information	
A. RFP Comments	14
B. Pre-Proposal Site Tour	14
C. Proposer Costs	14
D. SC Freedom of Information Act, Proprietary and/or Confidential Information	15
2. Representatives and Communications	
A. Communications with the GAD	16
B. Organizational Changes	17
C. Organizational Conflicts of Interest & Ineligible Firms	17

PART C: PROPOSAL SUBMITTAL REQUIREMENTS

1. Proposal Submission General Requirements	18
2. Proposal Validity and Insurance Requirements	18



PART D: EVALUATION PROCESS AND CRITERIA

- | | |
|---|----|
| 1. Overview of Evaluation Process | |
| A. Evaluation Objectives and Approach | 19 |
| B. The GAD Rights During Evaluation Process | 19 |
| C. Rights with Respect to Material Errors | 18 |
| D. Selection, Award, and Execution | 20 |
| E. Contract Negotiation | 20 |

PART E: GOVERNING LAW; PROTESTS; RESERVED RIGHTS

- | | |
|--------------------------|----|
| 1. Governing Law | 21 |
| 2. GAD's Reserved Rights | 21 |

PART F: EXHIBITS



GREENVILLE ARENA DISTRICT

GENERAL TERMS & CONDITIONS FOR REQUEST FOR QUALIFICATIONS

PART A: INTRODUCTION

1. Greenville Arena District

The Greenville Arena District (“GAD”), a political subdivision of the State of South Carolina, has a strong tradition of bringing high quality entertainment to Greenville since 1940. State legislation forming Greenville Memorial Auditorium District (“GMAD”), which later became the Greenville Arena District, dates back to 1940. GMAD owned and operated Greenville Memorial Auditorium which opened in 1958 and changed to the Greenville Arena District in 1998 upon the construction and opening of the Bon Secours Wellness Arena (“BSWA” or “Arena”) (then known as the BI-LO Center). The GAD is governed by a nine (9) member Board of Directors, nominated by Greenville County (the “County”) Council and appointed by the Governor of South Carolina.

BSWA is located in award-winning downtown Greenville, SC. Greenville County boasts an unrivaled quality of life and is the most populous county in South Carolina with over 520,000 residents. The area is home to dozens of multinational corporations, including BMW Manufacturing, Michelin North America, GE Power, TD SYNEX Corporation, and Fluor Corporation, and is known for its booming economy and high paying jobs.

Greenville is positioned in the Greenville/Spartanburg/Anderson/Asheville DMA and is one of the fastest growing metropolitan areas in the US with a population of over 2 million making it the 37th ranked media market in the United States.

The BSWA is self-operated with a highly experienced full-time management team of 34 professionals, with a strong focus on long-term planning to ensure the Arena remains relevant, profitable, and viable for the future. BSWA continues to be a source of world-class sporting and live entertainment events year over year. The Arena hosts approximately 130 commercial/ticketed events each year, plus an additional 75-100 community/non-profit events annually.

With a maximum capacity of 15,500, diverse programming includes 25-30 concerts per year, SEC Women’s Basketball Tournament, NCAA Basketball Tournament (Men’s 1st & 2nd Rounds, Women’s Regionals), Furman University Basketball (alternative home court), WWE, Disney on Ice, Cirque du Soleil, Monster Jam, Graduations, PBR, and the



Greenville Swamp Rabbits Hockey of the ECHL. Annual attendance is approximately 550,000 guests.

After celebrating the BSWA's 25th Anniversary in September 2023, GAD seeks significant improvements to ensure long-term success and market share growth in a very competitive Southeastern Region.

2. Request For Proposal – Construction Manager as Constructor

On behalf of the Greenville Arena District (GAD), owner and operator of Bon Secours Wellness Arena (BSWA or Arena), LS3P Associates Ltd. invites your firm to submit a qualifications package for the work outlined below.

GAD intends to execute a single construction contract, primarily focused on interior and exterior spaces of the existing Arena, both as a result of the **May 2025 Master Plan ("Project")** produced by LS3P | Gensler. The Project is expected to occur over the next 3 to 4 years (construction completion 2029), or as funding is received & allocated by the GAD Board of Trustees.

The primary goal of this RFP process is to identify a long-term partner to serve the Arena for this Project. The proposed contract arrangement is a Standard Form of Agreement Between Owner and Construction Manager as Constructor where the basis of payment is the Cost of the Work Plus a Fee with a Guaranteed Maximum Price (**AIA Document A133-2019** as modified by BSWA). There will be consideration in providing the Construction Manager a provision which includes agreed-upon incentives to reduce the construction cost.

3. Project Vision

The lasting legacy for this Project is to elevate the arena and adjacent site to a consistent and cohesive architectural theme by way of renovations. The Project shall:

- Have strong focus on long-term planning to ensure the arena remains relevant, profitable, and viable for the future.
- Enable the arena to continue to be a source of world-class sporting and live entertainment events year after year.
- Elevate the arena and site in a way that encompasses a cohesive theme, enhances existing facilities, and incorporates new complimentary uses.
- Be Committed to creating a distinct destination that embodies a unique sense of place – an Upstate South Carolina-centric hub where individuals come together to enjoy, unwind and create shared memories.
- Foster a seamless connection with downtown Greenville, celebrating the distinctive essence and historical significance of the BSWA, and reinforcing its role as the cornerstone of our community's identity.
- Envision and plan for the long-term viability of the arena and to maintain a strong competitive advantage in the Southeast and beyond.
- Meet the (4) Organizational Objectives: Financial Health, Community Impact, Organizational Health, and Experience.

The Project will focus on design changes and enhancements, using occurrences in new arenas as benchmarks, to the following:



1. Guest (Fan) Experiences
2. Client (Touring Shows) Experiences
3. Complimentary Spaces and Programming
4. Revenue Generation
5. Operational Improvements
6. Sustainability and Resilience
7. Safety and Security
8. Enabling Site Work to allow for Future Campus Development

Refer to the attached exhibits which summarize the current design thinking.

A parallel study will be occurring

concurrently with the Arena Schematic Design Phase. The LS3P | Gensler Team will be studying the feasibility and creating a proof of concept developed during the Master Plan phase. The Study will include an Amphitheater (Amp) to seat 6,500 guests and lawn seating. The Master Plan anticipated the Amp to sit atop a 1,000 - 2,000 car parking garage to act as a podium for amphitheater seating and lawn.

As with the Arena, it is expected the selected Construction Manager will assist with Preconstruction Service to include, but not exclusive, the constructability, schedule, and expected budget at the end of the Feasibility Phase for the Amp and Parking Garage.

4. Selection Process

The selection of a Construction Manager as Constructor will be a two-step process that considers qualifications, proposed scope of services, and fee/general conditions.

- A. During the first step, Construction Manager Firms will provide information in the form of a qualifications package for consideration by GAD's Selection Committee. The Selection Committee will review each package and rank the firms using scoring criteria. The Selection Committee will then invite the highest firms to participate in an interview. The Selection Committee will include representatives from GAD, LS3P Associates Ltd, Gensler, Caldwell Constructors (serving as Owner's Representative for the GAD), and others as decided by the GAD.
- B. Prior to the interview-by-invitation, firms will submit proposals with specific information including proposed fees, general conditions, project approach, and related information. During the interview, selected firms will bring their proposed project team to present their proposals. Each firm will have a total of 60 minutes, which will include a question & answer session.



