



Seminole County

## Administrative Services - Purchasing & Contracts

Robert T. Bradley, Purchasing and Contracts Manager

1301 East Second St., Sanford, FL 32771

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### TABULATION SHEET

RFP-6712-25/HSM

#### Building Program Development Services for Proposed Seminole County Indoor Complex Venue

RESPONSE DEADLINE: August 27, 2025 at 2:00 pm

Report Generated: Monday, October 6, 2025

ALL SUBMITTALS ACCEPTED BY SEMINOLE COUNTY ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS AND ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY THE PROPOSERS ARE REJECTED AND SHALL HAVE NO FORCE AND EFFECT. RFP DOCUMENTS FROM THE PROPOSERS LISTED HEREIN ARE THE ONLY SUBMITTALS RECEIVED TIMELY AS OF THE ABOVE OPENING DATE AND TIME. ALL OTHER RFP DOCUMENTS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, ARE HEREBY REJECTED AS LATE.

### PROPOSALS RECEIVED

Vendor	Address
Pizzuti Solutions LLC	300 S Orange Avenue Suite 1000 Orlando, FL 32801
Sports Facilities Management, LLC	17755 US Hwy 19 N. Suite 300 Clearwater, FL 33764

**Tabulated and posted**, Monday, September 8, 2025, at 2:23 PM (EST) by Herronda S. Mortimer, Senior Procurement Analyst

**Evaluation Committee Meeting**: Thursday, September 11, 2025, at 11:00 AM EST at County Manager's Conference Room 3026 located at 1101 East First Street, Sanford, FL 32771. The awardee is determined by the total average ranking.

**Presentations and Interviews listed alphabetically giving equal consideration to both firms**: Friday, October 3, 2025, at 1:00 PM EST at 1101 E. First Street, Sanford, FL – County Manager's Conference Room 3024 (listed alphabetically).

- Pizzuti Solutions, LLC
- Sports Facilities Management, LLC

EVALUATION TABULATION

RFP No. RFP-6712-25/HSM

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**BCC AGENDA DATE:** October 28, 2025, Request to approve ranking and authorize negotiations with top ranked firm. Updated and posted October 8, 2025, at 3:45 PM EST by Herronda S. Mortimer, Senior Procurement Analyst.

1. Pizzuti Solutions, LLC
2. Sports Facilities Management, LLC



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Building Program Development Services for Proposed Seminole County Indoor Complex Venue

RESPONSE DEADLINE: August 27, 2025 at 2:00 pm

Report Generated: Friday, September 12, 2025

Vendor	Guilherme Cunha	Rick Durr	Amanda Salazar	Kristian Swenson	Michael Wirsing	Total Score (Max Score 100)	Total Average Rank
Sports Facilities Management, LLC	49 (1.5)	93 (1)	98 (1)	84 (2)	100 (1)	<b>84.8</b>	<b>1.3</b>
Pizzuti Solutions LLC	49 (1.5)	70 (2)	90 (2)	97 (1)	93 (2)	<b>79.8</b>	<b>1.7</b>

We approve the above stated ranking and provide equal consideration to both firms to move to further discussions and Presentations and Interviews.

EVALUATION TABULATION

RFP No. RFP-6712-25/HSM

Building Program Development Services for Proposed Seminole County Indoor Complex Venue

