

PART I:

TECHNICAL PROPOSAL FOR PROPERTY MANAGEMENT RFP

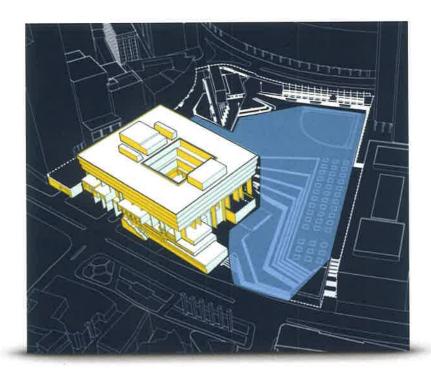
SUBMITTED BY:
BOSTON GARDEN DEVELOPMENT CORPORATION
FEBRUARY 8, 2016

BOSTON GARDEN

WHOLLY-OWNED SUBSIDIARY OF



'THRIVING, HEALTHY AND INNOVATIVE SPACE'



RETHINK CITY HALL PLAZA!

CITY HALL PLAZA
BOSTON, MASSACHUSETTS

Mayor Martin J. Walsh has devised a holistic approach for the revitalization of Boston City Hall that includes a desire for **big ideas**, **near-term experiments**, and **enthusiastic partners**, all grounded by a **comprehensive planning** process.

IMPLEMENTATION

After months of plan development, including **extensive research** and due diligence on national and international **best practices**, our enclosed proposal strives to provide the city with a mid-term solution for **enhancing City Hall Plaza** and its myriad events and civic uses.

Our approach combines **innovative thinking**, integration of existing and new **event programming**, technological and **aesthetic enhancements**, **vibrant hospitality** options, and **fiscal strength**, all framed within a **viable implementation** plan.

We appreciate the opportunity to submit our vision for Boston's backyard, and look forward to an in-person meeting soon to discuss our proposed concepts and logistics in greater detail.

Thank you for your time and consideration.

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CORPORATE BACKGROUND

CITY HALL PLAZA
MANAGEMENT PROPOSAL

CORPORATE PROPOSER INFORMATION

NAME OF CORPORATE PROPOSER	Boston Garden Development Corporation
OFFICE ADDRESS	100 Legends Way, Boston, MA 02114
TELEPHONE NUMBER	(617) 624-1050
CLOSEST SUPPORT OFFICE	same as above, less than .5 miles from City Hall Plaza
PROPOSER CONTACT INFORMATION	Amy Latimer, (617) 624-1104, presidentsoffice@tdgarden.com
CONTACT PERSON FOR DAY-TO-DAY OPERATIONS	On-Site Event Manager TBD
NUMBER OF YEARS OPERATING UNDER THIS NAME	17 Years
YEAR COMPANY WAS FOUNDED	1999
NATURE OF COMPANY'S BUSINESS	Real Estate Development
NUMBER OF YEARS IN PRESENT BUSINESS	17 years
TYPE OF BUSINESS ORGANIZATION	Corporation

FEDERAL TAX ID

16-1558397

SUPPORTING REQUIRED CORPORATE DOCUMENTATION

Please see addendum attached to this RFP proposal for required documentation related to certifications of compliance with various laws of the Commonwealth of Massachusetts and the City of Boston, including:

PROPOSAL FORM

QUALIFICATION STATEMENT

CERTIFICATE OF TAX, EMPLOYMENT SECURITY AND CHILD CARE COMPLIANCE

CERTIFICATE OF GOOD STANDING

CERTIFICATE OF NON-COLLUSION

CORPORATE REFERENCES

If selected, in addition to the city's standard contract forms, we are aware that we will need to obtain and maintain, at our sole cost and expense, the following types of insurance covering the City/BRA, including:

PUBLIC LIABILITY INSURANCE (\$2M SINGLE, \$4M AGGREGATE)
HOST LIQUOR LIABILITY COVERAGE (\$1M PER OCCURANCE)
WORKERS COMPENSATION INSURANCE

Delaware North



Delaware North manages and provides food and beverage concessions, premium dining, entertainment, lodging, and retail at many large venues and special places. These include high-profile venues ranging from sports stadiums, entertainment complexes, national parks, airports, and some of the top regional casinos in the country.

DELAWARENORTH.COM

Boston Garden Development Corporation is a wholly-owned subsidiary of Delaware North Companies, one of the largest and most admired privately held hospitality companies in the world. Founded and owned for more than 100 years by the Jacobs family, it is a global leader in hospitality and food service.

Its portfolio of companies includes Parks & Resorts, Gaming & Entertainment, Travel Hospitality Services, Sportservice, International, the Patina Group, and Delaware North Companies—Boston, owner of TD Garden.

\$3 BILLION

ANNUAL REVENUES

60,000

ASSOCIATES

500,000,000

ANNUAL CUSTOMERS



LOCAL EXECUTIVE LEADERSHIP TEAM



RETHINK CITY HALL PLAZA!

CHARLIE **JACOBS DELAWARE** NORTH BOSTON HOLDINGS



AMY LATIMER TD GARDEN **PRESIDENT**



GLEN THORNBOROUGH SALES



JAMES BEDNAREK FINANCE



LOMBARDI **OPERATIONS & EVENT BOOKINGS**

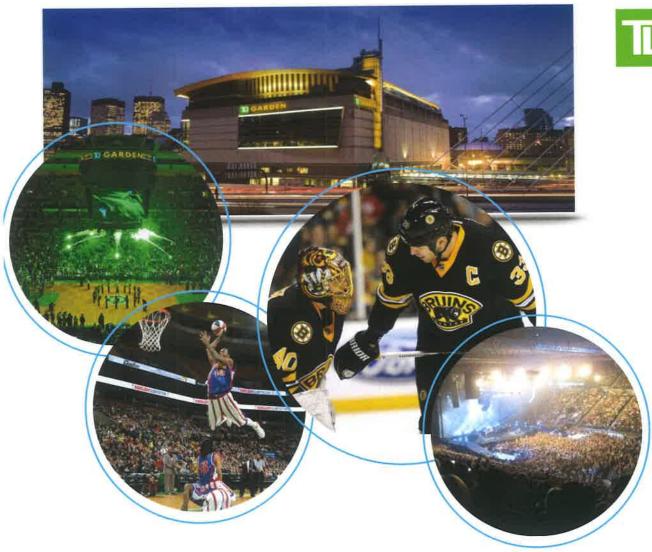


JEN COMPTON MARKETING & PR

Delaware North's Boston subsidiaries, including TD Garden, Boston Bruins, Sportservice and Boston Garden Development Corp, employ more than 250 full-time associates locally with vast expertise in event booking, marketing/PR, operations, technology, ticket sales, corporate partnerships, event security, digital/social, food service and premium hospitality, among other areas. We look forward to incorporating many of these talented executives into the effective management, programming and operation of City Hall Plaza.

COMPANY EXPERTISE

RETHINK CITY HALL PLAZA!





IMPLEMENTATION

As long-time operators of one of the country's most active and treasured venues, Delaware North Companies has vast experience not only in ice management, event booking/marketing, and corporate partnership sales, but more importantly, in the art and science of creating memorable guest experiences.

It is our intention to bring our full breadth of services and resources to the effort to revitalize City Hall Plaza for the benefit of residents and visitors with a plan for increased events, attractions and community activities.

SHARED COMMITMENT TO COMMUNITY AND MOVING BOSTON FORWARD



The entire network of Delaware North Companies companies, resources and associates in Boston share Mayor Walsh's vision for making a positive difference in the lives of our city's residents, workers and visitors. We are especially committed to the disadvantaged in our community, and strive to take a pro-active approach to being the change we wish to see in our city.

> We believe we can make a difference in partnering with the City of Boston in a revitalization of the Plaza that brings all of our neighborhoods together in shared events, activities and attractions that appeal to all Bostonians and visitors, as well as provide unique experiences for those who otherwise might not have an opportunity to participate.

DEEP COMMUNITY ROOTS

Under the ownership of Delaware North Chairman Jeremy Jacobs since 1975, the NHL's Original Six Bruins have consistently been a valued community asset and resource, delivering New Englanders many reasons to cheer, including winning the Stanley Cup championship in 2011.



200+
LOCAL CHARITIES
SUPPORTED ANNUALLY







2,660
LOCAL TEACHERS IN I.C.E. SCHOOL







\$23M

DONATED BY THE BOSTON BRUINS FOUNDATION SINCE 2006

CORPORATE HOSPITALITY EXPERTISE

RETHINK CITY HALL PLAZA!





Delaware North's Patina Restaurant Group is a leader in premium hospitality on both the east and west coasts. Its portfolio includes the renowned, Michelinstarred Restaurants at NYC's Lincoln Center and in LA's Walt Disney Concert Hall, as well as Anaheim's Downtown Disney District, Hollywood Bowl, Orlando's Epcot World Showcase and catering and food service in museums and cultural centers throughout the country.

