

**RFP No. 04212022**

**Athletics Gameday Tailgating Services**

**Q&A Addendum 1**

1. In regard to the “2. Scope of Work” section, we wanted to confirm that we can recommend additional or ancillary packaging & service offerings beyond what is indicated.  We have a more inclusive service offering that we recommend for UA that has more expansive equipment offerings and would prefer to highlight that with our pricing.

The University wouldn’t look to restrict what those additional offerings would be, but reserves the right to determine if the additional offerings being suggested are/are not permissible or realistic to be made available to patrons.

* 1. Also, is the 70mph rating accurate?

Rating would be approved at 50 MPH.

1. We understand that staking is not allowed on campus based on the RFP.  Would UA be open to do a one-time in-ground anchor installation and/or leave ballasts in place?

No.  The University will not permit anything in-ground and above ground items will only be permitted for setup on game week (actual day mutually agreed) and removed soon after post game.

1. On the “Respondent Obligations” for items like port-a-potties, is the selected partner responsible for both securing and paying for these or is it just the coordination?

Port-a-potties in these areas are provided by and paid for by the University as a standard part of our gameday grounds set up.  These are general use units, not tent specific.  If a tent renter wanted a private unit the Tailgating services provider would need to coordinate, supply, pay for and bill accordingly.

1. Are there local preferred vendors for Respondent Obligations (light towers, port-a-potties, security, etc.) that we need to be aware of?

There isn’t a formal “preferred” list, however the University can provide a list of suitable options for their reference when time comes.

1. Would UA be able to provide on-site storage or the ability to utilize land to drop a storage pod for the season?

Cannot guarantee, as such storage space has not been provided historically.  Nearly all space available under Athletics control on gamedays already has a function for game days.

1. In regard to the “9.31: Campus restrictions” section it states that guests (i.e. fans/tailgaters) are not able to consume alcohol.  Is that the case?  Are there any other specific restrictions around alcohol by fans who may purchase the Athletic Gameday Tailgating Services?

The alcohol policy is generally accurate with regard to the University's common areas and public spaces.  However, the campus tailgating practice has evolved and the policy has been applied to permit limited responsible consumption at private reserved tent/tailgating areas by those licensees and their guests.

1. If we offer plot only, would we be held responsible for damage to property from guests bringing their own equipment?

The successful respondent would be responsible for the negligent or willful conduct attributable to the respondent.

1. Please elaborate on the level of detail you are requesting for the “12: Contractor Overview” and “Appendix I” in regard to financials such as “current financial status and revenues” and “gameday staff and operating costs”.

Response on gameday staffing will help the committee evaluate the staffing proposed to support the gameday tailgating.  In other words, are they planning to staff at a level to adequately support this operation.  Also if a financial proposal is based on a share of net proceeds, committee will need the details on staffing/costs factored into a proposal.   Responses should include sufficient details for the University to evaluate the staffing proposed to support gameday operations, and costs that are factored into the company’s financial proposal.  Response on the company’s financial status will help committee determine if companies are in a financial position to deliver on the services and any financial proposal/guarantee.  Responses should include audited financial statements for each of the past three calendar or fiscal years.  If audited financial statements are not available, responses should include a summary of revenues and the net operating results of company’s tailgating services, and a statement of current financial position.