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*Amanda Salazar*

Amanda Salazar



Rick Durr

*Michael Wirsing*

Michael Wirsing



Kristian Swenson



Guilherme Cunha



Seminole County

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### RANKING SHEET

RFP-6712-25/HSM

#### Building Program Development Services for Proposed Seminole County Indoor Complex Venue

RESPONSE DEADLINE: August 27, 2025 at 2:00 pm

Report Generated: Thursday, October 9, 2025

ALL BIDS ACCEPTED BY SEMINOLE COUNTY ARE SUBJECT TO THE COUNTY'S TERMS AND CONDITIONS AND ANY AND ALL ADDITIONAL TERMS AND CONDITIONS SUBMITTED BY THE BIDDERS ARE REJECTED AND SHALL HAVE NO FORCE AND EFFECT. BID DOCUMENTS FROM THE VENDORS LISTED HEREIN ARE THE ONLY BIDS RECEIVED TIMELY AS OF THE ABOVE OPENING DATE AND TIME. ALL OTHER BID DOCUMENTS SUBMITTED IN RESPONSE TO THIS SOLICITATION, IF ANY, ARE HEREBY REJECTED AS LATE.

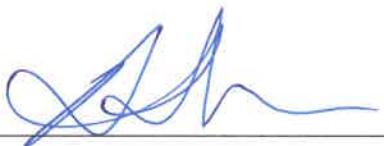
#### AGGREGATE SCORES SUMMARY

Vendor	Guilherme Cunha	Rick Durr	Amanda Salazar	Kristian Swenson	Michael Wirsing	Total Score (Max Score 100)	Total Average Rank
Pizzuti Solutions LLC	90 (1)	90 (1)	95 (1)	100 (1)	100 (1)	95	1
Sports Facilities Management, LLC	80 (2)	70 (2)	55 (2)	65 (2)	90 (2)	72	2

#### VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Data-Driven Analysis & Alignment with Project Goals Points Based 75 Points (75%)	Similar Projects Points Based 25 Points (25%)	Total Score (Max Score 100)
Pizzuti Solutions LLC	72	23	95
Sports Facilities Management, LLC	53	19	72

#### INDIVIDUAL PROPOSAL SCORES



Amanda Salazar



Michael Wirsing



Rick Durr



Kristian Swenson



Guilherme Cunha

## EVALUATION TABULATION

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### Pizzuti Solutions LLC

#### Data-Driven Analysis & Alignment with Project Goals | Points Based | 75 Points (75%)

Guilherme Cunha: 70

Very comprehensive understanding of the economic impact model and possible variables

Rick Durr: 70

Presented options, knowledge of our specific issues at the county, discussion of details regarding previous meetings and a full understanding of the challenges presented by this project.

Amanda Salazar: 70

This firm knew exactly what we were looking for and had great input on how to accomplish our goals of speaking to commissioners.

Kristian Swenson: 75

Excellent proposal

Michael Wirsing: 75

Talked about how they will use Hunden and will rely on past experience.

#### Similar Projects | Points Based | 25 Points (25%)

Guilherme Cunha: 20

Strong understanding of community stakeholders

Rick Durr: 20

Presented not only sports facility experience, but also multiple use facilities funded through different means. Wide variety of issues discussed and understanding of the issues.

Amanda Salazar: 25

This firm has lots of experience, and the right personnel, doing what the scope calls for.

Kristian Swenson: 25

Lots of similar projects

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## EVALUATION TABULATION

Request For Proposal - Building Program Development Services for Proposed Seminole County Indoor Complex Venue

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Michael Wirsing: 25

Talked about how they had worked with other like situations and were able to build consensus with stakeholders.

### Sports Facilities Management, LLC

#### Data-Driven Analysis & Alignment with Project Goals | Points Based | 75 Points (75%)

Guilherme Cunha: 65

Information provided wasn't as specific to the data provided

Rick Durr: 50

Somewhat generic approach to programming. Very concerned with lack of specificity to this project and the needs of the county.

Amanda Salazar: 40

Though this team can run the facility, it seems as though they were presenting on a later part of the project. They did not seem too familiar with the data we provided (commission meetings, etc) and did not have any Architectual input in their plans.

Kristian Swenson: 45

Proposed process doesn't seem to meet full need

Michael Wirsing: 65

Shared that they had worked with Hunden, but have their own information too. Didn't seem to be knowledgable about the other resources provided.