C. Scoring matrix to determine whether a firm advances to the interview process is below:

<u>Criteria</u>	<u>Maximum Points</u>
The Proposer exhibited understanding of the Scope of the Work and approach to meeting and exceeding the Project goals	20
Professional qualifications, technical capabilities, specialized knowledge and experience of project team	25
Experience working on similar projects including public agencies, sports and entertainment venues, and general public	25
Approach to client/firm engagement, specifically Arena staff and Design Team	10
Demonstrated ability to meet project schedules and complete the project within the design budget (based on staff reference checks)	15
Other factors as determined by the committee, i.e. knowledge of local issues, industry knowledge, organization and completeness of submission	5
<u>Maximum Points</u>	<u>100</u>

5. Procurement Schedule

The following represents the current schedule for the procurement process. The schedule is subject to change at the discretion of GAD.

<u>Milestone</u>	<u>Date & Time</u>
RFP Issued	October 2, 2025
Pre-Proposal Walk-Through (Optional) Intent to Participate – Notify mikemartinez@ls3p.com willhinkley@ls3p.com dcaldwell@caldwellconstructors.com	October 9, 2025 2pm Bon Secours Wellness Arena 650 N. Academy Street Greenville, SC 29601
Final Deadline for Comments & Questions to be submitted to Mike Martinez, AIA mikemartinez@ls3p.com Will Hinkley willhinkley@ls3p.com cc: David Caldwell dcaldwell@caldwellconstructors.com	October 13, 2025
GAD Responses to Comments & Questions Posted to www.greenvilleareнадistrict.com	October 20, 2025
Proposal Due Date Submit to: Mike Martinez, AIA mikemartinez@ls3p.com Will Hinkley willhinkley@ls3p.com cc: David Caldwell dcaldwell@caldwellconstructors.com	October 24, 2025, by 5:00pm
Interview Invitations	October 29, 2025
Interviews	November 5-6, 2025
Contract Negotiation	November 10-11, 2025
Award (Anticipated)	November 14, 2025

6. Request for Proposal (RFP) Response

The RFP response should include a Cover Letter citing interest in this project, why your firm is best suited for this project, how your firm is organized, and how this organization has led to successful completed projects of similar size and scale. Additional required response items are as follows:

A. Firm Experience and History

- Corporate Background: A summary of the firm's history, size, structure, headquarter location, and areas of expertise.
- Relevant Project Experience: Provide documentation of completed CMAR projects similar in scope, size, complexity, and value. Provide projects in the same industry (e.g., entertainment, civic, athletics, arenas, stadiums, amphitheaters) and those with comparable site or logistical challenges. Include examples completed within the last five (5) years. Provide a minimum of ten (10) project examples.
- Provide examples of Long-Term Client Relationships for multi-phased projects.
- Client References: Testimonials, contact information, outcomes, and feedback from owners or clients on similar projects.
- Success Stories: Specific examples of how the firm managed risks, delivered value, or overcame significant obstacles on past projects.
- Include examples for how you have managed cost and budget control over multiple phase projects. Examples should include the budget breakdown at the start of the project and final construction cost breakdown at the completion.
- Performance Evaluations: Copies of past performance reviews or evaluations from previous projects.
- Provide insight into the stability and capacity of the organization. Provide recent, current, and projected workload of the firm.
- Evidence of Applicable Licensing: Include a copy of the firm's valid South Carolina General Contractor's (BD5/Unlimited) license.
- Point of Contact for this RFP: Identify who will be engaged and responsible for receiving all correspondence by your firm relative to this RFP. Include name, title, phone number, and email for the individual.

B. Key Personnel and Team Organization

- **Project Team Resumes:** Detailed resumes of key team members who will be directly involved in the project, including the Project Manager, Superintendent, Preconstruction Manager, Lead Estimator, and individual responsible for Cost Control during Construction. Highlight experience similar to this project, including phased delivery project expertise.
- **Identify your point of contact** who will be engaged and responsible for the project from start (design) to finish (close of construction). Include name, title, phone number, email, of the individual who will be leading this project for your firm.
- **Team Structure:** Provide an organizational chart showing reporting relationships, roles, and responsibilities.
- **Experience Working Together:** Evidence of the proposed team's prior collaboration and the outcomes of those projects.
- **Availability and Commitment:** Illustrate your commitment of the key personnel to the project timeline and duration and provide assurance that they will not be removed without owner approval. Describe how this team will be engaged from start (design) to finish (close of construction).

C. Project-Specific Understanding and Approach

- **Project Approach:** Provide a thoughtful narrative detailing the firm's understanding of the project's unique challenges, goals, and context.
- **Potential Risks and Solutions:** Identify project-specific risks and tailored strategies to address them.
- **Added Value:** Provide creative ideas or enhancements the firm can bring to the project that goes beyond standard services. Provide opportunities for improvement in process, delivery and value optimization enabled by this project.

D. Approach to Preconstruction Services

- **Cost Estimating and Budget Control:** Description of the firm's methodology and policy for preparing reliable estimates, monitoring budgets, and identifying cost-saving opportunities throughout design and preconstruction. Include strategies and examples for cost control in the current market / dynamic economic environment, including tariff management.

- **Schedule Development and Management:** Techniques for developing, maintaining, and updating project schedules. Look for experience in fast-track or phased construction.
- **Value Engineering:** Approach to evaluating alternative materials, systems, and methods to improve value without sacrificing quality. Include examples of the original client budget, GMP, as-delivered project cost.
- **Constructability Review:** Processes for reviewing design documents to anticipate construction issues early and minimize change orders.
- **Coordination with Design Team:** Communication protocols and strategies for collaborating with architects, engineers, and other consultants.

E. Construction Phase Services

- **On-Site Management:** Strategies for site and building renovation logistics, safety, quality control, and coordination of subcontractors.
- **Phased Management:** Strategies for managing overlapping phase of construction, cost control by phase, and electronic documentation management. Include examples of original client phased schedule as a delivered project schedule.
- **Risk Management:** Plans for identifying, mitigating, and managing risks (financial, safety, schedule, environmental) throughout construction.
- **Change Management:** Procedures for addressing change orders, unforeseen conditions, and owner-directed changes.
- **Commissioning and Close-Out:** Experience and processes for project close-out, warranty management, and smooth handover.

F. Safety Record and Program

- **Safety Statistics:** Submission of EMR (Experience Modification Rating), OSHA incident rates, and other safety metrics.
- **Safety Culture:** Evidence of a proactive safety culture, such as training programs, incentive plans, and involvement of leadership in safety initiatives.
- **Sample Safety Plans:** Examples of project-specific safety plans from similar completed projects.

G. Financial Stability

- **Proof of Bonding Capacity:** Letter from a surety company confirming the firm's ability to provide performance and payment bonds.
- **Audited Financial Statements:** Submission of recent financial reports to demonstrate the firm's solvency and ability to manage large-scale projects.

- Insurance Certificates: Certificates showing coverage for general liability, workers' compensation, builder's risk, and other relevant policies.

H. Legal and Claims History

- Litigation and Claims: Disclosure of relevant past or pending litigation, contract defaults, or claims involving the firm.
- Resolution Approach: Description of the firm's philosophy and methodology for resolving disputes with owners or subcontractors.
- Ethics and Compliance: Adherence to ethical standards, regulatory compliance, and policies against fraud or corruption.

I. Subcontractor Management

- Selection Process: Criteria and process for prequalifying and selecting subcontractors, with an emphasis on transparency and inclusion of diverse businesses.
- Local Participation: Strategies to maximize the involvement of local subcontractors, suppliers, and workforce.
- Include strategies for design assistance (for/with the Design Team), collaboration strategies, and procurement strategies along with specific examples.
- Quality Assurance: Systems for evaluating and monitoring subcontractor performance.

J. Approach to Sustainability and Innovation

- Green Building Experience: Illustrate a proven track record with green certification projects and description of sustainable construction practices. While this project will not seek a certification benchmark, the project will seek to implement sustainable design strategies.
- List experience and examples of revenue generation related to sustainability.
- Innovation: Examples of technology adoption (e.g., BIM, prefabrication, project management software) that enhance efficiency, safety, or quality.
- Waste Management: Strategies for minimizing waste and promoting recycling or reuse on site.