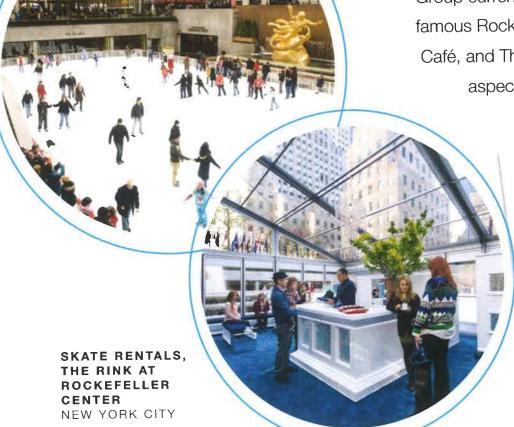
IMPLEMENTATION

With a loyal and long-standing clientele, annual events include the Emmy Awards, Philharmonic galas, Charitable Benefit dinners, as well as numerous entertainment, fashion and food events.

PREMIER RINK EXPERTISE



Of particular note, Delaware North's Patina Group currently manages New York City's worldfamous Rockefeller Center Ice Rink, Rock Center Café, and The Sea Grill, among other hospitality aspects of the legendary attraction.





PLAZA VISION

CITY HALL PLAZA
MANAGEMENT PROPOSAL

KEY STAKEHOLDERS AND USES FOR CITY HALL PLAZA





VISION

OUR VISION & PLAN

RETHINK CITY HALL PLAZA!

- Inviting community gathering spots for various constituent uses
- * New, exciting concepts for Winter, Spring, Summer and Fall that complement existing programming
- Bold ideas for making City Hall Plaza one of New England's top tourist stops
- A compelling, feasible plan that minimizes commercial intrusion and maximizes civic use
- Ensuring that all areas of the Plaza are outfitted for accessibility and safety requirements

OUR TEAM & EXPERIENCE

- A diverse and passionate management team with the unique skill sets for success
- Fiscally strong company with myriad resources and assets
- Experience in producing world-class sports/entertainment events and best-in-class installations
- * Experience in executing successful past events on City Hall Plaza
- * Experience to help the City learn what programming will be viable over the mid- and long-term



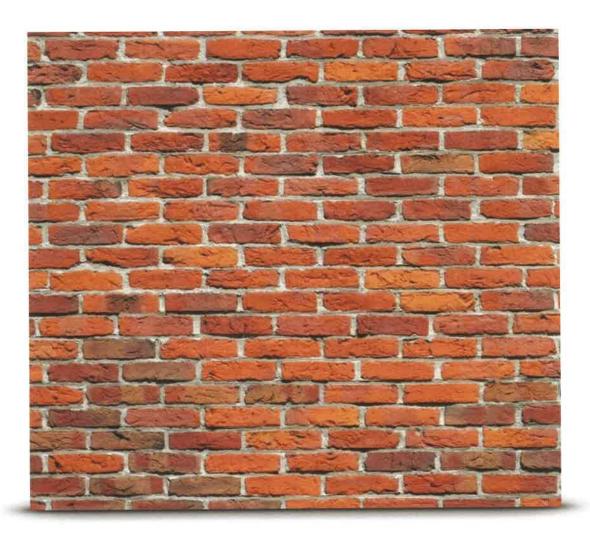








CURRENT AESTHETICS



The current physical landscape of City Hall Plaza consists mostly of red brick and concrete. These elements convey strength and durability, but are also rigid, lifeless and impersonal. This has left the Plaza without much of an emotional connection to the city's residents, workers and visitors.

In order to become a more 'liveable, active space,' additional elements need to be injected into the framework of City Hall Plaza to provide more welcoming, warmer, vibrant, yearround experiences for those you visit, live, work, and play in Boston.

PROPOSED ENHANCED AESTHETICS

WATER/ICE ELEMENT

Water elements convey fluidity, movement and flexibility, with the potential to move from one form to another quickly. Its qualities are associated with calmness and reflection.



WOOD ELEMENT

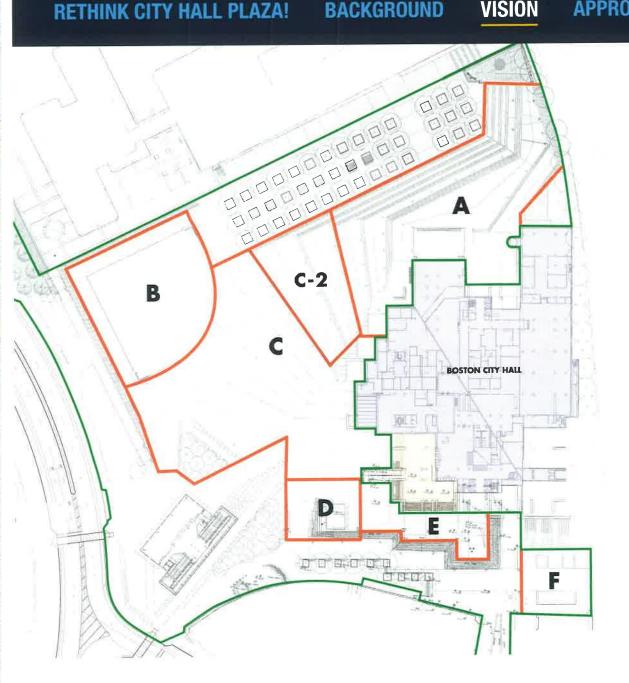
Wood elements bring warmth and roots into an environment, with attributes of strength and flexibility. Its qualities are associated with leadership, history, idealism and generosity.

METAL ELEMENT

Metal elements help anchor locations, with a sense of strength and security. Its qualities are associated with rigidity, persistence, and determination, as well as innovation and production.

EARTH ELEMENT

Earth elements have a centering effect, and its energy is stabilizing, nurturing, seeking to draw all things together to bring harmony, rootedness and stability.



ACTIVATION ZONES

Our proposed vision for City Hall Plaza takes a holistic view of the entire site, incorporating strategic planning, programming, attention and activation of all zones to maintain balance while appealing to various key constituents.

ZONE A: MUSIC/ÄHTS

ZONE B: GATHERING/PLAY*

ZONE C: EVENTS/ACTIVATION

ZONE C-2: HOSPITALITY/CHEER

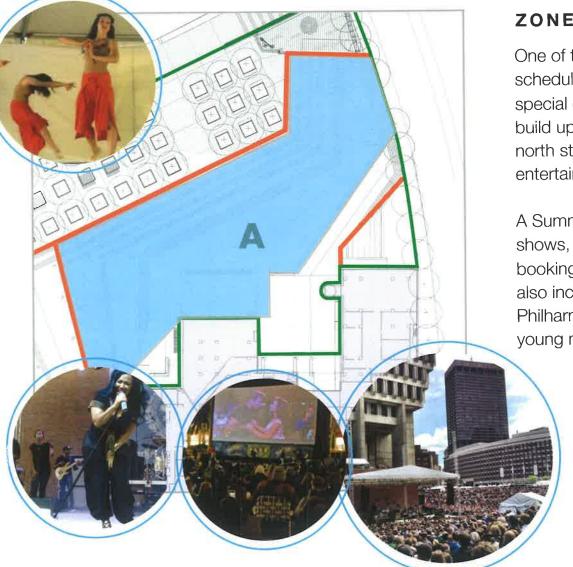
ZONE D: COMMUNITY/CULTURE

ZONE E: WELCOME/CONVENIENCE

ZONE F: REST/RELAXATION

^{*} We are very cognizant of the current weight restrictions for Zone B that can be addressed in the planning, permitting and implementation of any potential event uses for that space.

VISION

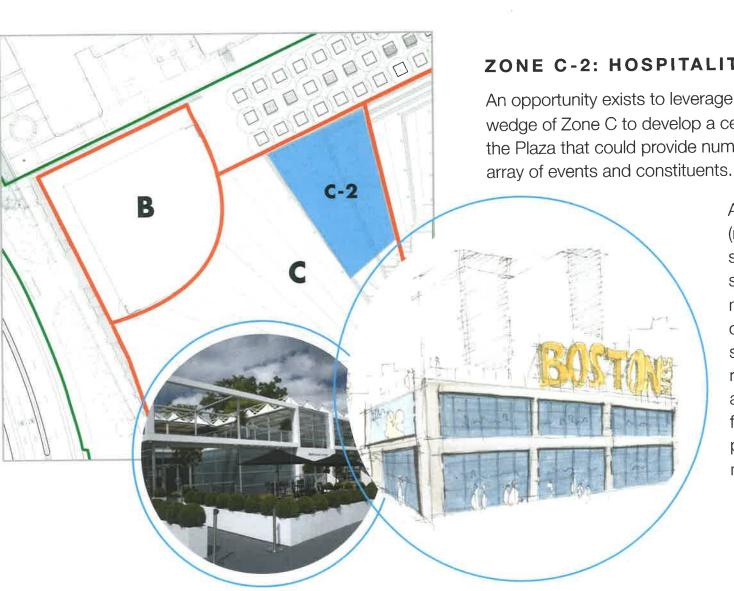


ZONE A: MUSIC/ÄHTS

One of the current strengths of the Plaza is its existing schedule of programming, especially the concerts and special events that utilize Zone A. Our plan intends to build upon those existing event assets and develop the north stage and seating areas into an even more robust entertainment platform.

