



**ASM Global - Pensacola Bay Center  
Invitation to Bid  
Fence Project**



**201 East Gregory Street  
Pensacola, Florida 32502  
Phone: (850) 432-0800**

Since opening in 1985, Pensacola Bay Center, formerly known as Pensacola Civic Center, has been serving the Gulf Coast region in Pensacola, FL to host a wide range of events, concerts, family shows and professional sports teams. The venue is owned by Escambia County, FL and operated by ASM Global. The arena has a capacity of 10,000 seats with over 20,000 square feet of exhibition space and an additional 13,000 square feet of meeting spaces with 12 meeting rooms. Operations include a full service, on-site or off-site catering through Savor...Pensacola and ticketing through Ticketmaster. Past tenants have included the Tornados with the CBA, the Barracudas with the AF2, the Flyers with the EISL, the Ice Flyers with the ECHL and the current home to the SPHL Ice Flyers. The venue also hosts the Sun Belt Conference Men's and Women's Basketball Championship tournaments.



## **SECTION I: GENERAL INFORMATION**

### **A. OBJECTIVE**

ASM Global, on behalf of Escambia County, FL is issuing an invitation to bid for contracting services from qualified vendors to construct commercial fences at various locations on the Pensacola Bay Center property. The vendor will be responsible for demolition of the current fence, design of the new fence, and installation of the new fence. The fencing will provide security along the highway and on the main building's location. Fence project target completion dates are September 30<sup>th</sup>, 2025

#### **SUMMARY OF PROPOSAL OBJECTIVES:**

1. Removal and haul away of approximately 3,000 feet of existing fence and (2) - 30-foot sliding gate.
2. Design and specifications of new fence.
3. Installation of approximately 3,000 feet of new parking lot fence, (2)- 30-foot sliding gates
4. North and South Fire Lane Security Fence Installation 500 feet 72" spear/ rail aluminum fence (2) – 20-foot sliding gates, and (2) pedestrian swing gates See "Map C", for locations.
5. Automate gate operator, to include safety beams, exit loops, keypad with dual height gooseneck pedestal, SOS Sensor for emergency vehicle access and Knox Box with key-switch for Fire Department access.
6. Programming of the automated system

### **B. SUBMISSION REQUIREMENTS:**

This Invitation to Bid is being issued by ASM Global. All correspondence regarding this ITB must be

1. Electronically Submitted to: [procurement@pcolabaycenter.com](mailto:procurement@pcolabaycenter.com)
2. Must include in the email subject line - **Fencing**
3. Bid Submission Deadline: June 11<sup>th</sup>, 2025, at 3:00pm
4. Site tours (if necessary): June 2<sup>nd</sup> – 3<sup>rd</sup>



### **C. PROPOSAL**

Submissions that do not include each of the following requirements listed below will not be considered.

1. Reference from at least three current or past clients with a similar project
2. A description of experience
3. An overview of the company
4. An outline of pricing, payment terms and a sample contract
5. A timeline and project schedule
6. Confirm compliance with the requirements in Exhibit A (ASM Global Insurance Requirements)

### **Site Visit/Questions**

Please contact one of the following to schedule a site visit before submitting a proposal. Site tours are mandatory. Anyone who does not complete a site tour will not be awarded the project.

Contact Information:

Terry Whitman – 850-432-0800 Ext 245

Marcus Avalos – 850-432-0800 Ext 249

To be considered, each vendor must submit a response to the ITB using the information provided in Section II and III. No other distribution of proposals is to be made by the submitter. An official authorized to bind the submitter to the proposal's provisions must be signed with the proposal in Ink

Each proposal must remain valid for at least sixty (60) days from the due date of the proposal to this ITB.

### **D. SELECTION CRITERIA**

Responses to this ITB will be evaluated using a point system as shown in Section III. A selection committee comprised of members from The Pensacola Bay Center will complete the evaluation.

### **E. CHANGES IN ITB**

All Considerations as well as many additional Invitation to Bid provisions that the Pensacola Bay Center may include, will only be made as an official addendum, and will be sent to each vendor recorded as having received a copy of the ITB. Any addendum issued shall become part of the ITB and will be incorporated in the proposal.

