



# REQUEST FOR PROPOSAL (RFP)

## **Item(s) up for Bid: Batting Cage Structures and Netting**

Ripken Pigeon Forge LLC, (RPF) dba The Ripken Experience Pigeon Forge, – 405 Jake Thomas Road – Pigeon Forge, TN 37863, will accept sealed bids by regular & express postal mail until October 31<sup>st</sup>, 2019.

RPF is stipulating specific requirements for bidding on: Batting Cage Structures and Netting. Be certain you have complied with all specification requirements, and have signed or caused to be signed all required documents.

Be sure to fill out the forms listed below and submit with the sealed bid.

Completed Bidding Document

Bidders Proposal

Business History

Material misstatements concerning completed actions by the bidder in any statement, or failure to complete and submit any required form may render a bid non-responsive, and may be due cause for rejection of the bid.

Bids received after the appointed date set for receipt will be returned unopened.

Please read carefully all general and specific conditions.

All bids must be submitted via postal mail to Ripken Pigeon Forge LLC/ Netting Bid |Attn: Robert Moser- Facility Manager, Ripken Baseball – 405 Jake Thomas Road – Pigeon Forge, TN 37863.

If you have questions, please contact Robert Moser at [rmoser@ripkenbaseball.com](mailto:rmoser@ripkenbaseball.com)

### **About Ripken Pigeon Forge, LLC**

Ripken Pigeon Forge, LLC owns and operates of The Ripken Experience Pigeon Forge, a world-class amateur baseball complex located in Tennessee. Featuring 6 youth fields, they are designed to mimic major and minor league ballparks such as Camden Yards and Fluor Field. The facility hosts amateur baseball and softball tournaments, camps, clinics, and a variety of other special events.

### **About Ripken Baseball**

The mission of Ripken Baseball is to inspire athletes through remarkable experiences. Ripken Baseball currently owns and operates a Minor League Baseball teams and plays host to numerous youth tournaments, camps and clinics at The Ripken Experience Aberdeen powered by Under Armour baseball complex in Maryland, The Ripken Experience Myrtle Beach in South Carolina, The Ripken Experience at Walk Disney World in Orlando, Florida, and operates The Ripken Experience Pigeon Forge in Tennessee.

## **Goal**

RPF is looking to procure a company to provide exclusive rights to provide the following services:

Evaluate and engineer improvements to 15 current batting cages on site. Make structural improvements to improve consistency and ease of maintenance to batting cages. Construct new netting to custom specifications, and perform all installations involved.

### Conditions:

- RPF reserves the right to reject any and all proposals, and to waive minor irregularities in any proposal. This includes the right to request clarification of information submitted and to request additional information.
- The RPF reserves the right to cancel the remaining contract if RPF feels proper customer service, timeliness of order, or quality standards of order have not been met.
- Should vendor be found in default of their obligation under the bid proposal agreement, the vendor shall be given written notification of the event of default and given seven (7) days upon which to cure. If the vendor fails to cure within the seven (7) day cure period, the agreement shall be terminated and all parties released from their obligation under the agreement except (1) an obligation to pay monies due on date of termination or (2) an obligation to indemnify due to an occurrence prior to the date of termination which obligations shall survive the termination.
- In executing the contract agreement and performing their respective obligations, the RPF and the vendor are acting independently and not in any form of partnership or joint venture. The RPF assumes no responsibilities of liabilities to any third parties in connection with the agreement.
- RPF reserves the right to accept or reject any portion of the proposal if it feels their interests and intent are not being met. For the purpose of this RFP, prices should be broken down into separate sections as designated below. RPF may choose to use or exclude any combination of the requested steps.

**This provides a basic scope/outline of the duties to be performed at The Ripken Experience Pigeon Forge to replace batting cages and their structures.**

**A. Evaluation and Engineering**

1. **Site Visit-** RPF would require a site visit for contractor to evaluate the current batting cage system in place. The site visit is strongly encouraged to take place before completing and submitting the RFP.
2. **Engineering-** Improvements need to be made to the structural cables of the current system. Improvements should be made to; prevent sagging, rubbing, and fraying, meet the weight requirements of new nets, allow for easy tightening by RPF staff. It is during this time that the contractor and RPF should determine the appropriate size and customization of the new nets. Additional cables or supports may be added to meet needs if necessary.

**B. Netting**

1. **Size-** The exact size will be determined upon the contractor making structural recommendations but would be approximately 110'L x 14'Wx 10'H. Entrances to each cage may vary from location to location.
2. **Material-** The size of the netting shall be a minimum of #60 x 1.75". A larger size may be used at the discretion of RPF for an additional cost.

**C. Installation**

1. **Removal of old hardware and cages-** Removal of any and all pieces remaining that are no longer necessary to the function of the batting cages.
2. **Structural Installation-** Installation of all new cables, tightening systems, and other agreed upon improvements to better serve RPF.
3. **Net Installation-** Install new nets using all new hardware, clips, etc.