#### Similar Projects | Points Based | 25 Points (25%)

Guilherme Cunha: 15

Customized responses would have made the score higher

Rick Durr: 20

Wide range of sports facilities.

Amanda Salazar: 15

They have experience running a facility but could not speak on what we were asking for (commissioner briefings).

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Kristian Swenson: 20

Excellent sports experience. Project methods for our needs seems reduced in other projects

Michael Wirsing: 25

Lots of experience.

## PHASE 1

### EVALUATORS

Name	Title	Agreement Accepted On
Guilherme Cunha	Director	Sep 11, 2025 11:38 AM
Rick Durr	Director	Sep 9, 2025 11:39 AM
Amanda Salazar	Parks and Recreation Division Manager	Sep 9, 2025 11:02 AM
Kristian Swenson	Assistant County Manager	Sep 3, 2025 9:08 AM
Michael Wirsing	Park and Recreation Division Manager	Aug 29, 2025 11:37 AM

### EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Project Understanding/Project Approach	Points Based	30 (30% of Total)

Description:

Criteria	Scoring Method	Weight (Points)
Qualifications of Proposed Personnel	Points Based	40 (40% of Total)

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Description:

Criteria	Scoring Method	Weight (Points)
Similar Project Experience	Points Based	25 (25% of Total)

Description:

Criteria	Scoring Method	Weight (Points)
Pricing Proposal	Points Based	5 (5% of Total)

Description:

Proposers must provide a pricing table that includes all labor categories and billing rates that will be used for the completion of the tasks as outlined in the Scope of Services for this Agreement.

## AGGREGATE SCORES SUMMARY

Vendor	Guilherme Cunha	Rick Durr	Amanda Salazar	Kristian Swenson	Michael Wirsing	Total Score (Max Score 100)	Total Average Rank
Sports Facilities Management, LLC	49 (1.5)	93 (1)	98 (1)	84 (2)	100 (1)	84.8	1.3
Pizzuti Solutions LLC	49 (1.5)	70 (2)	90 (2)	97 (1)	93 (2)	79.8	1.7

## VENDOR SCORES BY EVALUATION CRITERIA

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## EVALUATION TABULATION

Request For Proposal - Building Program Development Services for Proposed Seminole County Indoor Complex Venue

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Vendor	Project Understanding/Project Approach Points Based 30 Points (30%)	Qualifications of Proposed Personnel Points Based 40 Points (40%)	Similar Project Experience Points Based 25 Points (25%)	Pricing Proposal Points Based 5 Points (5%)	Total Score (Max Score 100)
Sports Facilities Management, LLC	25.8	32.8	22	4.2	84.8
Pizzuti Solutions LLC	24	33.8	20.4	1.6	79.8

## INDIVIDUAL PROPOSAL SCORES

### Pizzuti Solutions LLC

#### Project Understanding/Project Approach | Points Based | 30 Points (30%)

Guilherme Cunha: 15

More information will be required during the presentation.

Rick Durr: 20

Had some difficulty lining up the proposal with the stated scope to verify all the steps were included. Team appears to have provided services above and beyond what is intended for this portion of the project.

Amanda Salazar: 25

Company understands the approach.

Kristian Swenson: 30

The vendor seems to understand the project and has suggested tasks to be successful

Michael Wirsing: 30

The vendor provided a clear understanding of the project and provided a good overview of the necessary steps for the project.

#### Qualifications of Proposed Personnel | Points Based | 40 Points (40%)

Guilherme Cunha: 20

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More information will be required during the presentation.

Rick Durr: 30

Presents a skilled team at land and project development across many public facility types.

Amanda Salazar: 39

Employees and subs listed all have respectable qualifications and time in the field.

Kristian Swenson: 40

Qualifications very robust

Michael Wirsing: 40

The vendor has significant years of experience in the industry and partners with two other agencies that has qualified experience for this type of project.

### Similar Project Experience | Points Based | 25 Points (25%)

Guilherme Cunha: 12

More information will be required during the presentation.