### **F. DISCLOSURES**

Under the Freedom of Information ACT, ASM Global is obligated to permit review of its files, if requested by others. All information in a submitter's proposal is subject to disclosure under this provision. This act also provided for a complete disclosure of contracts and attachments thereto.



## **G. COST LIABILITY**

ASM Global or Escambia County assumes no responsibility or liability for costs incurred by the vendor prior to the execution of an agreement.

## **H. SCHEDULE**

- |                     |     |          |                |
|---------------------|-----|----------|----------------|
| • ITB Issued:       | Wed | 05/28/25 | 8:00 AM (CST)  |
| • Q&A Due:          | Wed | 06/04/25 | 12:00 PM (CST) |
| • Q&A Response Due: | Mon | 06/09/25 | 12:00 PM (CST) |
| • Bid Due:          | Wed | 06/11/25 | 12:00 PM (CST) |

The project is to be completed by September 30<sup>th</sup>, 2025, and will be subject to The Pensacola Bay Center’s Event Schedule.

## **SECTION II: SCOPE OF WORK**

### **A. GENERAL SCOPE:**

1. Removal of Existing Fence:
  - a. The existing parking lot fence for removal consists of approximately 2,343 feet of Chain link fence, and 2 - 30-foot sliding gates and Approx. 330-feet Chain link fencing along Gregory Street. See “Map A” for locations of removal.
  - b. The existing fence, Post and any underground concrete will be removed from the property and disposed of properly.
  - c. The vendor will be responsible for all aspects of the demolition, to include: obtain utility locations, removal and disposal of the materials, restoration of the sites, restoration of any damage caused during the demolition.
2. Design of Fence:
  - a. The vendor will create a design and specification that meets the needs of ASM Global, the Pensacola Bay Center, and Escambia County. See “Map B, C” for new fence and gate locations.
  - b. The design will meet the minimum criteria listed in Section II, Design Minimums
3. Installation of New Industrial Parking Lot Fence:
  - a. The new parking lot fence will consist of approximately 2,343 feet of fence, and (2) – 30-foot sliding gate and 330-feet fencing along Gregory Street. See “Map B” for locations.
4. Installation of New North and South Security Fence



- b. The new North and South Fire Lane Industrial security fence will consist of approximately 250 – feet of fence and (2) Cantilever gate. Additional north and south fire lane security fencing and gate's locations will be determined during site visit, it will consist of 2 pedestrian swing gates and 2 cantilever power gates See Map C, for approximate locations.
- c. The vendor will be responsible for all aspects of the construction to include obtaining utility locations, power to the locations, managing impacts to pedestrian and vehicle traffic, securing the construction site as needed, and obtaining any applicable permits and inspections.
- d. Verify all measurements, specifications, and material needs prior to ordering materials.

#### **B. DESIGN MINIMUMS:**

The selected vendor will be responsible for designing a fence system that meets the needs and performance expectations of ASM Global, the Pensacola Bay Center, and Escambia County, with architectural consideration for its location in the downtown area of the City of Pensacola. The fence and gates will be of quality and workmanship in accordance with industry standards. It will provide security for the facility and must be designed to withstand the weather conditions in the area.

##### **Industrial Design Elements Include:**

Black Industrial Grade Pressed Spear Pickets Top (See example on page 15)

- a. 72"Height
- b. Industrial 1-1/2 x 1/1/2 rails
- c. 1"x1" Picket
- d. 2-1/2" and 3" post
- e. 8' wide panels

Industrial grade black aluminum post installed with concrete

Industrial grade black gate post installed with concrete

2 – Pedestrian – Industrial grade black aluminum with hardware – located at the North and South Fire lanes

2- Automated Cantilever Gates- Industrial grade black aluminum with hardware to include located at the North and South Fire lanes

- a. 2 - LiftMaster Slide Gate Operator
- b. 24 - LiftMaster two button remote controls
- c. Safety Beams for cantilever gates
- d. Exit loops for cantilever gates
- e. 500 code keypads with dual height gooseneck pedestal with foundations
- f. 2- SOS sensor for emergency vehicles access/with reflective sign and necessary programming
- g. 2- Knox box with key switch for Fire Department
- h. All necessary electrical for powered gates
- i. Electrician to provide power, conduits and boring
- j. Provide training in gate operation to key staff of Pensacola Bay Center.



