

Vendor Q & A Set Number Four for RFP R586811

Question One

Are the revenues that were provided net of sales tax? (Attachment H)

Answer One - Amounts reported are net of sales tax

Question Two

Are revenues from suites and premium locations included in Catering Revenues in Attachment H?

Answer Two - Revenues from suites, clubs, and beer/wine are included in those revenues

Question Three

Is there currently a service charge on suites/catering?

Answer Three -

Yes. Current payment policies can be found at

<https://razorback.catertrax.com/shoppolicies.asp?intOrderID=&intCustomerID=>

Question Four

What discount does the Athletic Department receive on catering currently or what is the current internal pricing (Section 2.2.10)

Answer Four - The Athletics Department is requesting proposals for internal pricing as part of the overall proposal for concessions and catering services. The department is open to new ideas and proposals that are consistent with your company's practices and fit within the overall proposal for these services.

Question Five

Please provide the annual volume of Athletic Department catering and/or suite sales

Answer Five - The Athletic Department paid \$94,985 to the current concessions and catering provider during the 2015-16 fiscal year.

Question Six

Are any locations considered "all-inclusive" meaning the cost of food and beverage is included with a ticket? If not, are there plans for this type of experience once the renovation is completed?

Answer Six - There are no current ticket prices that include food/beverage. The department is planning a ticket price that includes food and non-alcoholic beverages in new club areas that are part of the stadium project.

Question Seven

Section 3.14 lists the base term as 5 years whereas Section 1.2 lists the base term as 7 years, please confirm which is correct.

Answer Seven - The Athletics Department is requesting proposals and pro forma financial projections based on a 7-year base term.

Question Eight

In relation to section 2.2.11 and providing equipment to new facilities, are there any expansion plans beyond the renovation of Razorback Stadium that we can anticipate and plan for in terms of equipment?

Answer Eight - The stadium project is the only facility project that is currently approved. The Athletics Department has a master plan that includes expansions at Bud Walton Arena and Baum Stadium, but there are no current plans to move forward with those projects.

Attached is a list of the current concession stands and network ports. This list can be used for evaluating the need and opportunity for additional credit card points of service.

Question Nine

Are the subcontractor revenues that were provided gross subs or net subs?

Answer Nine - Subcontractor revenues listed in Attachment H include amounts that are paid to the current concessions/catering provider, based on agreements they have with the subcontractors.

Question Ten – Should the numbers be based on 7 year term or 10 years? Since the RFP states that the contract is 7 years with 3, 1 year extensions.

Answer Ten - Vendors can propose funds and amortization schedules based on 7 or 10 years, or, both.