A Summer Concert Series, featuring the existing slate of shows, could be complemented by our experienced booking and marketing teams. Music programming could also include respected organizations such as the Boston Philharmonic, as well as showcase emerging artists and young musicians.

> We believe Zone A should also be a thriving platform for other art forms, such as film and dance, with enhanced programming and opportunities for local community groups. Programming to be planned in close collaboration with the city's Office of Arts & Culture and the Office of Tourism, Sports & Entertainment, with significant input from local arts organizations.



ZONE C-2: HOSPITALITY/CHEER

An opportunity exists to leverage a currently underutilized wedge of Zone C to develop a central gathering place on the Plaza that could provide numerous benefits to a wide

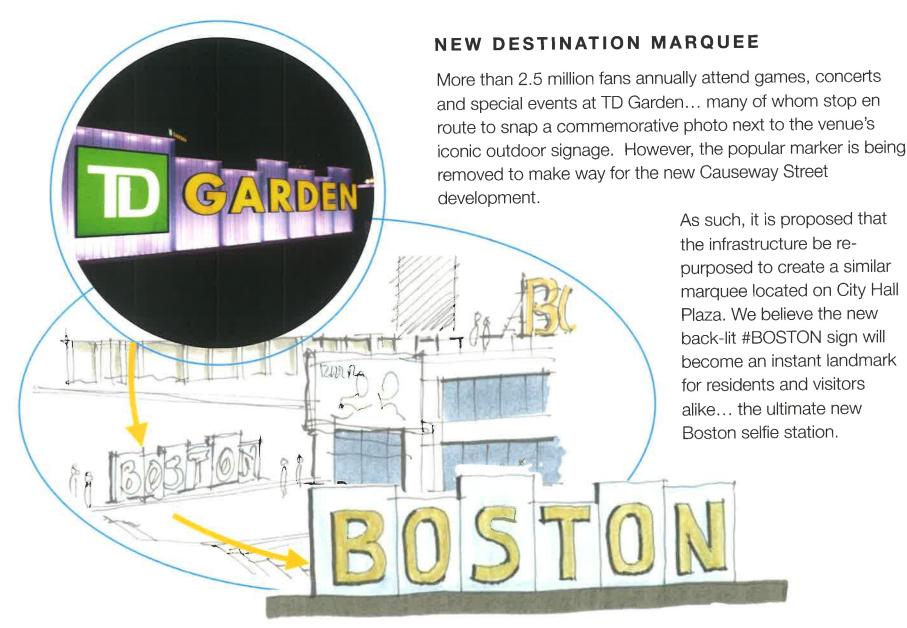
> A proposed temporary (multi-year installation) structure, including a signature Boston, Mass. marquee, with local curated offerings could serve as a central yearround gathering spot, accommodating private functions, special events, press conferences and much more.

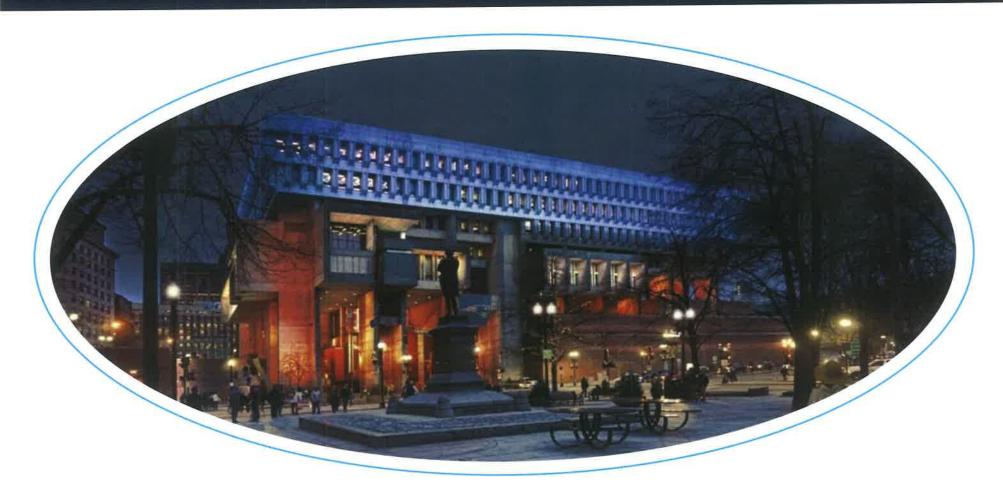


RETHINK CITY HALL PLAZA!



VISION





CITY HALL LIGHTING INTEGRATION

Additionally, our plans intend to integrate seamlessly with the City's new lighting project to enhance the aesthetics of the City Hall building itself. We envision lit Plaza elements, such as the Boston marquee sign and potential Observation Wheel, to be visually coordinated and complement City Hall's lighting dynamic.



ZONE B/C: WINTER ACTIVATION

While the City Hall Plaza is incredibly busy with events during the summer months, the winter season is typically very slow from an event standpoint. Instead of embracing its central spot in the hub of the city's activity, it is as if the Plaza goes dormant for the winter.

Our proposal seeks to change that dynamic by turning the Plaza into a far more vibrant and active urban oasis for fun winter outdoor activities. Instead of the installation of a traditional ice rink however, which among other issues would require heavier weight loads, an opportunity exists to provide Bostonians and visitors with a truly unique skating experience.

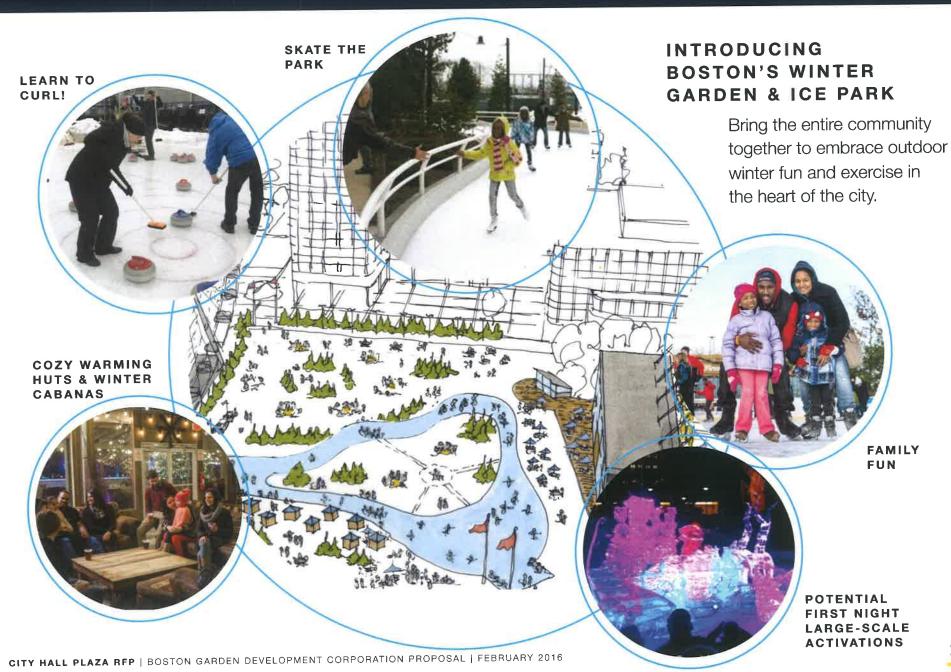
WINTER ICE PARK INSPIRATION

Non-traditional loop or trail ice configurations are a new urban concept that would serve as a valuable differentiator for the space, creating a one-of-a-kind destination in the city, distinctly different from the Frog Pond and other skating rinks throughout the region.





TORONTO COLONEL SAM SMITH PARK



CITY HALL PLAZA RFP | BOSTON GARDEN DEVELOPMENT CORPORATION PROPOSAL | FEBRUARY 2016





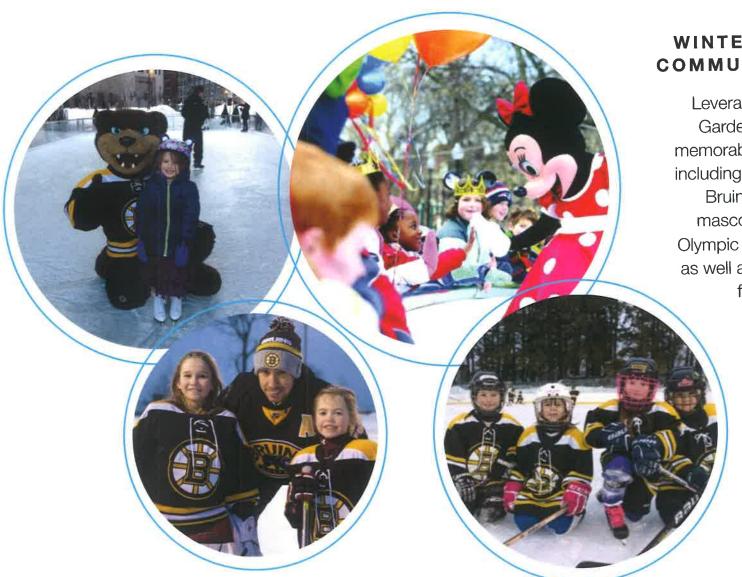
RETHINK CITY HALL PLAZA!

