

**University of Louisville**  
DEPARTMENT OF PROCUREMENT SERVICES  
LOUISVILLE, KENTUCKY

**Invitation No:** RFP-053-22  
**Title:** Athletic Merchandise Management  
**Addendum No.** 1

**Date:** 17 May 2022

The following shall clarify and/or modify the original bid document(s) as issued by the University of Louisville.

- 1. Related again to the desired start date of 7/1/22, that's a very short window for any prospective provider to stand up a retail operation for in-venue services. Further, any provider would not be able to source adequate product between now and the start of fall sports. Is the current provider, Centerplate, willing to sell any existing inventory and/or on-order inventory to the newly chosen provider? If so, at what cost?**

We could possibly push back the start date and want to make sure we are operational by Fall sport season. ULAA has agreed to purchase any remaining inventory from Centerplate as part of the agreement and would pass along to the chosen vendor

- 2. Can you please provide annual gross retail sales per sport over the past 3 seasons? Understanding that Covid has had a material impact on attendance, it would be helpful to know what sales were before and since attendance was limited due to Covid. Also, would you be able to share Per Capita numbers for each sport (i.e., average sales per attendee)?**

Please note the store at Cardinal Stadium was permanently removed in 2020 to allow easier access for COVID standards.

Year	Sept 2018- Aug 2019		Sept 2019- Aug 2020		Sept 2020- Aug 2021		Sept 2021- April 2022	
	Revenue	Per Cap	Revenue	Per Cap	Revenue	Per Cap	Revenue	Per Cap
Sporting Event								
College Baseball	\$16,750	\$0.96	\$6,000		\$6,734	\$1.17	\$22,515	\$0.57
College Football	\$153,233	\$0.68	\$173,211	\$0.88	\$33,337	\$0.84	\$97,775	\$0.50
Olympic Sports	\$17,133	\$1.63	\$8,850.00	\$1.37	\$4,325.00	\$1.48	\$16,329	\$7.28
Team Store/Other Income	\$53,498		\$23,000.00		\$54,094.00		\$7,690	
<b>Total Revenue</b>	<b>\$240,614</b>		<b>\$211,061</b>		<b>\$98,490</b>		<b>\$144,309</b>	

- 3. Is the University willing to consider proposals that have a longer term than the 3-year term noted in the RFP? That may enable a provider to offer preferred terms and/or multiple options to choose from.**

Yes

Bidder must acknowledge receipt of this and any addenda either with bid or by separate letter. Acknowledgement must be received in the Department of Procurement Services, Service Complex Building, University of Louisville no later than **2 p.m. Eastern Time on 5/27/2022.**

BY: \_\_\_\_\_  
Authorized Purchasing Officer

Receipt Acknowledged: \_\_\_\_\_  
FIRM

BY: \_\_\_\_\_