

## Q&A Addendum

### RFP12072022 - Athletics Retail Merchandising

1. Expenses we would be responsible for, related to the retail locations. (Utilities, data, janitorial)?

A: Internet connection and Wi-Fi access points would be the responsibility of the provider. Provider is responsible for televisions and related equipment as well as monthly cable service. The university will assist with any structural requirements such as additional electricity and cable television drops, some of which may be at the expense of the provider. Provider would be responsible for anything extra – an external cleaning crew for example. External services must be pre-approved by athletics facilities management. University provides all utilities (electric, light, power, heat, air, water, recycling and trash removal bins may be used).

2. On hand inventory as well as on order inventory for this fall.

A: Current provider will share available inventory if university changes providers.

3. Lease details for the NWA Mall location, how long, monthly expenses, etc.

A: Information will be shared if the university changes providers, and if the current provider elects to vacate the location.

4. Asset costs related to fixtures, pods, trailers, etc.

A: Information will be shared if the university changes providers, and the current provider does not elect to keep these items.

5. The Mall location was not listed in Attachment C. It was talked about in the tour on January 4<sup>th</sup>. Please confirm if this location is officially a part of this RFP.

A: Proposals should include any physical locations, whether on campus or not, that respondent is requesting rights to sell licensed merchandise as an official Razorback Athletics Hog Heaven and team store location.

6. Please confirm the term length for games to continue to be played in Dallas at the Southwest Classic, in Little Rock (Football, M/W Basketball) and BOK Center.

A: Football games are currently scheduled to be played at AT&T Stadium in Arlington for the 2023 and 2024 football seasons; and at War Memorial Stadium in Little Rock for the 2023, 2024, and 2025 seasons. Current plans are to continue playing men's basketball games at Simmons Bank Arena in North Little Rock; games are contracted on year-to-year basis. The Athletic Department has the option to return to the BOK Center for games in 2023 and 2024, with that decision anticipated in the next 90 days.

7. With your official sideline contract up in June 2023, what is the expected date to have that renewed or changed over? Can you confirm the next sports season Fall 23-Spring 24 teams will continue to wear Nike should a new sideline provider be put into place?

A: The Athletic Department will be completing an RFP for footwear/apparel rights in the spring of 2023 with a decision anticipated by June 2023. The department has a contract with Nike that extends through June 2024.

8. Please clarify on page 13 of the RFP, Section B8 how respondent is to be required for other licensee insurance when we don't approve their artwork/designs nor what product they print on for sale? As a retailer, we only purchase products that have gone through the approval process with the University and CLC.

A: This criteria is included as a requirement and expectation for the company to only purchase and sale officially licensed products, and to hold the University harmless for any product liability claims from products bought and sold by the company.

9. For the required staff discount of 20%, is that for all university staff or athletics staff only?

A: The 20% discount is for athletics staff. It also applies to Razorback Foundation members on non-gamedays when they show their RF membership card. Other discounts apply on a case-by-case basis and traditionally have a start and end date (Junior Razorbacks get a 15% discount for a month, etc.).

10. One quick clarification after reviewing the documents, the sales history spreadsheet shows different eComm sales results than the word document, can you clarify which ones are correct?

A: The attached clarifying data is in alignment with the pre-proposal questions response.

11. One more clarification, what is the definition of Gross sales? Does that include taxes, shipping fees, returns or is that specific to the actual product that was sold with those other costs removed?

A: The "gross" total in the in-venue data does not include taxes, if there is an item shipped from the store then they charge a shipping fee and that is included in the "gross" total. Returns are also included in the "gross" total. "Gross" online numbers are the cost of the item only, including discounts, and do not include taxes and shipping.

