

City of Fayetteville Staff Review Form

2017-0243

Legistar File ID

5/16/2017

City Council Meeting Date - Agenda Item Only
N/A for Non-Agenda Item

John Crow

4/28/2017

Parks & Recreation /
Parks & Recreation Department

Submitted By

Submitted Date

Division / Department

Action Recommendation:

Parks and Recreation Staff recommends City Council award RFP 17-11 to Challenger Teamwear for approximately \$26,000 for the purchase of soccer uniforms for the Fall 2017 and Spring 2018 seasons at a cost of \$14.96 per uniform. The price includes a pair of socks, shorts, and jersey with a two digit number and the screen printed team logo/sponsor. The resolution includes an automatic renewal for the Fall 2018 and Spring 2019 seasons.

Budget Impact:

1010.5220.5200.05

Tournament Supplies/Awards

Account Number

Fund

N/A

N/A

Project Number

Project Title

Budgeted Item? Yes

Current Budget \$ 72,861.00

Funds Obligated \$ 9,898.06

Current Balance **\$ 62,962.94**

Does item have a cost? Yes

Item Cost \$ 26,000.00

Budget Adjustment Attached? NA

Budget Adjustment

Remaining Budget **\$ 36,962.94**

V20140710

Previous Ordinance or Resolution # 109-15

Original Contract Number: _____

Approval Date: _____

Comments:

MEETING OF MAY 16, 2017

TO: Mayor and City Council

THRU: Don Marr, Chief of Staff
Connie Edmonston, Parks and Recreation Director

FROM: John Crow, Recreation Superintendent

DATE: April 28, 2017

SUBJECT: Resolution to approve the purchase of youth soccer uniforms from Challenger Teamwear for the approximate amount of \$26,000 for the Fall 2017 and Spring 2018 seasons.

RECOMMENDATION:

Parks and Recreation Staff recommend City Council award RFP 17-11 to Challenger Teamwear for approximately \$26,000 for the purchase of soccer uniforms for the Fall 2017 and Spring 2018 seasons. Amount of purchase will depend on the number of registered participants in the soccer program. The resolution includes an automatic renewal for the Fall 2018 and Spring 2019 seasons.

BACKGROUND:

Fayetteville Parks and Recreation operates one of the largest recreational soccer programs in the state with over 1,600 participants. It is important to get a quality uniform at a reasonable price with a turnaround time that is compatible with the program's timeline.

DISCUSSION:

Fayetteville Parks and Recreation currently charges between \$60 and \$75 to participate in the soccer program. The fees cover the various expenses associated with running the program, including ref fees, insurance, equipment and uniforms. Parks and Recreation budgets between \$15 and \$20 per child for uniforms. This includes a pair of shorts, socks, and a jersey with the numbers and logos screen printed.

An RFP was advertised, soliciting prices and samples from companies wanting to provide uniforms for the soccer program. The Selection Committee unanimously chose Challenger Teamwear.

Two companies submitted a proposal to provide uniforms. Challenger Teamwear submitted a price of \$14.95 while Score Sports submitted \$15.85 per set. The committee chose Challenger based on the quality of the uniforms, lower price, and quicker turnaround times for initial and secondary orders. They met all the qualifications as specified in the RFP. Challenger has historically provided good service to Fayetteville Parks and Recreation in previous years.

BUDGET/STAFF IMPACT:

The 2017 Operations Budget includes \$26,240 for the purchase of soccer uniforms. The purchase amount will be approximately \$26,000 and will depend on the number of participants who register for the program. The resolution includes an automatic renewal for the Fall 2018 and Spring 2019 seasons.