Rick Durr: 20

Likewise, presents a cross section of project types, but also points out a limited number of sports facilities of this type.

Amanda Salazar: 25

Seems to have ample amount of relevant experience.

Kristian Swenson: 25

Lots of similar size projects

Michael Wirsing: 20

Out of the 5 projects listed, 3 were completed, one is under construction, and one is in the planning phase. It seems like only one of these facilities is geared towards sports tourism, and the others are more of a community center, which operate pretty differently from what the proposed project is geared towards. Also, I would have liked to have seen something in Florida or the Southeast.

### Pricing Proposal | Points Based | 5 Points (5%)

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Guilherme Cunha: 2

More information will be required during the presentation.

Rick Durr: 0

High bid. May be over-sscoped regarding the project needs.

Amanda Salazar: 1

Price is very high.

Kristian Swenson: 2

The price is expensive compared to other bidder, but proposal seems robust

Michael Wirsing: 3

A detailed pricing table was provided. The proposed fees/times on each task seem to be higher than I would have anticipated, with some of the information having been provided by previous Hunden studies. I noticed that renderings were included in the bid, but I wasn't sure if that was included or if it was an additional fee.

## Sports Facilities Management, LLC

### Project Understanding/Project Approach | Points Based | 30 Points (30%)

Guilherme Cunha: 15

More information will be required during the presentation.

Rick Durr: 30

Covered all the bases. Also provided value-added information/steps to the county's proposed scope.

Amanda Salazar: 29

Proposal was written to be more personalized to Seminole County. They seem to have a strong understanding of the project, how we function, and the goals.

Kristian Swenson: 25

Seems to understand the project. Concerns over the amount of personal engagement due to cost.

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Michael Wirsing: 30

Broke down tasks well, mirroring the scope of the project. Provided some depth on several of the tasks such as having 90 current managed facilities to utilize comps for feasibility study and planning. Talked about what stakeholders they would reach out to based on them being a Florida-based company and managing facilities in Florida.

### Qualifications of Proposed Personnel | Points Based | 40 Points (40%)

Guilherme Cunha: 20

More information will be required during the presentation.

Rick Durr: 35

Highly experienced and skilled team working both within the Florida market as well other markets nationally. Covers both facility planning as well as construction.

Amanda Salazar: 39

Staffing looks to meet qualifications with ample time in the field.

Kristian Swenson: 30

Qualified firm. Team not as robust as other vendor

Michael Wirsing: 40

Personnel looks to be very qualified and has great experience. Would have liked to see specifically who would be working with our team day to day or how the team will be coordinating with the County. Like that, all phases of the project appear to be done by the same company and not a subcontractor.

### Similar Project Experience | Points Based | 25 Points (25%)

Guilherme Cunha: 12

More information will be required during the presentation.

Rick Durr: 23

Listed multiple projects each team member has been a part of, with well-known facilities in the industry.

Amanda Salazar: 25

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Lots of relevant experience.

Kristian Swenson: 25

Has similar experience

Michael Wirsing: 25

SFA shared projects that seem to be in the same "fit" as the proposed indoor complex. Liked that they shared projects that are focused on sports tourism but flexible for other usages. Appreciated that there seems to be a lot of different projects they have worked on based on the personnel bios. While they are a Florida based company; like they have worked all over the country; that will allow them to use this knowledge to help our project.

### Pricing Proposal | Points Based | 5 Points (5%)

Guilherme Cunha: 2

More information will be required during the presentation.

Rick Durr: 5

Is the lower priced option while covering the entire scope.

Amanda Salazar: 5

Fee seems much more attainable and reasonable for the work we are looking for.

Kristian Swenson: 4

Price is cheaper, but I have concerns about the extent of the product provided for the suggested price.

Michael Wirsing: 5

A fee schedule was provided, and it clearly provided who was going to be involved based on each task.

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