Any deviation from the design minimums will be detailed in the proposal.

### **SECTION III: REQUIRED INFORMATION**

ASM Global reserves the right to not consider any proposal determined to be unresponsive or deficient in any of the information requested for evaluation.

**A. PREVIOUS WORK EXPERIENCE – 35 points**

Include the contractor's qualifications, years in business, and experience in providing the level and type of service specified in the proposal. It will also list examples of similar projects completed by the vendor.

**B. PROPOSE WORK PLAN – 35 points**

A detailed work plan is to be presented which lists all tasks determined to be necessary to accomplish the project's work. Include any specifications and anticipated schedule to completion of the project.

**C. FEE SCHEDULE – 30 points**

The proposal will include all the fees required to complete the work as described in the ITB. Include "Attached A" Fee Proposal Form. This total may be adjusted after negotiations with ASM Global and Escambia County and prior to signing a formal contract, if justified.

**D. REVIEW**

The Selection committee will evaluate each proposal by the above-described criteria and point system. After evaluation of the proposals, further negotiation with the selected vendor may be pursued. This may lead to the award of a contract by ASM Global and Escambia County. ASM Global may reject all proposals if they are determined to be unsuitable by the selection committee.



**ATTACHEMENT A**

**THE PENSACOLA BAY CENTER FENCE PROJECT**

**Vendor proposes to finish and install a fence system in accordance with this Invitation to Bid:**

**\$ \_\_\_\_\_**

**Option: Additional Fence may be installed upon request**

**Additional Fence (Cost per foot) \$ \_\_\_\_\_**

**Additional Posts (Cost per foot) \$ \_\_\_\_\_**

**Additional Gates (Cost per foot) \$ \_\_\_\_\_**

**Signature: \_\_\_\_\_**

**Title: \_\_\_\_\_**

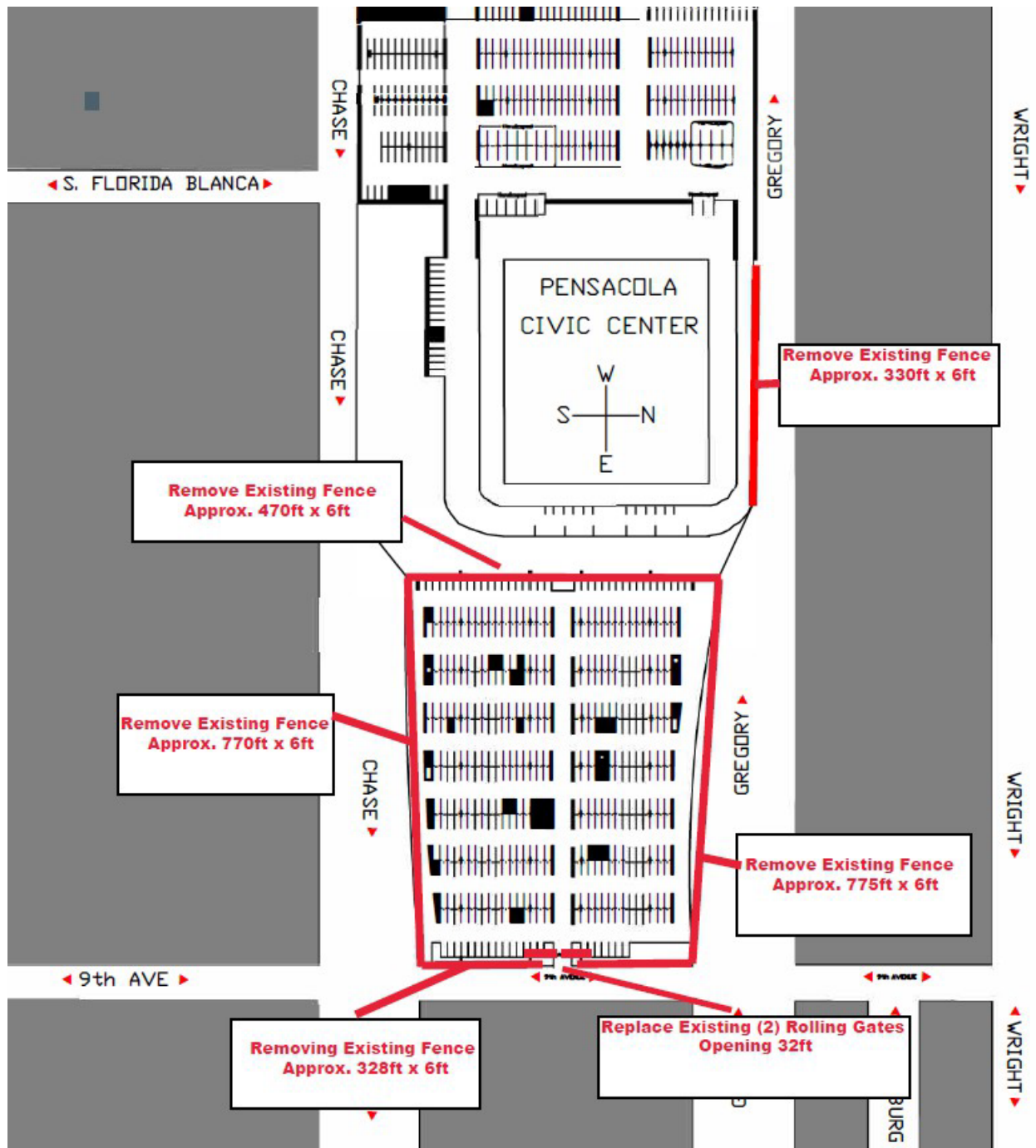
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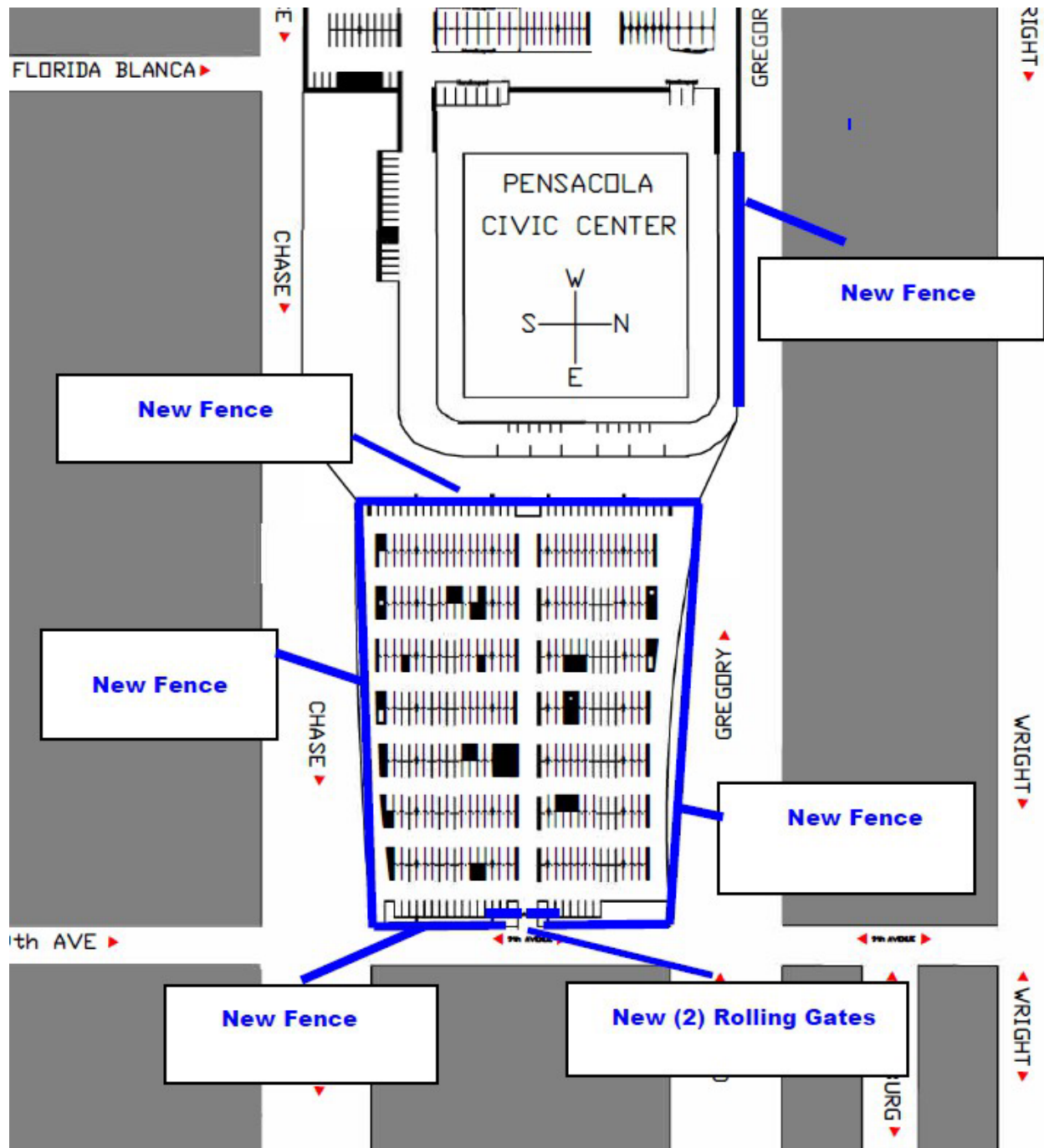
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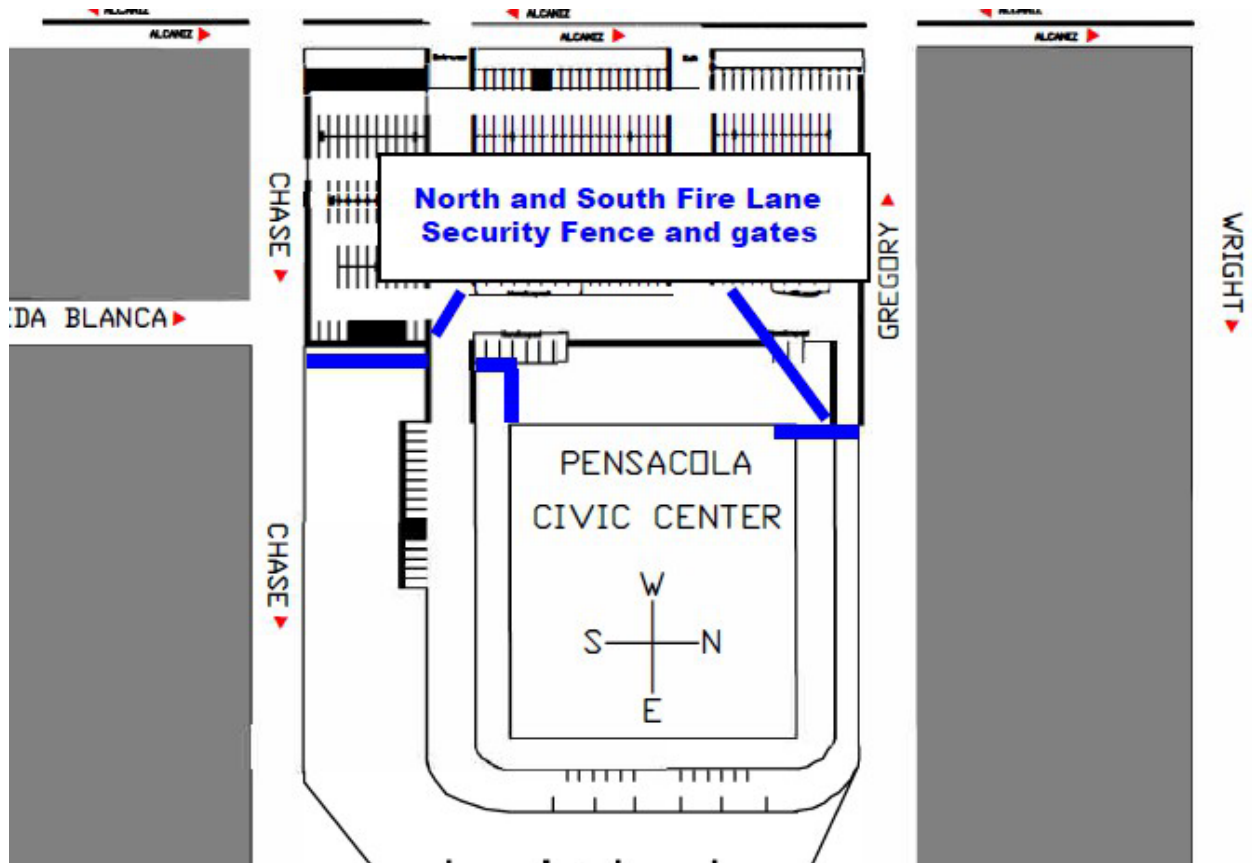
MAP A



