

Q#A#1
QUESTION #2

**APPENDIX F - FINANCIAL PROPOSAL SHEET
 (BAFO – 10/14/2010)**

TELEVISED DRAWINGS OF THE LOTTERY'S ON-LINE GAMES (#2010-07)

This form must be completed in its entirety and submitted by Offeror with the Financial Proposal. Do Not change or alter this form.

BASE CONTRACT TERM

PRODUCE & TELEVISION - MANDATORY DRAWINGS and PRODUCE - OPTIONAL DRAWINGS (TASK I)

The Offeror shall state its price to provide all services, equipment, and personnel required by this RFP to produce and televise all Mandatory Drawings and to produce all Optional Drawings. As stated in Section 5.2.1.1 - Airtime for Televised Drawings, the Mandatory Drawings include Pick 3 and Pick 4 Evening, Mega Millions and Powerball and the Optional Drawings are Pick 3 and Pick 4 MIDDAY, Bonus Match 5 and Multi Match. The price shall be expressed as a FIRM-FIXED PRICE.

If the Lottery decides not to televise one or more of the Optional Drawings the total amount, as provided below, will be paid to the Contractor.

Annual Amount to Produce all Drawings and to Televise all Mandatory Drawings	Contract Term	Total 4.5 Year Contract Amount
\$ <u>1,175,000</u> Net	X 4.5 years	\$ <u>5,287,500</u> Net (A)

TELEVISION DRAWINGS - OPTIONAL

The Offeror shall state the individual price to televise each of the Optional Drawings which are listed in Section 5.2.1.1 – Airtime for Televised Drawings as Pick 3 and Pick 4 MIDDAY, Bonus Match 5 and Multi Match. The price shall be expressed as a FIRM-FIXED PRICE.

At the time the contract is awarded, the Lottery will decide which, if any, of the Optional Drawings it will televise, which may be changed by the Lottery during the Contract term. If the Lottery decides to move forward with televising one or more of the Optional Drawings the amount, as provided below, to televise the selected Drawing(s) will be paid to the Contractor.

Drawing	Monthly Amount to Televise each Optional Drawing	Months	Contract Term	Total 4.5 Year Contract Amount
Pick 3 & Pick 4 MIDDAY	\$0	X12	X 4.5 years	\$0 (B)
Bonus Match 5	\$19,000 Net	X12	X 4.5 years	\$ <u>1,026,000</u> Net (C)
Multi Match	\$0	X12	X 4.5 years	\$0 (D)

**TOTAL 4 Year + 6 Month CONTRACT AMOUNT = A + B + C + D = \$ 6,313,500 Net
 (BASIS OF AWARD)**

ADDITIONAL TASKS

The Offeror must state its price to provide each of the Additional Tasks listed below. Offerors are reminded that prices for the Additional Tasks will not be evaluated or considered in the basis of award by the Lottery.

Additional Task II – The price shall be expressed as a FIRM-FIXED PRICE per year for the Alternate Plan to Distribute the Drawings and Winning Numbers as stated below.

Task II	<u>\$122,695 NET – MANDATORY</u>
Alternative Distribution (Section 5.3.1)	<u>\$127,110 NET - OPTIONAL</u> (amount per year)

Additional Task III - The price shall be expressed as a FIRM-FIXED UNIT PRICE per Remote Drawing for additional Remote Drawings as stated below.

Task III	<u>\$0</u>
Remote Drawings (Section 5.3.2)	(amount per Remote Drawing) WBAL-TV will provide up to 4 remote drawings per year at no cost. Additional remote drawings will require prior discussion with regard to price depending on location and time of year

All Prices proposed shall be firm fixed prices for the entire base term of the Contract.

RENEWAL OPTION PERIOD

PRODUCE & TELEVISION - MANDATORY DRAWINGS and PRODUCE - OPTIONAL DRAWINGS (TASK I)

The Offeror shall state its price to provide all services, equipment, and personnel required by this RFP to produce and televise all Mandatory Drawings and to produce all Optional Drawings. As stated in Section 5.2.1.1 - Airtime for Televised Drawings, the Mandatory Drawings include Pick 3 and Pick 4 Evening, Mega Millions and Powerball and the Optional Drawings are Pick 3 and Pick 4 Midday, Bonus Match 5 and Multi Match. The price shall be expressed as a FIRM-FIXED PRICE.