PROPOSED HOURS OF WINTER OPERATION

SEVEN DAYS PER WEEK

MULTIPLE SESSIONS PER DAY

10:00 a.m. — 11:00 p.m.



WINTER PROGRAMS & COMMUNITY ACTIVATION

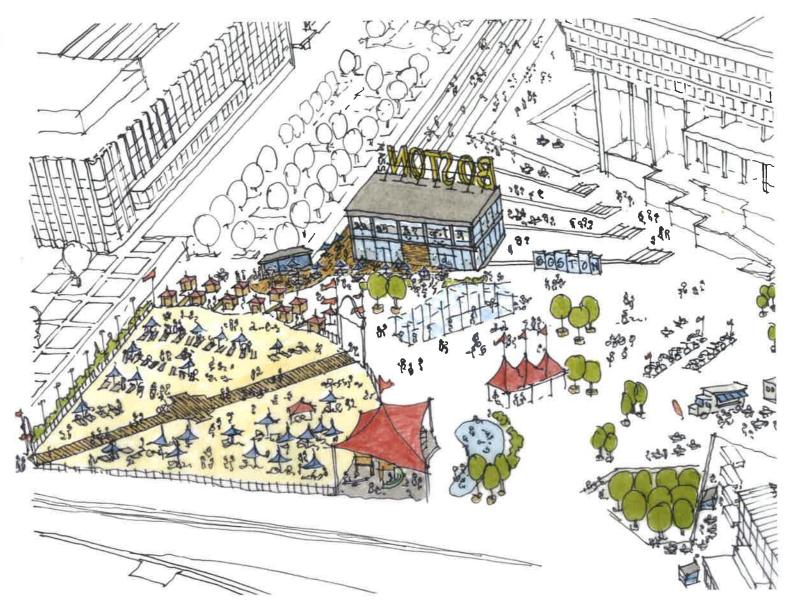
Leverage the full breadth of TD
Garden's resources to deliver
memorable experiences for visitors,
including appearances from Boston
Bruins players, sports team
mascots, Disney On Ice stars,
Olympic skaters, Beanpot athletes,
as well as learn to skate programs
for inner-city youth.

Charity skate nights hosted by the Bruins Alumni Foundation and presented by corporate partners could serve to raise additional funds for city youth programming or local charitable organizations.

SUMMER GARDEN

During the busier summer and fall event months, our plan would be to complement and enhance the Plaza's existing programming with flexible activation assets stored on site.

Once the initial calendar of events has been finalized, a plan can be developed for various new concepts, such as an urban beach complete with boardwalks or cultural festivals that bring Boston's neighborhoods into the heart of the city.





RETHINK CITY HALL PLAZA!



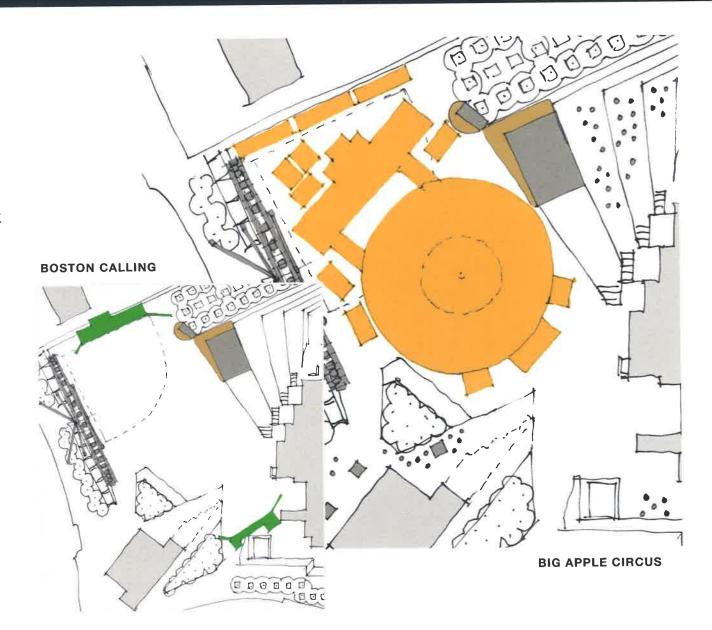
VISION

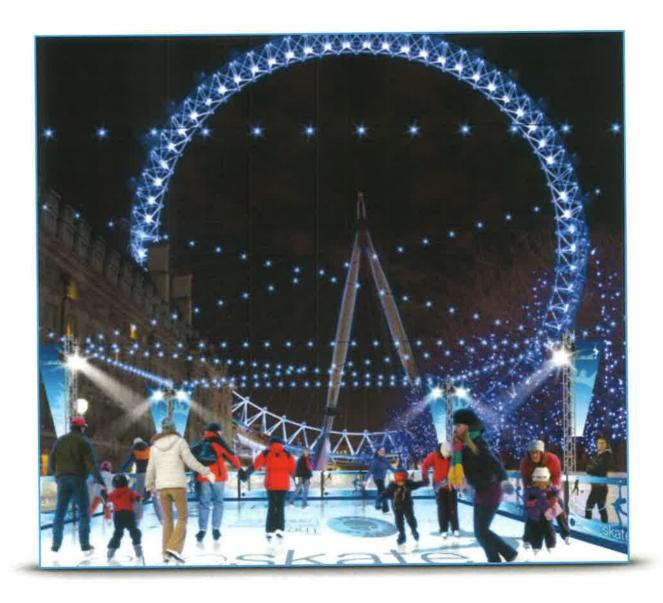
EXISTING EVENTS

Current large-scale and longstanding events such as the Big Apple Circus and Boston Calling concerts would still fit perfectly within the framework of the space, as well as be enhanced by other hospitality and guest experiences.

PARTICIPATORY ACTIVITIES

Programming will also be supplemented with movie nights, musical events, and ongoing sports activities and backyard-style games such as bocce, cornhole, soccer, etc.





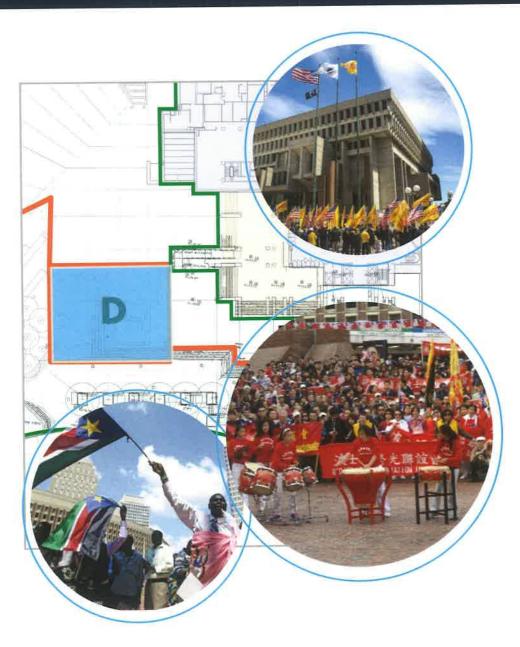
RETHINK CITY HALL PLAZA!

ICONIC ATTRACTION: OBSERVATION WHEEL

IMPLEMENTATION

Thinking big for Boston. An observation wheel as a part of this proposal might seem like an unexpected option, but it might just be the concept that will jumpstart the vitality needed for City Hall Plaza. We encourage the committee to evaluate success stories from like-market cities and consider the opportunity to secure this marquee attraction asset through private financing.



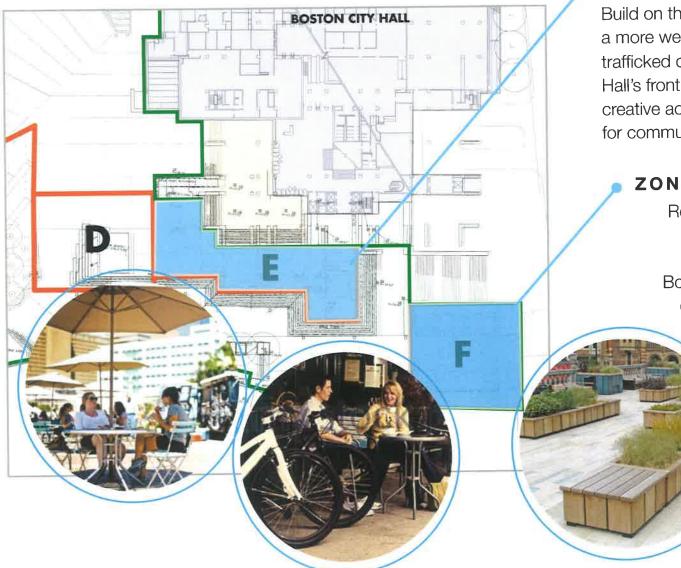


RETHINK CITY HALL PLAZA!