K. Communication and Collaboration

- Stakeholder Engagement: Plans for engaging with owners, designers, end users, and community members throughout the project.



- Reporting Protocols: Sample reports, meeting structures, and frequency of updates during preconstruction and construction phases.
- Dispute Resolution: Methods for proactively addressing and resolving conflicts among team members.

L. Local Economy

- Workforce Development: Training, apprenticeship, or mentoring programs that support local talent pipelines.
- Local Economy: Highlight strategies and approaches for local workforce engagement, community participation, small business engagement, and highlight examples from previous projects and experience.

M. Special Qualifications

- Provide other considerations or qualifications applicable to this project that you would like us to consider.

N. Compliance with RFP Instructions

- Submission Requirements: Confirmation that all required forms, certifications, and attachments are included.
- Formatting and Organization: Clear, logical, and professional organization of submittal materials.
- Responsiveness: Timeliness and adherence to all requirements and instructions set forth in the RFP.

6. Addenda

- If the GAD determines that it is necessary or desirable to modify terms, conditions or requirements of this RFP, the GAD will do so by issuing one or more addenda (each an “*Addendum*” and collectively, “*Addenda*”).
- GAD shall provide notice of the availability of an Addendum on the GAD website. Proposers will be responsible for ensuring that they receive all Addenda in full.



7. Non-Reliance

GAD does not:

- Make (and will not be deemed to have made) any representation, warranty or guaranty as to the accuracy, completeness, utility or relevance of any information or materials provided in this RFP.
- Have (and will not be deemed to have) any obligation to update any such information or materials, the contents of which may reflect information available as of the date that it was prepared or as of such other date indicated therein; or
- Retain responsibility or liability (and will not be deemed to retain such responsibility or liability) for any lack of accuracy, completeness, utility or relevance of, or for any interpretations of or conclusions drawn from, any such information and materials.



PART B: RFP PROCESS AND RULES GOVERNING PROPOSERS

1. Comments and Information

A. RFP Comments

- Proposers shall examine all RFP documents carefully and submit, in writing, any inquiry or request for interpretation or correction of any ambiguity, inconsistency, or error therein. A Proposer's failure to timely request a clarification, interpretation, or correction during the procurement process will preclude such Proposer from thereafter claiming any ambiguity, inconsistency, or error under the terms of the awarded contracts.
- In order to be considered by the GAD, RFP Comments must be submitted to the GAD's Point of Contact to the email address indicated, with the subject line "GAD Construction Manager as Constructor RFP Comments of [*Proposer Name*]".
- All RFP Comments or Questions should be submitted by or before the time and date that is the applicable RFP Comment/Questions deadline set out in the Procurement Schedule. The GAD only commits to address RFP Comments or Questions received by or before such deadline.
- The GAD reserves the right to respond, or not respond, to RFP Comments or Questions. All the GAD responses to a Proposer's comments or questions on the RFP will be in writing by an addendum and will be provided to all prospective Proposers. In responding to RFP Comments or Questions, the GAD may consolidate or rewrite questions and may issue multiple sets of questions and answers. Responses will not indicate which Proposer raised particular comments or questions. Only written interpretations, explanations, or correction issued as an Addendum shall be binding, and all Addenda shall be binding upon issuance.

B. Pre-Proposal Site Tour

- A non-mandatory pre-proposal Site Tour for Proposers will be held at the date and time indicated in the Procurement Schedule. Please notify the GAD Point of Contact the Proposer intends to participate in advance of the Pre-Proposal Site Tour.
- Proposers are urged to fully acquaint themselves with the existing conditions for the proposed services.

C. Proposer Costs

Proposers are solely responsible for all costs and expenses of any nature associated with responding to this RFP, including attending any briefing(s), workshop(s) or meeting(s), and/or providing supplemental information, as well as preparing and submitting a Proposal, as applicable.

D. SC Freedom of Information Act, Proprietary and/or Confidential Information

Your proposal is a public document under the South Carolina Freedom of Information Act (FOIA), except as to information that may be exempt from disclosure under the FOIA in the GAD's sole discretion. GAD will produce copies of records in its custody related to the RFP unless records are exempt from disclosure under S.C.Code Ann. Section 30-4-40 in the GAD's sole discretion. By submitting a Proposal hereunder, Proposer's acknowledge and agree to the foregoing with respect to disclosures under FOIA.

1. If a Proposer believes that any portions of its Proposal or any other submission (including any RFP Comments) constitute trade secrets as defined under FOIA, it may request that the GAD withhold such portions of the Proposal or submission from public disclosure under FOIA by following the procedures set forth below and in Section:
 - Clearly mark all such portions of "Information Requested to be Withheld from Public Disclosure under FOIA" at the time the Proposal or submission is submitted, and with respect to the Proposal include an index of such information in the form of the Confidential Contents Index; and
 - With respect to the Proposal, provide an additional version of the Proposal submission in which the sections that are so marked have been redacted such that the redacted Proposal will be identical to that of the original Proposal in all respects other than the redaction of such marked sections.
2. Blanket designations that do not identify the specific information deemed confidential by the Proposer, may be cause for the GAD to treat the entire Proposal as public information.
3. If the GAD determines that a bona fide basis exists under law for the withholding of such marked sections from public disclosure under FOIA, the GAD will endeavor to withhold such materials from public disclosure to the extent permitted by law. However, anything herein to the contrary notwithstanding, under no circumstance will the GAD, its officers, agents, employees or consultants be responsible or liable to the Proposer or any other party for the disclosure of any such marked sections, whether the disclosure is deemed required by law, by an order of court, or occurs through inadvertence, mistake or negligence on the part of the State or its agents, employees or consultants.
4. In the event of litigation concerning the disclosure of any marked material submitted by a Proposer, the GAD's sole involvement will be as a stakeholder retaining the material until otherwise ordered by a court, and the submitting



Proposer will be responsible for otherwise prosecuting or defending any action concerning the materials at its sole expense and risk.

5. The submitting Proposer will (and, when submitting a Proposal or any other submission, will be deemed to have agreed to) indemnify, defend and hold harmless the GAD and its respective officers, agents, employees and consultants from and against any losses, costs or expenses any of them may incur in connection with any such litigation (including, without limitation, attorney's fees). This indemnification, defense and hold harmless obligation will survive any cancellation or termination of this procurement or any award and subsequent execution of a contract. Furthermore, in submitting a Proposal or any other submission, the Proposer agrees that this indemnification, defense and hold harmless survives as long as the deniable records are in possession of the GAD.

2. Representatives and Communications

A. Communications with the GAD

Proposers are advised that communication related to this RFP must be made to GAD's designated representative. The GAD's designated representative for this RFP is below:

Mike Martinez, AIA

mikemartinez@ls3p.com

Will Hinkley

willhinkley@ls3p.com

David Caldwell

dcaldwell@caldwellconstructors.com

- Emails for questions related to this procurement should contain in the subject line "GAD Construction Manager as Constructor RFP Comments of [*Proposer Name*]".
- All contacts by the Proposer from issuance of this RFP through Contract award shall be made only to the GAD's designated representative.

Offerors are specifically directed not to contact any other GAD or design team personnel for meetings, conferences, or technical discussions related to this request unless otherwise stated in this RFP. Failure to adhere to this policy may be grounds for rejection of your proposal.

B. Organizational Changes

From the Proposal Due Date until Contract award, Proposers shall be prohibited from reorganizing the Proposer team to the extent that such reorganization would render the organizational charts and descriptions provided in its proposal inaccurate or incomplete, in the GAD's reasonable discretion, without the GAD's prior written consent ("Organizational Change").