MAP B



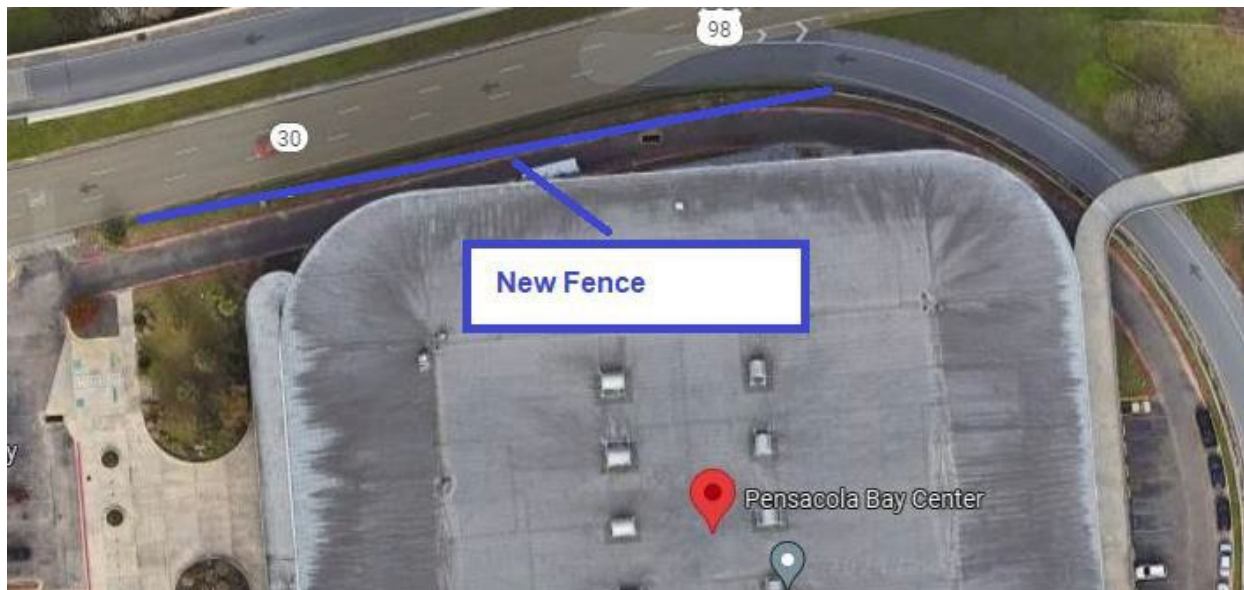
MAP C



**ARIEL VIEWS**











Fence Type Example