ZONE D: COMMUNITY/CULTURE

Boston's incredible cultural diversity is on public display on a weekly basis on the steps on City Hall. Our vision for the Plaza desires to not only preserve that unique aspect of our civic life, but aims to enhance those public expressions of culture and neighborhood pride. With new signage and aesthetic improvements to the zone that includes our official city flag pole, we want to foster and celebrate the diversity that makes Boston one of the most dynamic cities in the country.

WEST ROXBURY DORCHESTER HYDE PARK BACK BAY WEST END SOUTHIE FIELDS CORNER ALLSTON SEAPORT BEACON HILL CHINATOWN EASTIE ROSLINDALE BRIGHTON UPHAMS CORNER JAMAICA PLAIN ROXBURY FENWAY FOUR CORNERS LEATHER DISTRICT NORTH END MATTAPAN DUDLEY SQUARE EGLESTON SQUARE SAVIN HILL



ZONE E: WELCOME

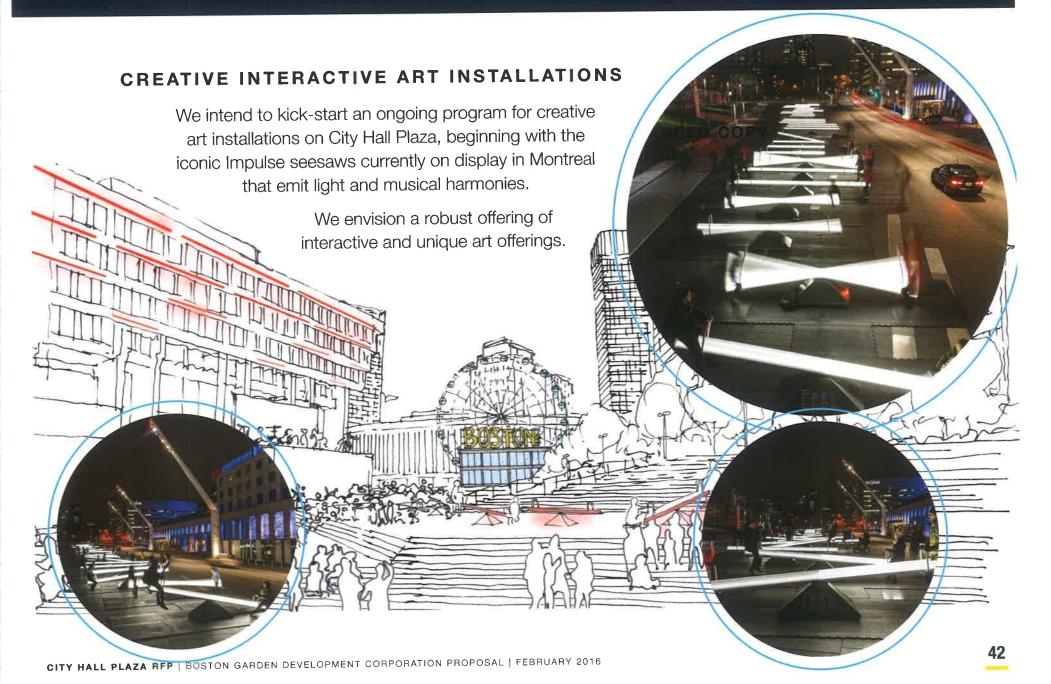
Build on the city's preliminary efforts to create a more welcoming urban space in the highly trafficked corridor that brings visitors to City Hall's front door. An opportunity to add creative activation elements of convenience for commuters, workers and visitors.

ZONE F: RELAX

Re-envision the corner framework of the plaza layout with views overlooking Faneuil Hall and Boston's waterfront. Development of a dynamic environment with a focus on creating an inviting workday/lunchtime space.

IMPLEMENTATION





RETHINK CITY HALL PLAZA!

APPROACH & INNOVATION

CITY HALL PLAZA
MANAGEMENT PROPOSAL

COLLABORATIVE PUBLIC-PRIVATE TEAM

RETHINK CITY HALL PLAZA!

Most critically, our approach is **rooted in teamwork**. We believe that in order to achieve the city's objectives, operational sub-committees would be valuable, centered around key focus areas such as Event Programming, Music & Arts Integration, Infrastructure, Finances, Guest Experience and Marketing/PR/Digital, among others. These entities would be in regular communication with reporting on plans, successes and areas of opportunity or improvement.

Of particular note is our **emphasis on technology and data-driven insights**. From social reporting/listening to sophisticated technology programs to support our operation, we intend to leverage all of the platforms at our disposal for the benefit of City Hall Plaza, including detailed insights, reporting and learnings. The Mayor and the City's Chief of Operations would subsequently receive **detailed quarterly reports** highlighting each of the key areas for operational success. In addition to the Mayor's Office and Chief of Operations, we envision working closely with many of the following entities:

PROPERTY MANAGEMENT DEPARTMENT
OFFICE OF TOURISM, SPORTS & ENTERTAINMENT
OFFICE OF ARTS & CULTURE
BOSTON REDEVELOPMENT AUTHORITY
MAYOR'S PRESS OFFICE
PROJECT SERVICE VENDORS
LOCAL COMMUNITY & CULTURAL ORGANIZATIONS
AREA BUSINESS WORKERS
...AMONG OTHERS.

IMPLEMENTATION

SUSTAINABILITY LEADERSHIP

RETHINK CITY HALL PLAZA!

As a company that strives to be a leader in sustainability, Delaware North Companies is a strong proponent of environmental responsibility as part of all its management operations. As the steward of many "special places" around the globe, we recognize the need for a systematic approach to protecting the environment. Subsequently our environmental management system GreenPath® was born.

This award-winning system promotes environmentally friendly practices within all the facilities that we operate. GreenPath® supports our partners' goals through environmentally sound business decisions, dedication to sustainable practices, training and educational programs. It also requires Delaware North to continually identify our operations' potential environmental impacts, and to take pro-active measures to reduce or eliminate them.

We envision bringing this same holistic approach and focus to our efforts on City Hall Plaza in partnership with Property Management and associated entities.



IMPLEMENTATION



GUEST EXPERIENCE

RETHINK CITY HALL PLAZA!

At Delaware North, we have created one of the most sought-after guest service management programs in the country. GuestPath is a comprehensive and continual process-improvement platform that touches every aspect of our operation. Everything we do is focused on providing a memorable experience for all of our guests.

GuestPath embodies the Delaware North commitment to and passion for providing the utmost hospitality. Each and every one of our associates embraces the mandate for quality customer service. Our guest service promise of "creating special experiences one guest at a time" is more than a slogan; it is a part of our DNA.

To ensure the company's operations across all of our business lines perform to the highest standards, Delaware North created GuestPath, our proprietary guest service process. It's an approach that allows us to serve more than half a billion guests each year with a smile, and one that we look forward to implementing in our City Hall Plaza operations.





LEVERAGING TECHNOLOGY FOR STREAMLINED EVENT BOOKINGS



BACKGROUND

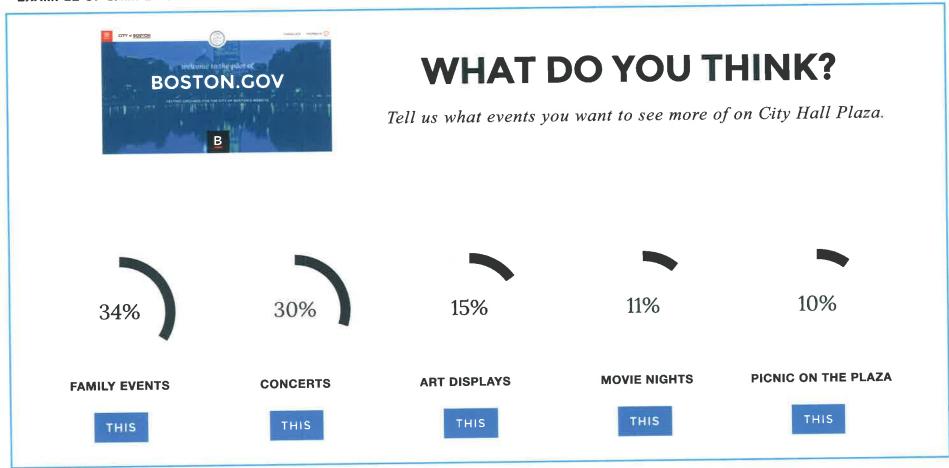
Leverage TD Garden's state-ofthe-art venue management software for booking events that is 100% web-based, mobile-friendly, and always auto-updated.