Attachments:

Challenger RFP Submittal
Submittal Analysis

CITY OF



City of Fayetteville, Arkansas
Purchasing Division – Room 306
113 W. Mountain
Fayetteville, AR 72701
Phone: 479.575.8220

TDD (Telecommunication Device for the Deaf): 479.521.1316

RFP (REQUEST FOR PROPOSAL)

REQUEST FOR PROPOSAL: RFP 17-11, Soccer Uniforms

DEADLINE: Thursday, April 06, 2017 before 2:00:00 PM, local time

RFP DELIVERY LOCATION: Room 306 – 113 W. Mountain, Fayetteville, AR 72701

PURCHASING AGENT: Les McGaugh, lmcgaugh@fayetteville-ar.gov

DATE OF ISSUE AND ADVERTISEMENT: Friday March 17, 2017

**REQUEST FOR PROPOSAL
RFP 17-11, Soccer Uniforms**

No late proposals shall be accepted. RFP's shall be submitted in sealed envelopes labeled with the project number and name as well as the name and address of the firm.

All proposals shall be submitted in accordance with the attached City of Fayetteville specifications and bid documents attached hereto. Each Proposer is required to fill in every blank and shall supply all information requested; failure to do so may be used as basis of rejection. Any bid, proposal, or statements of qualification will be rejected that violates or conflicts with state, local, or federal laws, ordinances, or policies.

The undersigned hereby offers to furnish & deliver the articles or services as specified, at the prices & terms stated herein, and in strict accordance with the specifications and general conditions of submitting, all of which are made a part of this offer. This offer is not subject to withdrawal unless upon mutual written agreement by the Proposer/Bidder and City Purchasing Agent.

Name of Firm: Challenger Teamwear

Contact Person: Greg Knight Title: Central USA Sales Director

E-Mail: gknight@challengerbeamwear.com Phone: 866 243 5862

Business Address: 8263 Flint

City: Lenexa State: KS Zip: 66214

Signature:  Date: 3/31/17



March 31, 2017

Dear City of Fayetteville,

Listed below are a few uniform options available to you from Challenger Teamwear. I have given you prices on a number of uniform styles. The price includes jersey, number, shorts & socks.

Uniform Set

Apache Set	\$14.95 Youth	\$14.95 Adult	Page 20	Sizes – YXXS-AXXL – 16 colors
Ranger Set	\$14.95 Youth	\$14.95 Adult	Page 19	Sizes – YXS-AXL – 16 colors
Tomahawk Set	\$14.95 Youth	\$14.95 Adult	Page 14	Sizes – YXS-AXXL – 21 colors
Mayan Set	\$14.95 Youth	\$14.95 Adult	Page 13	Sizes – YXXS-AXL – 16 colors
Seminole Set	\$14.95 Youth	\$14.95 Adult	Page 11	Sizes – YXS-AXXL – 18 colors

*Uniform Set includes – Jersey, One-Color number, Patriot or Dakota Short, Premiere sock.

Upgrade Short

Frisco FREE UPGRADE

Additional Information

- Numbers - Uniform Set includes 8 inch number on back of jersey.
- Dakota Short – available in 11 colors
- Premiere Sock – available in 15 colors
- Shipping – all uniforms will be shipped UPS. We are 2 day ground UPS from you – we ship from Kansas.
- Turnaround time Main order – 14-15 days from date of order. Can be less - We can work with you if dates are provided.
- Turnaround time on additional orders – 6 business days with ground shipping.

Qualifications

- Experience – Challenger has over 15 years of experience of providing Soccer uniforms direct to City soccer leagues.
- Challenger provides uniforms to over 1000 soccer leagues in the United States.
- Challenger provides uniforms to soccer leagues with 100-4000 soccer players.
- All Challenger uniforms are housed, separated, printed, packed and shipped from one central location.
- All uniforms will be separated and labeled by team for easy distribution.