C. Organizational Conflicts of Interest and Ineligible Firms

Obligation to Disclose Conflicts of Interest

1. Each Proposer is responsible for determining whether an actual, potential, or perceived organizational conflict of interest exists with respect to itself and its team members.
2. Each Proposer is required to disclose all relevant facts concerning any past, present or currently planned interests of the Proposer, its team members, and Affiliates which may present a conflict and to provide information regarding steps taken to mitigate the potential conflict.
3. The obligation to disclose actual, potential, and perceived organizational conflicts of interest is ongoing throughout the procurement. Proposers should undertake reasonable due diligence, including necessary conflict of searches, to determine whether new actual, potential, or perceived organizational conflicts of interest have arisen.
4. Review of Disclosures by the GAD.

Based upon a review of the information submitted by a Proposer, the GAD may determine that an actual or potential organizational conflict of interest exists. If this occurs, the GAD may identify any actions that must be taken to avoid, neutralize, or mitigate such conflict. Alternatively, the GAD may disqualify the Proposer as a result of the conflict or may advise the Proposer that a team member or members must be removed.



PART C: PROPOSAL SUBMITTAL REQUIREMENTS

1. Proposal Submission General Requirements

- A. Proposals for this solicitation will be accepted via email. All requested documentation must be received no later than 5:00 pm EST, October 24, 2025. It is the Proposers responsibility to ensure the RFP response has been received by the GAD Point of Contact.
- B. The subject line of emails containing proposals should read “RFP - GAD Construction Manager as Constructor – {Proposer Name}”.
- C. Proposals shall not exceed fifty (50) pages, excluding cover, divider pages, and required form(s).
- D. Except as otherwise provided in the RFP, Proposals will become the property of the GAD, and copies of each Proposal may be retained by the GAD after the Proposal evaluation process is completed.

2. Proposal Validity and Insurance Requirements

Proposal Validity Period

Each Proposal shall remain valid for acceptance by the GAD for the duration of the period commencing at the Proposal Due Date and ending on (and including) the earliest to occur of:

- The date on which the GAD executes the Contract with the selected Proposer;
- The date on which the GAD publicly announces the cancellation of the procurement process described in this RFP; or
- The date to which the Proposer elects, in its sole discretion, to extend the validity of its Proposal.
- Before the expiration of the aforesaid period, a Proposal may be withdrawn by a Proposer by serving the GAD with a written notice of withdrawal. For such written notice of withdrawal to be effective, it must be clear, unequivocal and without conditions.



PART D: EVALUATION PROCESS AND CRITERIA

1. Overview of Evaluation Process

A. Evaluation Objectives and Approach

Proposals will be evaluated by the GAD and its evaluation committee to identify the Proposer or Proposer Team which is the most advantageous to GAD to undertake and successfully complete the project.

Without limiting the GAD's rights under the RFP, evaluation of each Proposal will be based on information submitted in that Proposal and any publicly available reports and filings, reference checks as applicable, and company or court records available to the GAD.

B. The GAD Rights During Evaluation Process

Right to Request Clarifications and Supplemental Information

The Proposer will provide accurate and complete information to GAD in its Proposal. If information is not accurate and complete, the GAD may either declare the Proposal non-responsive or notify the Proposer, which may be allowed to participate further in the procurement of the Contract if all information required is provided within the timeframe established by GAD. If a response is not provided within the timeframe specified by GAD, the Proposal may be declared non-responsive.

GAD may, at any time during the Proposal evaluation process request written clarification or additional information from a Proposer for any reason.

C. Rights with Respect to Material Errors

In the event that a material error is discovered in the RFP during the Proposal evaluation process, without limiting its other reserved rights under this RFP, GAD may in its discretion issue an addendum to all Proposers that have submitted Proposals, requesting revised Proposals based upon the corrected RFP.

D. Selection, Award, and Execution

GAD intends to award the Proposer offering the most advantageous Proposal.

GAD's evaluation committee shall review and evaluate the proposals. The evaluation committee shall complete evaluation forms giving consideration to information provided in the proposals.

E. Contract Negotiation

Fee negotiations shall be conducted for performance of the contract at a price which is fair and reasonable. Should the evaluation committee be unable to negotiate a contract at a price that is fair and reasonable, negotiations shall be formally terminated with the highest ranked Proposer, and the Selection team shall have the option to commence negotiations with the second ranked Proposer.





PART E: GOVERNING LAW; PROTESTS; RESERVED RIGHTS

1. GOVERNING LAW

This RFP will be governed, construed and interpreted in accordance with the laws of the State of South Carolina without regard to any conflicts of law principles.

2. GAD'S RESERVED RIGHTS

In connection with the procurement described in this RFP, GAD reserves to itself any and all of the rights set out below and any other rights available to it under applicable law (any of which rights will be exercisable by GAD in its sole discretion, with or without cause and with or without notice). The rights referred to in the preceding sentence include the right to:

A. Modify the procurement process described in this RFP (including as previously modified) to address:

1. Applicable law;
2. The best interests of the GAD; and/or
3. Any concerns, conditions or requirements of any other State or Federal department or agency;

B. In reviewing and/or evaluating Proposals:

1. Reject any or all Proposals;
2. Terminate evaluation of Proposals received at any time;
3. Appoint selection or evaluation committees or teams to review Proposals and make recommendations, and seek the assistance of outside technical, financial, legal and other experts and consultants;
4. Waive deficiencies, nonconformities, irregularities, and apparent clerical mistakes in a Proposal, accept and review a Proposal that it could otherwise have determined to have failed the evaluation or permit clarifications or additional information to be submitted with respect to a Proposal;
5. Require confirmation of information submitted by a Proposer, require additional information from a Proposer concerning its Proposal or require additional evidence of qualifications to perform the work described in this RFP; and/or

if:

1. Only one Proposal is received; or
2. Only one Proposal satisfies all evaluation criteria,

then the GAD may take such steps as appear to be appropriate to it under the circumstances, including:

- a. Modifying any element of this RFP;

- b. Seeking additional or updated Proposals, information or clarifications from other Proposers; or
 - c. Terminating this procurement;
- C. Refuse to consider a Proposal or reject a Proposal, including if such refusal or rejection is based upon any of the following:
 - 1. Failure on the part of the Proposer to pay, satisfactorily settle, or provide security for the payment of claims for labor, equipment, material, supplies, or services legally due on previous or ongoing contracts with the GAD;
 - 2. Default on the part of the Proposer under previous contracts with the GAD or any other State agency;
 - 3. Unsatisfactory performance by the Proposer or a subcontractor under previous contracts with the GAD;
 - 4. Issuance of a notice of debarment or suspension to the Proposer;
 - 5. Submittal by the Proposer of more than one Proposal for the same work under the Proposer's own name or under a different name;
 - 6. Existence of an organizational conflict of interest as described in Section 8, or evidence of collusion between a prospective Proposer and other Proposer(s) in the preparation of a Proposal in connection with the instant procurement; and/or
 - 7. Failure of the Proposer to complete another contract, for which the Proposer is responsible, which in the judgment of the GAD might reasonably be expected to hinder or prevent the prompt completion of the Work if awarded to the Proposer as a Proposer.
- D. With respect to Proposer team membership:
 - 1. Approve or disapprove the use of particular subcontractors and/or Key Personnel and/or substitutions and/or changes in Proposals;
 - 2. Disqualify any Proposer or any short-listed Proposer from the procurement process that changes its submittal after the Proposal Due Date without the GAD's approval or for violating any rules or requirements of the procurement specified in (A) this RFP, (B) any other communication from the GAD or (C) applicable law; and/or
 - 3. Accept, reject or seek additional information regarding a Proposer's request to make any Organizational Change;
- E. In otherwise conducting the procurement process under this RFP:
 - 1. Issue addenda in accordance with Section 6.
 - 2. Modify any and all dates set in this RFP;

3. Add or delete Proposer responsibilities from the information contained in this RFP;
 4. Reject any and all submittals, response and, Proposals received at any time;
 5. Not select any Proposer;
 6. Accept improvements to, enhancements of or other revisions to any Proposal or alternate at any time if it deems such to be in its best interest;
 7. Suspend and terminate Contract negotiations at any time;
 8. Elect not to commence Contract negotiations;
 9. Revise the procurement documents in accordance with the completed negotiations with the successful Proposer and require such firm to execute the resultant contract documents or develop new contract documents reflecting the completed negotiations with the successful Proposer and require such firm to execute same; and/or
 10. Take such other action as may be in the best interests of the GAD consistent with the law;
- F. Procure and develop the Contract, including any portion thereof, in any manner that it deems necessary, including the right to:
1. Cancel the RFP;
 2. Modify the scope of the Work during the procurement process;
 3. Otherwise issue addenda, supplements and modifications to this RFP; or
 4. Issue a new request for qualifications or request for proposals after cancellation of this RFP.