If the Lottery decides not to televise one or more of the Optional Drawings the total amount, as provided below, will be paid to the Contractor.

Annual Amount to Produce all Drawings and to Televise all Mandatory Drawings	Renewal Option Period	Total 2 Year Renewal Option Amount
\$ <u>1,175,000 Net</u>	X 2 years	<u>\$2,350,000 Net (A)</u>

(BAFO – 10/14/2010)

TELEVISION DRAWINGS - OPTIONALThe Offeror shall state the individual price to televise each of the Optional Drawings which are listed in Section 5.2.1.1 – Airtime for Televised Drawings as Pick 3 and Pick 4 Midday, Bonus Match 5 and Multi Match. The price shall be expressed as a FIRM-FIXED PRICE.

At the time the Renewal Option is exercised, the Lottery will decide which, if any, of the Optional Drawings it will televise, which may be changed by the Lottery during the Renewal Option term. If the Lottery decides to move forward with televising one or more of the Optional Drawings the amount, as provided below, to televise the selected Drawing(s) will be paid to the Contractor.

Drawing	Monthly Amount to Televise each Optional Drawing	Months	Renewal Option Period	Total 2 Year Renewal Option Amount
Pick 3 & Pick 4 Midday	\$0	X12	X 2 years	\$0 (B)
Bonus Match 5	\$19,000 Net	X12	X 2 years	\$456,000 Net (C)
Multi Match	\$0	X12	X 2 years	\$0(D)

ADDITIONAL TASKS

The Offeror must state its price to provide each of the Additional Tasks listed below.


Additional Task II – The price shall be expressed as a FIRM-FIXED PRICE per year for the Alternate Plan to Distribute the Drawings and Winning Numbers as stated below.

Task II	\$122,695 NET – MANDATORY
Alternative Distribution (Section 5.3.1)	\$127,110 NET - OPTIONAL
	(amount per year)


Additional Task III - The price shall be expressed as a FIRM-FIXED UNIT PRICE per Remote Drawing for additional Remote Drawings as stated below.

Task III	\$0
Remote Drawings (Section 5.3.2)	(amount per Remote Drawing)
	WBAL-TV will provide up to 4 remote drawings per year at no cost. Additional remote drawings will require prior discussion with regard to price depending on location and time of year

All Prices proposed shall be firm fixed prices for the entire Renewal Option term, if exercised, and any other extensions.

Signature:  Date: 10/19/10

Primary Offeror/Contractor Name: Jordan Wertlieb Title: President & General Manager
(Printed or Typed)

Company: WBAL-TV Phone No. 410-338-6403
Address: 3800 Hooper Avenue
Baltimore, Maryland 21211 Federal Tax I.D. # 

QPA #1
QUESTION #4

WBAL-TV/WBAL-AM MBE SPENDING

6/30/2015 Contractual Goal: 19%

Contact End Date:

1/6/2011

Contact Start Date:

Subcontractors	2011	2012	2013	2014	2015	2016	2017	TOTAL	PERCENTAGE
REJ & Associates	\$82,687.50	\$175,083.29	\$123,583.29	\$155,999.95	\$130,333.29	\$175,999.92	\$118,213.24	\$961,900.48	12.64%
Stronghold Security, LLC	\$50,042.27	\$99,201.12	\$89,559.81	\$81,605.67	\$82,987.47	\$111,237.16	\$46,972.73	\$561,606.23	7.38%
	\$132,729.77	\$274,284.41	\$213,143.10	\$237,605.62	\$213,320.76	\$287,237.08	\$165,185.97	\$1,523,506.71	20.01%
PAYMENTS TO WBAL-TV/WBAL-AM									
	2011	2012	2013	2014	2015	2016	2017	TOTAL	
WBAL-TV/WBAL-AM	\$953,937.75	\$1,175,000.00	\$1,174,999.92	\$1,077,006.76	\$1,174,999.92	\$1,174,999.93	\$881,249.94	\$7,612,194.22	20.01%