**Vendor Proposal:**

- All proposals must be clearly and distinctly typed or written with ink. All proposals must be on the form furnished by RPF or they will be rejected. Additional pages may be added to the original proposal form, as deemed appropriate by the Bidder.
- This invitation for proposals does not commit RPF to pay any costs incurred by any vendor in the submission of a proposal.
- Any proposal may be deemed non-responsive by the General Manager or Facility Manager, if it is not on the Proposal Forms provided or is not in complete conformance with any and all conditions of the bid packet.

**Negotiations & Modifications of Proposal:**

- The final contract terms with RPF will be determined by negotiation with all qualified responders after proposals are received and reviewed.
- A vendor may modify their original proposal through the negotiation process. RPF may award the contract to the vendor whose proposal may be more favorable or advantageous to RPF. To be effective, every modification must be made in writing and signed by the vendor or his/her designee.

**Contract Compliance:**

- Each Proposer shall inform itself, and the Proposer awarded a contract shall comply with all federal, state and local laws, statutes, and ordinances relative to the execution of the work.
- Each Proposer shall obtain and include in his/her proposal all permits and licenses that may be required to perform the contract, i.e. copies of your business license.
- Company must have valid insurance before operating on the Ripken campus.
- At all times, the company and all employees must dress in appropriate attire, matching company uniforms, that not only prevents accidents but presents them in a professional manner. Also while working on the complex, all contractors employees must wear a reflective safety vest at all times.

**RFP Process**

A Request for Proposal (RFP) process will be used to select a vendor. All proposals must be clearly and distinctly typed or written with ink. All proposals must be on the form furnished by the RPF or the proposal will be rejected. Additional pages may be added to the original proposal form, as deemed appropriate by the vendor.

The proposal should be of sufficient detail to allow RPF to fully and clearly understand:

- Batting Cage duties scope and prices
- Brief outline of vendors’ history in similar type(s) of operations and business references;
- Any other considerations the vendor deems relevant

Timeline Schedule:

- Issue RFP: **September 17, 2019**
- Deadline for submittal of Proposal: **October 31, 2019**
- Review, discussion and negotiations completed by **November 8, 2019**
- Execution of contract approval: **November 11, 2019**
- Date of Completion: **February 14, 2020**

Thank you for your interest

For any additional questions regarding this unique business opportunity, please contact Robert Moser at [rmoser@ripkenbaseball.com](mailto:rmoser@ripkenbaseball.com).

## Business History

Where is your business located?

How many years have you been in business? \_\_\_\_\_

### Business References

Please list 4 organizations with whom you provide service:

Organization Name: \_\_\_\_\_

Organization Location: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Contact Phone #: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Organization Location: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Contact Phone #: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Organization Location: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Contact Phone #: \_\_\_\_\_

Organization Name: \_\_\_\_\_

Organization Location: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Contact Phone #: \_\_\_\_\_

The undersigned Bidder declares that he/she has read and fully understands the Request for Proposal and that the information contained herein is true and correct to the best of their knowledge. Bidder also agrees that his/ her Proposal shall remain open and not withdrawn for a period of not less than thirty (30) days from the scheduled bid opening date.

SUBMITTED BY:

\_\_\_\_\_

Signature of Authorized Representative Firm Name

\_\_\_\_\_

Title Street Address

\_\_\_\_\_

Date City, State, Zip

\_\_\_\_\_

Telephone Number

# Vendor Proposal Form

Business Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_ Email: \_\_\_\_\_  
Business Phone: \_\_\_\_\_ Cell: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

Product Portfolio & Price (Please indicate per unit cost to the consumer)

***A. Evaluation and Engineering***

1. SITE VISIT
2. ENGINEERING

***B. Netting***

1. SIZE \_\_\_\_\_ (ONE PRICE)
2. MATERIAL

***C. Installation***

1. REMOVAL- \_\_\_\_\_
2. STRUCTURAL- \_\_\_\_\_
3. NETTING- \_\_\_\_\_

***BID TOTAL (sections A, B, C)*** \_\_\_\_\_

Is Sales Tax included in the cost?  
Yes or No

**Background Checks**

Because we are dealing with youth, all vendor employees that may come in contact with a youth are required to pass a background check. Does your company utilize a background check

company to screen employees? Yes / NO (circle one)

Name of Company: \_\_\_\_\_

**FAILURE TO COMPLY WITH DELIVERY TERMS WILL TERMINATE THE BID CONTRACT PROPOSAL FOR REST OF YEAR.**

The City of Pigeon Forge reserves the right to waive informalities, to accept or reject any bid and/or any part thereof, and to accept the bid deemed in the best interest of the City of Pigeon Forge. The City of Pigeon Forge is an EOE and complies with ADA and Title VI.

It is the policy of the City of Pigeon Forge not to discriminate on the basis of race, color, national origin, age, sex or disability in its hiring and employment practices, or in admission to, access to, or operation of its programs, services and activities. With regard to all aspects of this contract, the agency/program/contractor certifies and warrants it will comply with this policy.