Manage calendars and holds, share avails, easily view events color-coded by status, type or location. Book and manage multiple spaces, venues, and sites all from one master calendar.

COMMUNITY ENGAGEMENT

We believe in fostering an openness with Boston residents and encouraging community feedback and engagement to solicit and fine-tune event ideas. Survey feedback can be collected via the web and also core social media channels.

EXAMPLE OF SAMPLE SURVEY SIMILAR TO THOSE ON BOSTON'S NEW PILOT WEBSITE

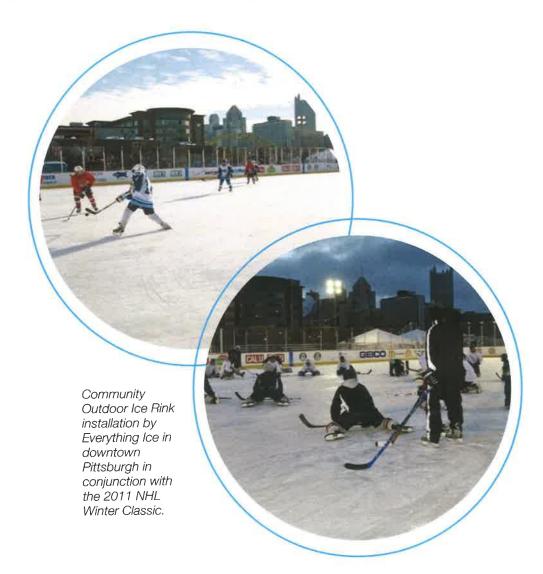


VIABLE IMPLEMENTATION

CITY HALL PLAZA
MANAGEMENT PROPOSAL

PLAZA SUPPORT TEAM: ICE MANAGEMENT

RETHINK CITY HALL PLAZA!





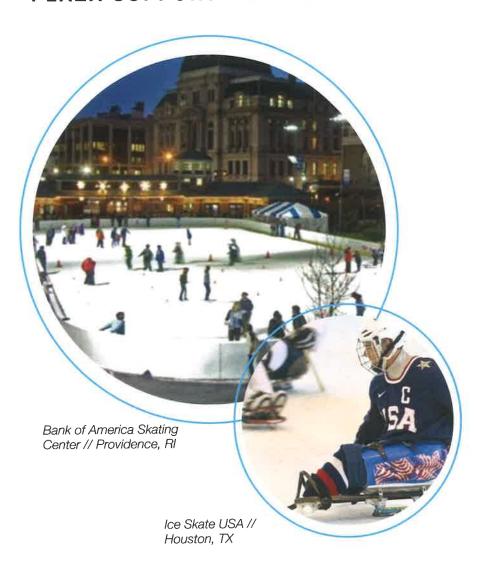
IMPLEMENTATION

Serving as vendor partner for the production and installation of the Winter Garden ice park, Everything Ice is a national leader with more than 30 years Experience and over 900 rink installations across the country.

In recent years, everything ice has pioneered several unique outdoor portable rink products that combine innovative designs with practical solutions, which include:

- Energy efficient ice rink chillers & Ice
 Resurfacers
- Instant Ice portable rink piping systems
- Recreational style dasherboards

PLAZA SUPPORT TEAM: ICE MANAGEMENT





the most trusted name in Ice rinks

Rink Management Services (RMS) is the largest operator of ice skating facilities in the U.S., including 23 national outdoor seasonal rink properties. In addition to local rinks for Boston Properties and New Balance, RMS has managed rinks in downtown Washington D.C., Providence, Chicago, and Philadelphia's City Hall rink.

Headquartered in Virginia with 4 regional offices, the company has 1,600+ employees, 24 Certified Ice Technicians, 4 Certified Public Accountants and was the 2008 Winner of the Alfred P. Sloan Award for business excellence. RMS currently controls more than \$137 million in assets under management and boasts the industry's highest renewal rate.

PLAZA SUPPORT TEAM: OBSERVATION WHEEL





Icon Attractions LLC (ICON) was founded in 2012 to develop and manage giant wheel attractions and retail entertainment experiences to select domestic and international markets.

ICON currently operates The Capital Wheel & Carousel at National Harbor, a 350-acre, mixed use development that includes five hotels, including the Gaylord National Resort and Convention Center, thousands of residential units, tree-lined promenades with scores of shops and offices, two marinas and dining along a mile and a quarter of the Potomac River.

PLAZA SUPPORT TEAM: OBSERVATION WHEEL





For over 50 years, Chance Rides has been at the heart of manufacturing excellence in the amusement industry. Now in its third generation of family ownership, the industry leader is committed to continuing that high standard for decades to come. From design and engineering to fabrication and assembly, Chance Wheels set the standard for unique urban centerpieces and attractions that draw guests from miles away.

PLAZA SUPPORT TEAM: EVENT MANAGEMENT

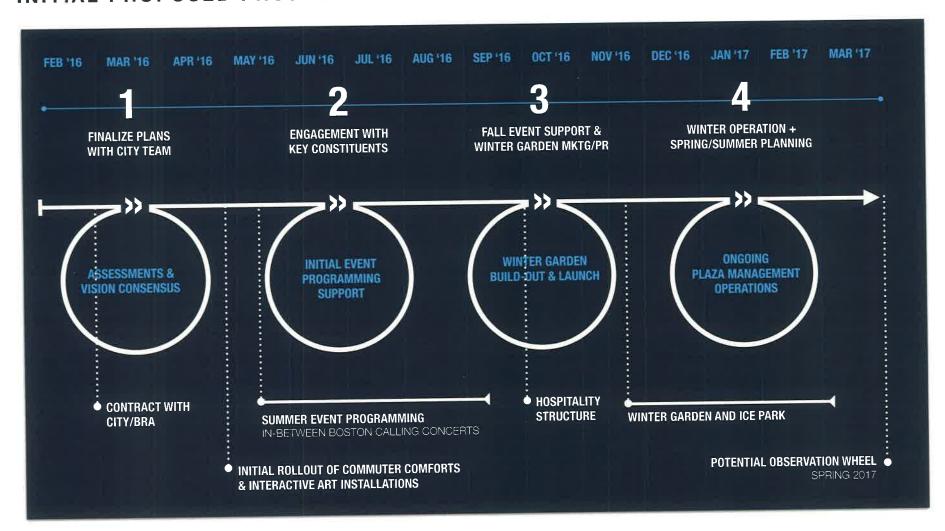
RETHINK CITY HALL PLAZA!

Boston-based Activate Sports & Entertainment has a long history of producing successful events on City Hall Plaza over the past decade, including high-profile events with Red Bull and activation of the TD Bank Mayor's Cup pro cycling races and festival, and Boston Bikes' annual Hub On Wheels Citywide Ride.

> Activate brings an extensive working knowledge of the Plaza site and its unique challenges, restrictions, and marketing opportunities, as well as a deep understanding of the necessary permitting and various local city departments that will be instrumental in ensuring future successful events and community programming.



INITIAL PROPOSED PROJECT TIMELINE



BFS Business Printing

From:

Sent:

BFS Business Printing Friday, February 12, 2016 11:39 AM BFS Business Printing

To:

Subject:

Tab

ADDENDUM TAB

RFP for enhancing City Hall Plaza

Proposal Form

SUBMITTED TO:

Submitted by:

Firm Name:

Bid Counter

Property and Construction Management Department

Amy Latimer

Boston Garden Development Corporation

City Hall, Room 811 Boston, MA 02201

OR Submitted online under EV00002821

PLEASE TYPE	OR PRINT T	HE FOLLOWING	INFORMATION:
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Address:	100 Legends Way, Boston, MA 02114
Telephone:	(617) 624-1104
Fax:	(617) 624-1104
Email:	presidentsoffice@tdgarden.com
Under the conditions set forth by the Department (the Awarding Authorit Comprehensive Property Management)	e City of Boston's Property and Construction Management ty), the accompanying proposal is submitted for ent Services.
Awarding Authority will regard all	iewed, the Respondent must answer all questions. The responses to questions and all submissions as accurate ifications and any discrepancy between these statements and esult in the proposal being rejected.
Signed:	Alat
Print Name and Title:	Amy Latimer, President
Dated: February 5,	2016

Qualification Statement

SUBMITTED TO:

Bid Counter

Property and Construction Management Department

City Hall, Room 811 Boston, MA 02201

OR Submitted online under EV00002535

PLEASE TYPE OR PRINT THE FOLLOWING INFORMATION:

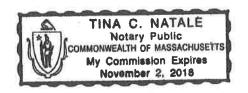
All questions must be answered by the Respondent for this proposal to be properly reviewed. The Property and Construction Management Department (the Awarding Authority) will regard this statement as an accurate portrayal of the Respondent's qualifications and any discrepancy between this statement and any subsequent investigation may result in the proposal being rejected.