[END OF SECTION]

An aerial photograph of a city landscape. In the foreground, there are several low-rise commercial buildings and parking lots. In the middle ground, a large, circular, light-colored arena or stadium is prominent. To the left of the arena, there are more commercial buildings, including a taller one with a glass facade. The background is filled with dense green trees and rolling hills or mountains under a cloudy sky. The text "PROJECT SUMMARY" is overlaid in large, white, bold, sans-serif capital letters across the center of the image.

PROJECT SUMMARY



Elevate the arena & site to a consistent & cohesive architectural theme and introduce new complimentary site programs which support the arena. Entertainment is the filter for making design decisions.

- Strong focus on long-term planning to **ensure the arena remains relevant, profitable, and viable for the future.**
- Continues to be a source of **world-class** sporting and live entertainment events year after year.
- **Elevate the arena and site** in a way that encompasses a **cohesive theme, enhances existing facilities, and incorporates new complimentary uses.**
- Committed to creating a distinct destination that **embodies a unique sense of place** - a hub where individuals come together to enjoy, unwind and create shared memories.
- **Foster a seamless connection with downtown Greenville**, celebrating the distinctive essence and historical significance of the BSWA, and reinforcing its role as the cornerstone of our community's identity.
- Envision and plan for the long-term viability of the arena and to **maintain a strong competitive advantage in the Southeast and beyond.**
- Meets the (4) Organizational Objectives: **Financial Health, Community Impact, Organizational Health, and Experience.**



WELCOMING
COMMUNITY PARTNER

- 1. Find opportunities to better serve the community and public service.
- 2. Integrate Public Art.
- 2. Continue to be an Emergency Shelter.
- 3. Continue the serve the additional 75-100 annual community and non-profit events



FINANCIAL
STEWARDSHIP

- 1. Be Intentional with use of finances and resources.
- 2. Seeks to elevate and expand the arena’s market profile and brand.
- 3. Revenue Generation – Premium Spaces, Sponsorships, Seat Inventory
- 4. Find ways the project can have a greater regional economic impact.



SAFETY & WELLNESS

- 1. Find Ways to Improve Staff Health.
- 2. Improve Event Security.
- 3. Improve Accessibility. Chris Sparrow | Erica James.
- 4. Design for Maximum efficiency in Operations.
- 5. Design for the next 25 years & longevity for the Arena, including Sustainability considerations.



ENHANCED & INCLUSIVE
GUEST EXPERIENCE

- 1. To provide a full entertainment experience upon arrival and departure.
- 2. Create a cohesive design theme.
- 2. Improve experiences.
 - 1. Back of House
 - 2. Client Experience
 - 3. Improved Dock and Marshaling
 - 4. Amenities
 - 5. F&B
 - 6. Entrances
 - 7. Code Updates



HOMAGE TO SITE’S
HISTORY

- 1. Celebrate the significance of the Arena Site.
- 2. Find ways to remember Little Texas, one of Greenville’s first Black Working Class Neighborhoods.
- 3. Create thoughtful celebrations and remembrances of residents.



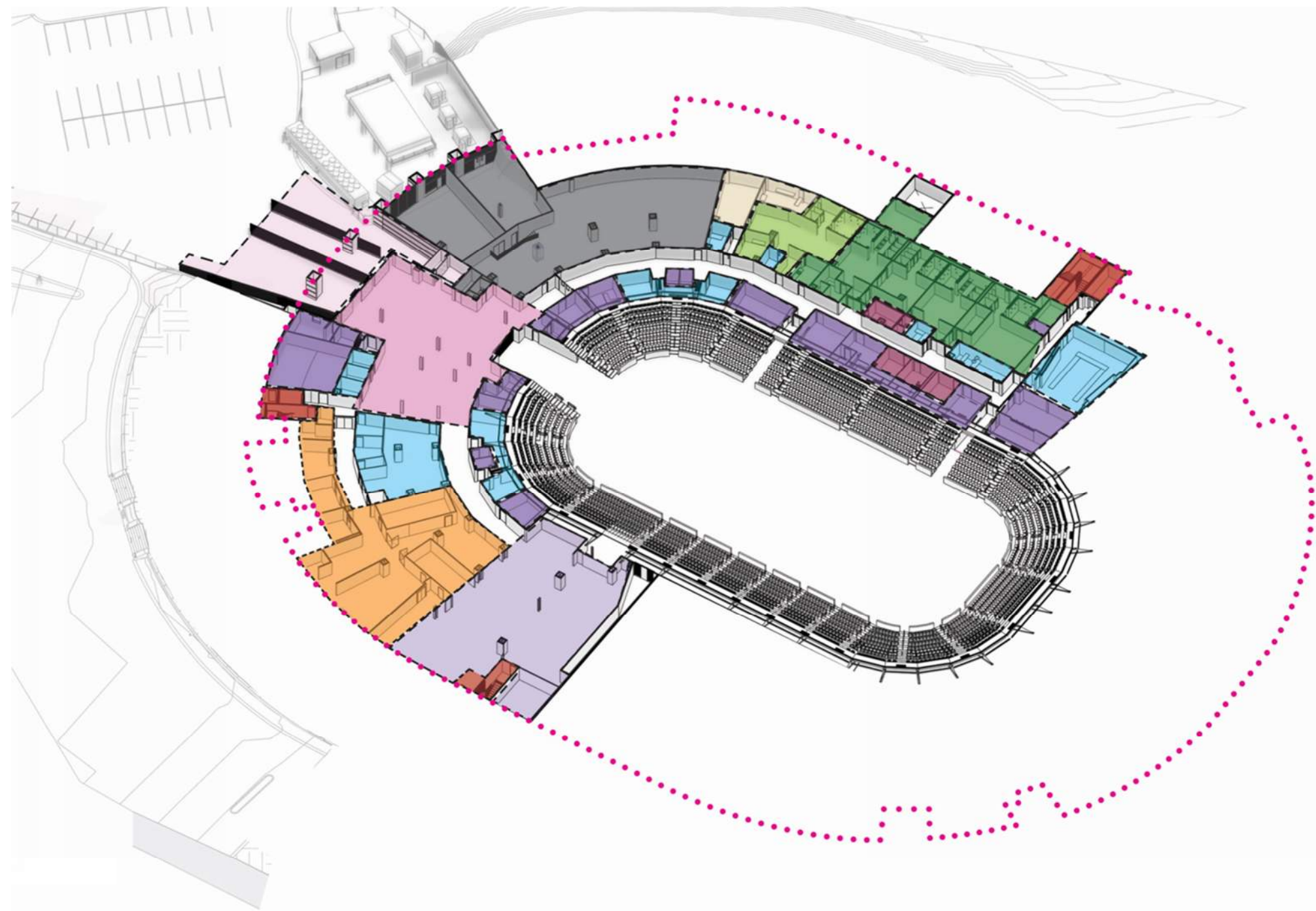
CONNECTIVITY

- 1. Improve the physical and visual connection to downtown.
- 2. Strengthen the site as a gateway into downtown.
- 3. Improve Pedestrian and Multimodal Access.
- 4. Find Ways to Create a distinct destination that embodies Greenville.