Experience, Competence, and Capacity

- Jersey Quality – Each of our fabrics are knit with quality yarns and finished to have a rich soft feel for maximum comfort, ultimate moisture-wicking and breathability. Our jerseys are known for their bright colors – we use the most expensive reactive dyes to retain their bright color and prevent bleeding or fading. Each seam is double-stitched with extra strong threads which prevent seam splitting. A soft heavy-weight trim is used for the neckbands on Challenger Teamwear's jerseys to retain the jerseys shape.
- Short Quality – we pre-shrink the elastic band before sewing into our shorts. Polyester fabric does not shrink. If the elastic band has not been pre-shrunk before being sewn into a waist band, the fabric will bunch with the first wash. A heavy duty, more expensive polyester drawstring is used in all our shorts, again to prevent shrinkage and bunching.
- Sock Quality – The 'Premiere' sock is made of elasticized acrylic-nylon fabric and nylon true rib legs, with turndown cuffs to hold full-length shin-guards in place. This sock also has a cushioned insole.

Past Performance

- See Reference sheet

League Gifts

Challenger would also like to offer the league Gifts:

- **Challenger - N.S.C.A.A 'Parent Coach' coaching Certificate course** - \$35.00 Value – FREE to your club. Challenger has partnered with the largest coaching organization in the U.S.A. the N.S.C.A.A. and will come and put on a complementary coaching course for your Recreational parent coaches for FREE.
- **The Challenger Way** - Access to our new on-line training tool – with a comprehensive collection of coaching drills, Team practices, small sided games and much more to support all your youth coaches – Check out the FREE demo at www.thechallengerway.com . Retail price \$79.00 – your price \$5.95 per coach!
- **League Store** – Challenger can create a league store for parents to purchase club customized items. This can be used as a fundraiser for the league and also an avenue for parents to show their club support.

In addition to the great prices, quality uniforms and gifts I want to list additional advantages of working with Challenger:

- Location – our uniforms are housed, printed, packed and shipped from Kansas – we are only a **2 day ship to you. Shorter shipping time.**
- Additional orders – if you can order by noon any day we can have the uniforms to in 6 business days with logo and numbers – with ground shipping!
- Team Packed – all uniforms can be team packed and labeled ready for distribution
- Sizing samples – Complementary sizing samples for registration.
- Comfort – all our uniforms are tag – less and with stitching hidden in neck line for additional comfort.

- On line ordering – we keep you in the loop all along the ordering process – with e-mail confirmation of the order, e-mail tracking of the order and you can order 24 hours a day!
- Access to Challenger Sports resources – British Soccer Camps, Tetra Brazil Camps, Year round coaching, Tours, Tournaments.

I look forward to speaking with you to discuss our proposal but should you have any immediate questions please do not hesitate to contact me at: Tel: 866-243-5862 or email: gknight@challengersports.com

Sincerely,

A handwritten signature in black ink, appearing to read "Greg Knight". The signature is fluid and cursive, written in a professional style.

Greg Knight
Regional Director
Challenger Teamwear

City of Fayetteville
RFP 17-11, Soccer Uniforms
SECTION C: Vendor References

The following information is required from all firms so all statements of qualification may be reviewed and properly evaluated:

COMPANY NAME: Challenger Teamwear

NUMBER OF YEARS IN BUSINESS: 15 HOW LONG IN PRESENT LOCATION: 10

TOTAL NUMBER OF CURRENT EMPLOYEES: 75 FULL TIME 95 PART TIME

NUMBER OF EMPLOYEES PLANNED FOR THIS CONTRACT: 3 FULL TIME 4 PART TIME

PLEASE LIST FOUR (4) REFERENCES THAT YOU HAVE PREVIOUSLY PERFORMED CONTRACT SERVICES FOR WITHIN THE PAST FIVE (5) YEARS (All fields must be completed):