A. Respondent

Boston Garden Development Corporation	n
Firm Name:	
100 Legends Way, Boston, MA 02114	
Address:	
	-
(617) 624-1104	(617) 624-1336
(617) 624-1104 Telephone:	Fax:
presidentsoffice@tdgarden.com	
Email:	
Massachusetts October 6, 1998	
State and date of Incorporation	
17 years+	
Number of years in Business	
16-1558397	
Federal ID, or Social Security No.	

B. Officers

Charles Jacobs, CEO Amy Latimer, President
President or Chief Executive Officer's Name:
<u>Christopher Maher</u> Vice-President's Name:
Treasurer 5 Ivanie.
C. Authorization
Dated at: Boston, MA
this 5th day of February , 2016.
Title: President
D. Attestation
Amy datimer sworn, deposes and says that he/she is the
Amy Latimer sworn, deposes and says that he/she is the President of Boston Garden Development Corporation
and that all answers to the foregoing questions and all statements contained herein are true and correct.
Subscribed and sworn before me this
My commission expires: November 2, 2018



RFI	P for enhancing City Hall Plaza	The state of the s
A.	Minimum Quality Requireme	ents: To be completed and submitted by Respondent
suc ON	h with its Technical Proposal . T	YES" or "NO" for each and every item below and submit he Awarding Authority will accept for further evaluation ondent has checked <u>YES</u> and are verifiable for each and
Naı	ne of Respondent (print or type):	
_ <u>B</u>	oston Garden Development Co	orporation
1.	Please note that any Respondent the Boston Redevelopment Author 268A of the General Laws of Ma	e with all applicable statutes governing conflicts of interest. who has previously rendered services under a contract with ority (BRA) or the City, will not be precluded by Chapter ssachusetts from participating by contract or otherwise in ard to the properties listed in this RFP.
	(X) YES	()NO
2.	The Respondent will have an of within a reasonable commuting	fice, staffed by the primary on-site project personnel, distance from the Site.
	(X) YES	()NO
3.	The Respondent is in good final compliance with all City code re	ncial standing with the City and the BRA, and in equirements.
	(X) YES	()NO
4.	The Respondent's proposal continuity this RFP.	forms in all respects to the City's Specifications as stated in
	(X) YES	()NO
5.	The Respondent signed (where section 7.	required) and returned all required forms as detailed in
	(X) YES	() NO

The Respondent completed and submitted a **Price Proposal** in a SEPARATE, SEALED and CLEARLY MARKED ENVELOPE?

(X) YES

()NO

RFP for enhancing City Hall Plaza

7. The Respondent agrees to accept each and every provision of the "City of Boston Standard Contract General Conditions" (Form CM 11) contained herein.

 $(\mbox{y YES}$ () NO

8. The Respondent is able to start providing the requested services as detailed in the RFP immediately upon execution of a contract with the City.

 $(\overset{\mathsf{X}}{})$ YES () NO

9. The Respondent has the capacity to provide the financial operations necessary to operate the property stated herein and to report on the operations as required by this RFP.

(X) YES () NO

B. COMPARATIVE EVALUATION CRITERIA

All proposals determined to have met the minimum quality requirements will then be reviewed based on a series of evaluation criteria.

The following are the technical criteria that the Awarding Authority's evaluators will use in rating responses to this RFP. For each evaluation criterion, the evaluators shall individually assign a rating of one of the following: "Highly Advantageous"; "Advantageous"; or "Not Advantageous." The selection committee will assign an overall rating to each Proposal based on its collective assessment of the proposal.

In assigning an overall rating to proposals the selection committee shall have discretion to weigh different criteria in any manner which it deems most advantageous for the City. Evaluation criteria do not carry any set value, and this RFP does not imply any correlation between the number of comparative requirements relating to a particular area and the importance of that area to the selection committee.

1. Your Vision for the Plaza - Please also refer to Section 5.0 under E: Your Vision/Plan

Highly Advantageous: The partner would do an exceptional job of furthering our goal of making Boston's City Hall Plaza an inviting and attractive destination that is well-used by residents and visitors. The vision beautifully complements currently planned events, existing amenities in the area, and the role of the Plaza as a spontaneous place for public gathering. Proposals would include plans for year-round programming. In addition, the vision is an appropriate complement to the activities of City Hall. Activities would not physically impact longer term capital investments or cause more than minimal disruption during implementation. Envisioned efforts would help the City learn what could work best for the Plaza over the long term.

Advantageous: The partner would make strides towards furthering our goal of making Boston's City Hall Plaza an inviting and attractive destination that is well-used by residents and visitors. The vision mainly complements currently planned events, existing amenities in the area, and the role of the Plaza as a spontaneous place for public gathering.

BFS Business Printing

From:

BFS Business Printing [south@bfsprinters.com] Friday, February 12, 2016 11:40 AM BFS Business Printing Tab

Sent:

To:

Subject:

T & C TAB



Event Details

City of Boston Procurement Page Format Type Event ID BOSTN-EV00002821 Sel1 RFX **Event Round** Version **Event Name** Enhancing City Hall Plaza Finish Time Start Time 01/04/2016 10:00:00 EST 02/08/2016 16:00:00 EST

Event Currency:

US Dollar

Bids allowed in other currency: No

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston

Purchasing Department

One City Hall Room 808 Boston MA 02201 United States

Contact:

Cunningham, Susanne

Phone:

617 6353609

Email:

susanne.cunningham@boston.gov

Event Description

Individuals and/or companies interested in operating, designing or curating City Hall Plaza between February 1, 2016 and December 31, 2018.

General Comments

 Please see the attached document titled "Enhancing City Hall Plaza, Event 00002821, Question and Responses". This document was added on 1/27/16

General Questions

1. Please review the below instructions for responding to this bid.

IF RESPONDING ONLINE THROUGH THE SUPPLIER PORTAL:

Please answer the questions asked in this bid event, including any file attachment uploads. Certain questions will require an answer in order to submit your response, while other questions are optional when they pertain to your company. Some questions require a specific answer which will be identified to you. You will be warned of disqualification if you answer with an unacceptable answer prior to submission.

Provide a price quote for all requested line items. In some cases, you may indicate that you are declining to bid on a certain line item by clicking the 'No Bid' checkbox.

After answering the questions and listing your price quotes, you may click the "Validate Entries" button to perform a check to determine if you've responded to all required elements of the bid response. When all required fields are complete and you are ready to submit your bid response to The City of Boston click the "Submit Bid" button. When you click "Submit Bid" it may take a moment for the system to process your bid response. Once it is successfully processed, you will receive a Bid Confirmation message confirming that your bid was submitted. You will also receive an e-mail confirming your bid submission. If you do not receive a Bid Confirmation screen and email, please review your bid and be sure you press the Submit Bid button. If you go back to make any edits to your bid, note that the "Save For Later" button will remove your bid from Submitted status so be sure to press the "Submit Bid" button after the edits are complete. Your bid will not be considered until it is officially submitted.

IF RESPONDING THROUGH A HARD-COPY PAPER PACKAGE:

Please answer all questions asked in this bid event, including inserting any requested file attachments. Certain questions require an answer in order to be considered a valid response.

Be sure to answer every question that is labeled with the phrase "RESPONSE REQUIRED: YES". Some questions may require a specific answer which will be identified to you. Those questions will be labeled as "MANDATORY RESPONSE REQUIRED: YES". Bid submissions must include the mandatory response to be eligible for award.

Provide a price quote for all requested line items. In some cases, you may indicate that you are declining to bid on a certain line item by clicking the 'No Bid' checkbox.

2. BID SUBMISSION TERMS AND CONDITIONS

Before submitting any bids, the bidders shall fully inform themselves in regard to all conditions pertaining to the solicitation and all required terms and conditions for carrying out the contract. By filing a bid, the bidders do thereby represent that they have so informed themselves. This solicitation hereby expressly incorporates by reference any and all documents referred to therein, including without limitation the Advertisement, the Purchase Description and Specifications, the Evaluation Criteria, the City of Boston Standard Contract General Conditions, all other contractual terms and conditions applicable to the solicitation, and any addenda to the solicitation.

By submitting this response, the bidder certifies, under the pains and penalties of perjury, that it has



Event ID	Format	Type	Page
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Event Name			
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Event Currency:

US Dollar

¡EBids allowed in other currency: No

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston

Purchasing Department

One City Hall Room 808 Boston MA 02201 United States

Contact:

Cunningham, Susanne

Phone:

617 6353609

Email:

susanne.cunningham@boston.gov

submitted a response to this solicitation that is the bidder's offer to this solicitation. The City of Boston's Standard Contract General Conditions and all additional terms and conditions included in the solicitation and any addenda thereto shall be deemed accepted by the bidder and included as part of the final contract. The submitter attests that s/he is an agent of the bidder with authority to submit this bid on the bidder's behalf, and that s/he has read and assented to all of the solicitation terms.