- NOTES:**
- Undersized Loading Dock
 - Insufficient Marshalling Area
 - Inadequate Storage Space
 - Inadequate Client Spaces
 - Locker Room Shortage and Deficiencies
 - Lack of Employee Amenities
 - Lack of a Freight Elevator



- LEGEND**
- NEW CONCOURSE FOOTPRINT ABOVE
 - KITCHEN
 - TEAM SPACES
 - DOCK/MARSHALLING
 - OFFICE/FLEX
 - BUILDING SUPPORT
 - STORAGE
 - TEAM SUPPORT
 - VERT. CIRCULATION
 - STAR ROOMS
 - MEP



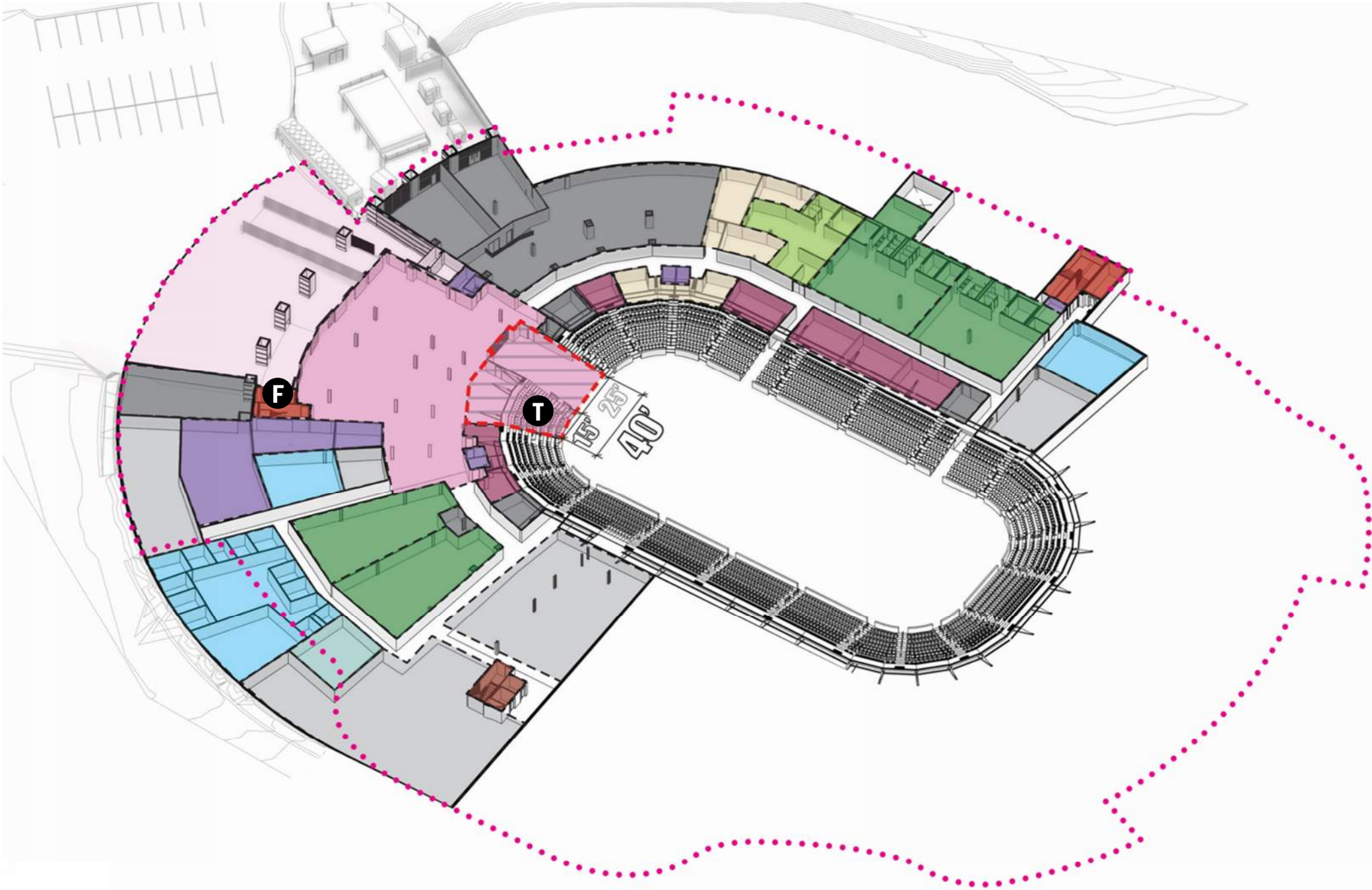
NOTES:

- Expanded Loading Dock
- Expanded Marshalling Area
- Additional Storage Space
- Additional Locker Rooms
- Additional Client Spaces



LEGEND

- NEW CONCOURSE FOOTPRINT ABOVE
- F** NEW FREIGHT ELEVATOR
- T** NEW TELESCOPICS
- MEDIA SPACE
- TEAM SPACES
- DOCK/MARSHALLING
- OFFICE/FLEX
- BUILDING SUPPORT
- STORAGE
- TEAM SUPPORT
- VERT. CIRCULATION
- STAR ROOM/ SUPPORT
- MEP



ARENA RENOVATION | EXISTING CONCOURSE LEVEL

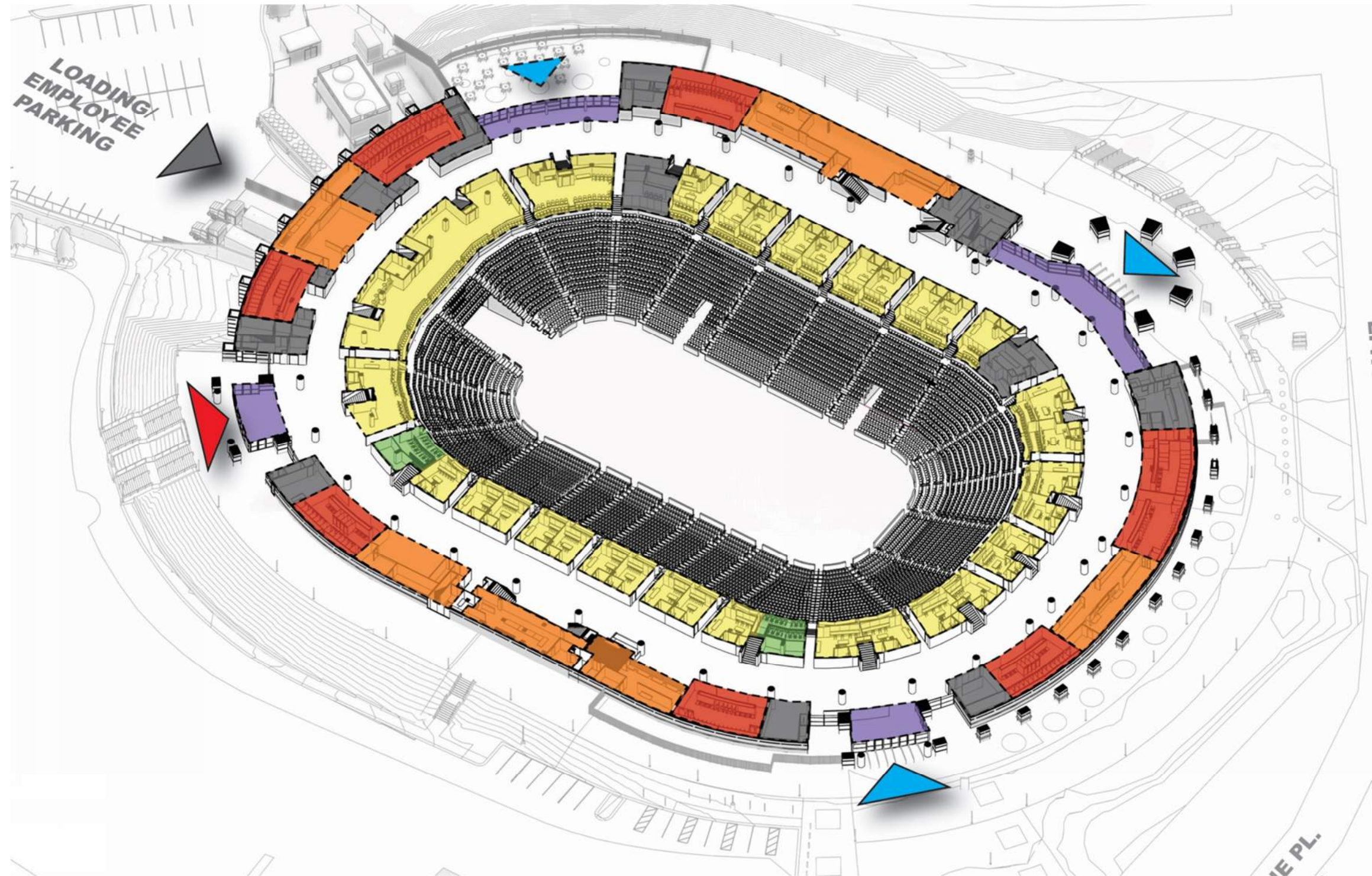
NOTES:

- No views into the bowl
- Limited premium options
- Small entry lobbies
- Poor access to dedicated VIP entry
- Concourse congestion caused by portable food and beverage carts
- Limited restroom facilities
- Limited accessible seating options



LEGEND

- ENTRY
- PREMIUM
- RR
- FOOD SERVICE
- SUPPORT
- ADA SEATING
- GA ENTRY
- VIP ENTRY
- LOADING DOCK



ARENA RENOVATION | PROPOSED CONCOURSE LEVEL

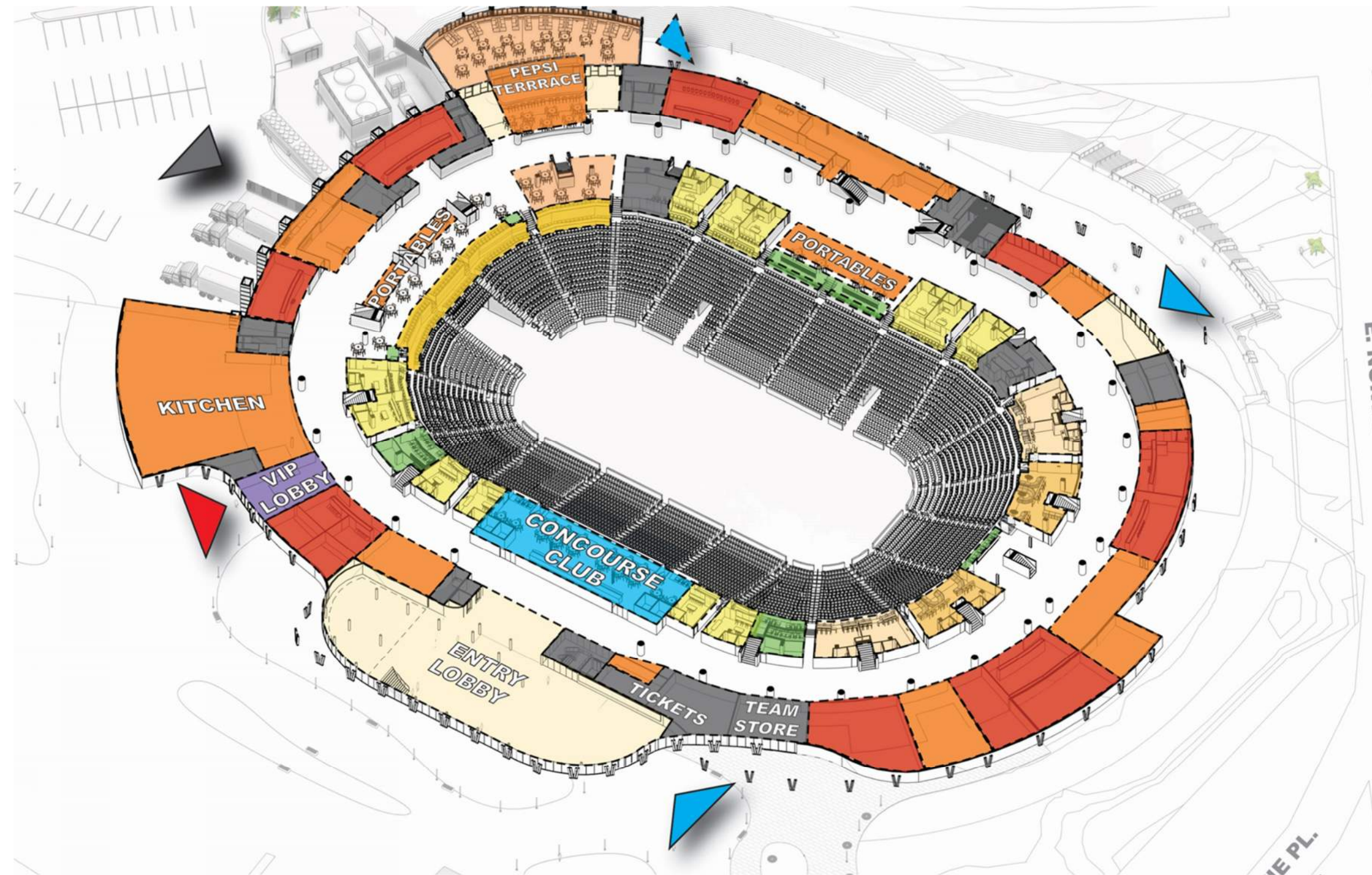
NOTES:

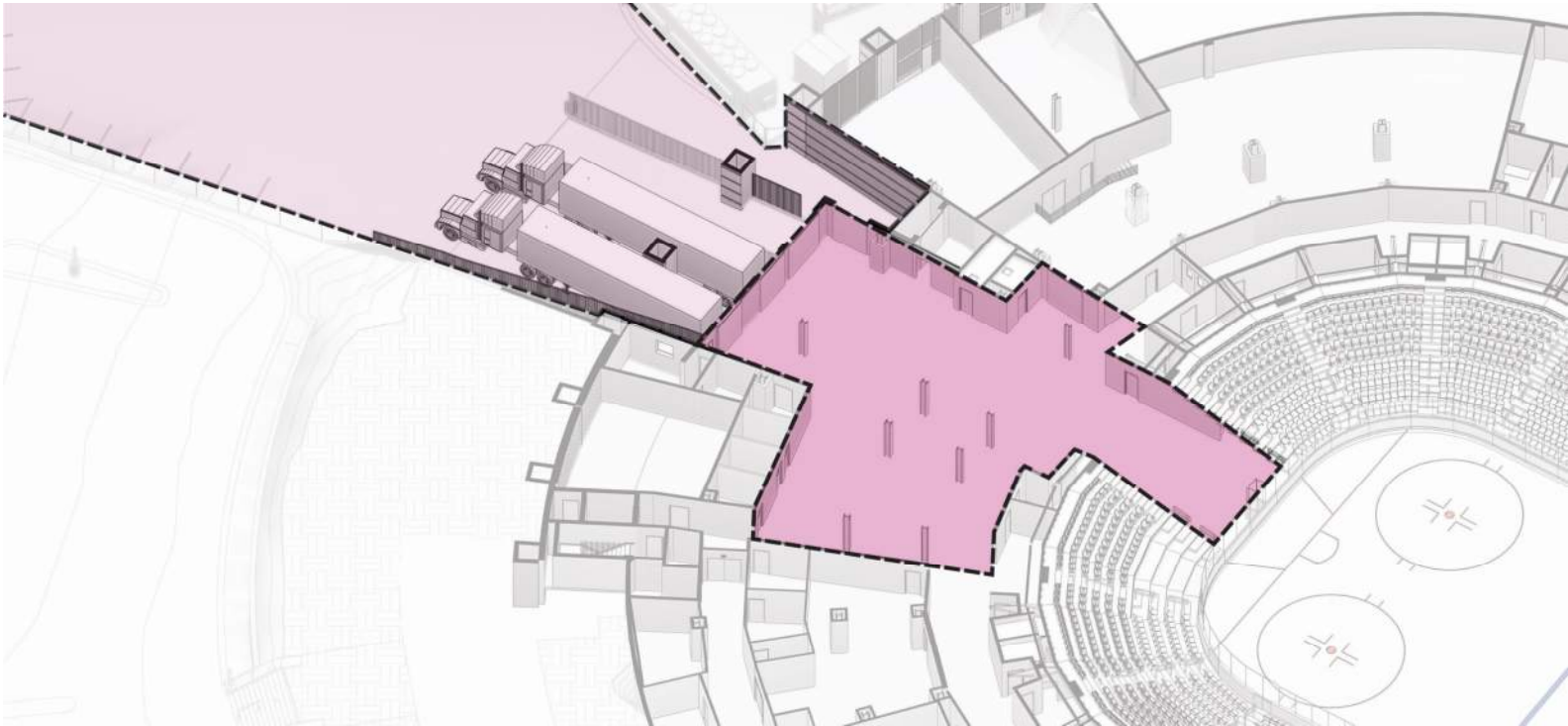
- New/expanded main entry lobby on west side.
- Dedicated VIP entry with improved access.
- New/relocated central kitchen.
- Expanded outdoor terrace.
- Expanded concessions and food service.
- Expanded restrooms and fan support.
- New premium hospitality experiences.
- Additional accessible seating.
- New concourse club.
- Views into the bowl from the concourse.
- Dedicated spaces for portable food and beverage carts alleviates concourse congestion.



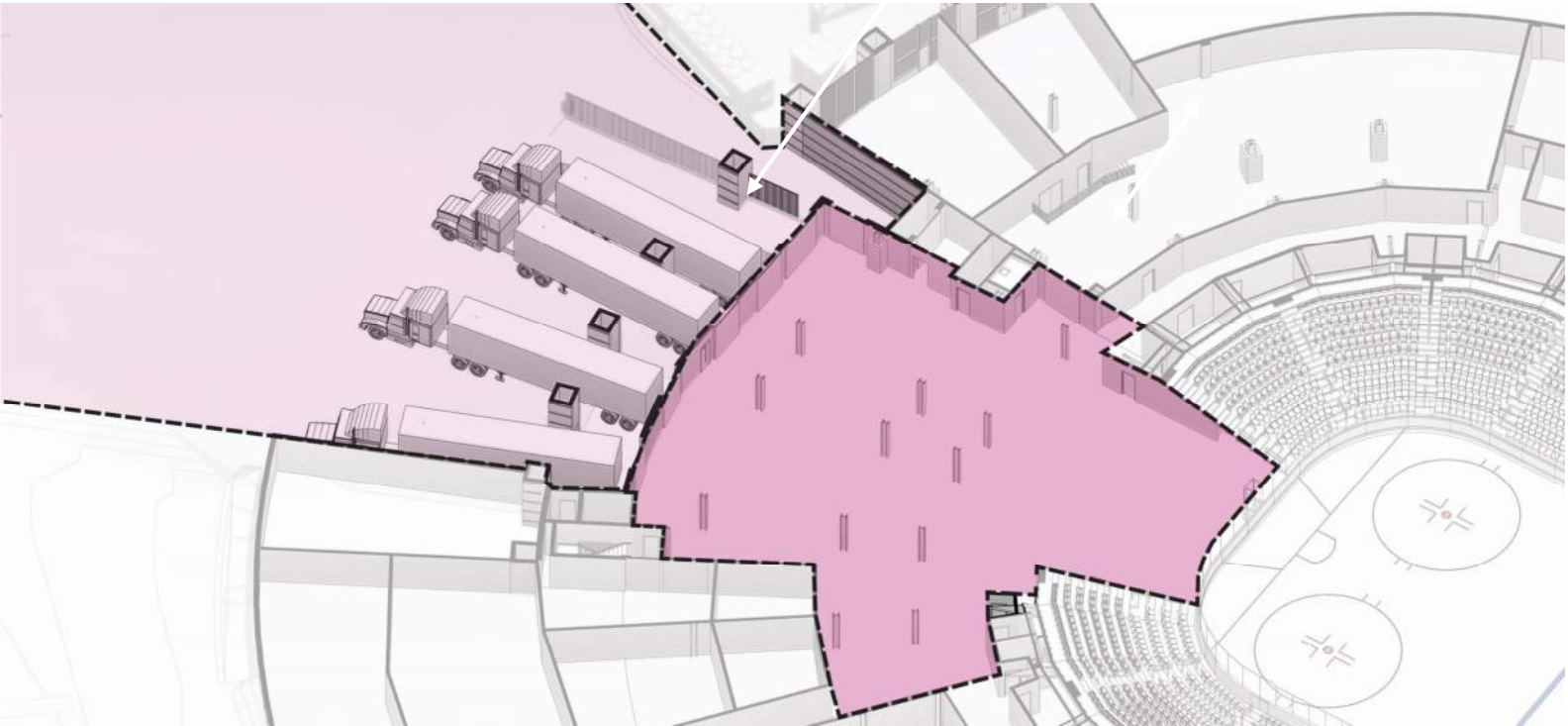
LEGEND

	ENTRY
	PREMIUM
	RR
	FOOD SERVICE
	SUPPORT
	ADA SEATING
	GA ENTRY
	VIP ENTRY
	LOADING DOCK





EXISTING LOADING + MARSHALLING
3,900 SF OF MARSHALLING
2 LOADING DOCK BERTHS
1 LOADING RAMP



NEW LOADING + MARSHALLING
7,000 SF OF MARSHALLING
4 LOADING DOCK BERTHS
1 LOADING RAMP



EXISTING WEST ELEVATION



PROPOSED WEST ELEVATION



EXISTING FURMAN ENTRY



PROPOSED FURMAN ENTRY



EXISTING VIP ENTRY



PROPOSED VIP ENTRY



EXISTING PEPSI TERRACE



PROPOSED PEPSI TERRACE



EXISTING EAST ELEVATION



PROPOSED EAST ELEVATION



EXISTING EAST ENTRY



PROPOSED EAST ENTRY



EXISTING EXTERIOR AT WEST ELEVATION



PROPOSED WEST LOBBY



EXISTING EXTERIOR AT MOTOR LOUNGE



PROPOSED MOTOR LOUNGE



EXISTING EXTERIOR AT MOTOR LOUNGE



PROPOSED MOTOR LOUNGE



PROPOSED CONCOURSE CLUB



PROPOSED SEATING BOWL



EXISTING MULTI-PURPOSE SPACE



PROPOSED FLEX SPACE



EXISTING LOCKER ROOM



PROPOSED LOCKER ROOM

PROPOSED FURMAN ENTRY