The bidder certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

All responses and information submitted in response to this solicitation are subject to the Massachusetts Public Records Law, M.G.L., Chapter 66, Section 10, and to Chapter 4, Section 7, Subsection 26. Any statements in submitted responses that are inconsistent with these statutes shall be disregarded.

Bidders are solely responsible for obtaining all information distributed for this solicitation and it is each bidder's responsibility to check for any addenda or modifications to this solicitation. The City of Boston accepts no responsibility and will provide no accommodation to bidders who submit a response based on an out-of-date solicitation or on information received from a source other than the City of Boston. It is the bidder's responsibility to keep the bidder's contact information current.

The City of Boston assumes no responsibility if a bidder's designated email address is not current, or if technical problems, including those with the bidder's computer, network or internet service provider (ISP), cause e-mail communications between the bidder and the City of Boston to be lost or rejected by any means including email or spam filtering.

Online bidders must, if notified of contract award and if requested by the City of Boston, submit any contract documents, or any documents submitted or included as part of the solicitation, on paper with original ink signatures unless otherwise specified, within ten (10) calendar days of such a request.

Approved as to form by Corporation Counsel June 2012

Do you agree to these bid submission terms and conditions?

Options:

I Agree

I Do Not Agree

Required: Yes Mandatory Response: Yes

Select One

3. BID EVENT AND CONTRACT TERMS AND CONDITIONS

I confirm that I have read, fully understand, and agree to comply with all terms and conditions that are associated with this bid event and the eventual contract.

If responding electronically through the Supplier Portal, please click the "View Associated Terms" to access the Standard Contract General Conditions.

For vendors who submit paper-based responses, the Standard Contract General Conditions will be listed below.

Options:

I Agree

I Do Not Agree

Required: Yes Mandatory Response: Yes

Select One



 City of Boston Procurement

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Event Currency:

US Dollar

Bids allowed in other currency:

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston

Purchasing Department One City Hall

Room 808 Boston MA 02201

United States

Contact: Phone:

Cunningham, Susanne 617 6353609

Email:

susanne.cunningham@boston.gov

12. The Price Proposal must be submitted separately from the Technical Proposal according to statute. This is critically important. The evaluation team will complete its evaluation of the Technical Proposals prior to reviewing the Price Proposals. Attachments containing price information, including the PRICE PROPOSAL, should only be attached to price Line 1 and not in the Event Header attachments section. By uploading your file to price Line 1, the information will remain sealed and separated from the technical proposals until that evaluation has been performed. In the section of EV00002821 labeled "Step 2: Enter Line Bid Responses", please enter the total bid amount under Line 1 'Enhancing City Hall Plaza' but click the icon on the far right of the screen labeled "View/Add Question Comments and Attachments." There you will find the proper location to upload your PRICE PROPOSAL document.

13. Legal Form of Business Entity. The bidder/offeror/contractor responding to this Event is a/an:

Options:

Individual

Partnership

Limited Liability Partnership (LLP) Corporation

Limited Liability Company (LLC)

Joint Venture

Trust

Other

Required: Yes Mandatory Response: No

Select One



14. 1. The Respondent is in compliance with all applicable statutes governing conflicts of interest. Please note that any Respondent who has previously rendered services under a contract with the Boston Redevelopment Authority (BRA) or the City, will not be precluded by Chapter 268A of the General Laws of Massachusetts from participating by contract or otherwise in the activities of the City with regard to the properties listed in this RFP

Required: Yes Mandatory Response:Yes

Yes

15. The Respondent will have an office, staffed by the primary on-site project personnel, within a reasonable commuting distance from the Site.

Required: Yes Mandatory Response:Yes

Yes



City of Boston P	Format	Туре	Page	Bidder:	PUBLIC EVENT DETAILS	
Event Round 1 Event Name Enhancing City Hal Start Time		RFx	1.4	Submit To:	City of Boston Purchasing Department One City Hall Room 808 Boston MA 02201	
01/04/2016 10:00:0 Event Currency: Bids allowed in othe	0 EST 0	2/08/2016 16:00:0 Dollar	00 EST	Contact: Phone: Email:	United States Cunningham,Susanne 617 6353609 susanne.cunningham@bos	ston gov
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16. The Respondent City code requirement	ts.		City and the BRA,	and in complian	ce with all	Yes
Required: Yes Ma	andatory Respons	e:Yes				
17. The Respondent RFP.	s proposal confor	ms in all respects to	the City s Specific	cations as stated	d in this	Yes
Required: Yes M	andatory Respons	eYes				
18. The Respondent	signed (where rec	uired) and submitte	ed all required form	s as detailed in	Section 7.	Yes
Required: Yes M	andatory Respons	seYes				
					9	
19. The Respondent ENVELOPE? (If subn	completed and sunitting paper bid)	bmitted a Price Pro	posal in a SEPAR	ATE, SEALED a	and CLEARLY MARKED	Yes
Required: Yes M		se.Yes				190
20 The Respondent	agraca to accept	and avangers	vision of the City of	of Boston Stand	ard Contract	

General Conditions (Form CM 11) contained herein.

Required: Yes Mandatory Response:Yes



City of Boston Procurement Event ID Format Type Page BOSTN-EV00002821
Event Round Sell Version **Event Name** Enhancing City Hall Plaza Start Time Finish Time 01/04/2016 10:00:00 EST 02/08/2016 16:00:00 EST

US Dollar

Event Currency: US
Bids allowed in other currency: No

PUBLIC EVENT DETAILS Bidder:

Submit To:

City of Boston Purchasing Department One City Hall Room 808 Boston MA 02201 United States

Cunningham, Susanne Contact:

617 6353609 Phone:

Email: susanne.cunningham@boston.gov

21. The Respondent is able to start providing the requested services as detailed in the RFP immediately upon execution of a contract with the City.

Required: Yes Mandatory Response:Yes

Yes

22. The Respondent has the capacity to provide the financial operations necessary to operate the property stated herein and to report on the operations as required by this RFP.

Required: Yes Mandatory Response:Yes

tes



City of Boston	Procureme	ent	
Event ID	Format	Туре	Page
BOSTN-EV00002821	Sell	RFx	16
Event Round	Version		
1	1		
Event Name Enhancing City Ha	all Plaza		
Start Time		Finish Time	
01/04/2016 10:00	:00 EST	02/08/2016 16:00:00 E	ST

US Dollar

Event Currency: US Bids allowed in other currency: No

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston Purchasing Department One City Hall Room 808 Boston MA 02201

Contact: Phone:

Email:

United States
Cunningham,Susanne
617 6353609
susanne.cunningham@boston.gov

Line Details					
				No Bid:	
Line: 1 Item ID: Required: No Reserve Price: No	Line Qty:	1.00	UOM: Each	Bid Qty:	
Description: Enhancing City Hall Plaza		Min/Max Qty: N	o min / No max		
Question				R	esponse
1. What is your bid price for this line?		=			TBD

Required: Yes Mandatory Response: No



City of Boston P	rocureme	ent	
Event ID	Format	Type	Page
BOSTN-EV00002821	Sell	RFx	17
Event Round	Version		
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Event Name			
Enhancing City Hal	l Plaza		
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Event Currency: US **Bids allowed in other currency:** No

US Dollar

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston
Purchasing Department
One City Hall
Room 808
Boston MA 02201
United States
Cunningham,Susanne
617 6353609
Susanne Cunningham@h

Contact: Phone: Email:

susanne.cunningham@boston.gov

Firm Name: Boston Garden Development Gorporation	
Name: Amy hatimer Signature: Date: 2/8/16	0
Phone #: (617) 624-1104 Fax #: (617) 624-1336	
Street Address: 100 Legends Way	
City & State: Boston, MA Zip Code: 02114	
Email: presidents office@tagaten.comTax Identification Nbr: 16-1558397	



City of Boston Procurement Page Format Type BOSTN-EV00002821 Sell RFx 18 **Event Round** Version **Event Name** Enhancing City Hall Plaza Start Time Finish Time

Event Currency:

01/04/2016 10:00:00 EST

US Dollar

Bids allowed in other currency: No

Bidder:

PUBLIC EVENT DETAILS

Submit To:

City of Boston

Purchasing Department One City Hall

Room 808 Boston MA 02201

United States

Contact: Phone:

Cunningham, Susanne 617 6353609

Email:

susanne.cunningham@boston.gov

Appendix A - Line Specifications
Line: 1 Item ID: Line Oty: 1

02/08/2016 16:00:00 EST

Description: Enhancing City Hall Plaza

Item Specifications

Manufacturer:

Mfg Item ID:

Item Length:

Item Width:

Item Volume: 0

Item Weight: 0 Item Size:

Item Height: Dimension UOM:

Volume UOM: Weight UOM: Item Color:

Shipping Information

Schedule:

0

Quantity: Due Date:

02/13/2016

Freight Terms:

Ship Via:

Ship To:

Property Management

Property Management

One City Hall Room 811

Boston MA 02201

United States