1. City of Tallahassee

COMPANY NAME

Tallahassee FL 32301

CITY, STATE, ZIP

Lucas Williams

CONTACT PERSON

850 891 3825

TELEPHONE

850 891 3850

FAX NUMBER

lucas.williams@talgov.com

E-MAIL ADDRESS

2. City of Batesville

COMPANY NAME

Batesville AR 72501

CITY, STATE, ZIP

Lowen Lermite

CONTACT PERSON

870 698 2427

TELEPHONE

870 698 2527

FAX NUMBER

YouthSports@cityofbatesville.com

E-MAIL ADDRESS

3. City of Apopka

COMPANY NAME

Apopka FL 32703

CITY, STATE, ZIP

Dariko Bocevski

CONTACT PERSON

407 703 1784

TELEPHONE

407 703 1783

FAX NUMBER

darkobocevski@apopka.net

E-MAIL ADDRESS

4. Oxford Park Commission

COMPANY NAME

Oxford MS 38635

CITY, STATE, ZIP

Jared Barkley

CONTACT PERSON

662 232 2378

TELEPHONE

662 232 2380

FAX NUMBER

Jared@OxfordParkCommission.com

E-MAIL ADDRESS

1. DISCLOSURE INFORMATION

Proposer must disclose any possible conflict of interest with the City of Fayetteville, including, but not limited to, any relationship with any City of Fayetteville employee. Proposer response must disclose if a known relationship exists between any principal or employee of your firm and any City of Fayetteville employee or elected City of Fayetteville official.

If, to your knowledge, no relationship exists, this should also be stated in your response. Failure to disclose such a relationship may result in cancellation of a purchase and/or contract as a result of your response. This form must be completed and returned in order for your bid/proposal to be eligible for consideration.

PLEASE CHECK ONE OF THE FOLLOWING TWO OPTIONS, AS IT APPROPRIATELY APPLIES TO YOUR FIRM:

1) NO KNOWN RELATIONSHIP EXISTS

2) RELATIONSHIP EXISTS (Please explain): _____

I certify that; as an officer of this organization, or per the attached letter of authorization, am duly authorized to certify the information provided herein are accurate and true; and my organization shall comply with all State and Federal Equal Opportunity and Non-Discrimination requirements and conditions of employment.

2. PRIMARY CONTACT INFORMATION

At the discretion of the City, one or more firms may be asked for more detailed information before final ranking of the firms, which may also include oral interviews. NOTE: Each Proposer shall submit to the City a primary contact name, e-mail address, and phone number (preferably a cell phone number) where the City selection committee can call for clarification or interview via telephone.

Corporate Name of Firm: Challenger Teamwear

Primary Contact: Greg Knight Title of Primary Contact: Central USA Sales Director

Phone#1 (cell preferred): 813 546 7340 Phone#2: 866 243 5862

E-Mail Address: gknight@challengerbeamwear.com

3. ACKNOWLEDGEMENT OF ADDENDA

Acknowledge receipt of addenda for this invitation to bid, request for proposal, or request for qualification by signing and dating below. All addendums are hereby made a part of the bid or RFP documents to the same extent as though it were originally included therein. Proposers/Bidders should indicate their receipt of same in the appropriate blank listed herein. Failure to do so may subject vendor to disqualification.

ADDENDUM NO.	SIGNATURE AND PRINTED NAME	DATE ACKNOWLEDGED
RFP 17-11, #1	<i>Greg Knight</i> Greg Knight	3/24/17.

4. PRICING:

PROPOSALS SHALL NOT BE FAXED & SHALL BE SIGNED AND SEALED WHEN SUBMITTED

1.) Price Per Uniform (includes shirt, shorts, socks, & screen print): \$ 14.95 (NOT INCLUDING TAX)

Note: An estimate of 1,700 per fall/spring combined season for a total of approximately 3,400 uniforms if the City renews the purchase for the second term.

2.) Processing time from City order to shipment of items: 8-15 Calendar Days for each order

3.) **Do you want samples returned? YES NO (circle one)

**If yes, City will send via FedEx and charge Proposer's FedEx number: _____

4.) Price will increase % per uniform for term 2 of this purchase (Fall 2018, Spring 2019)

5.) List the location of manufacturing for the uniform: Vietnam and USA

6.) List the fiber content and place of origin: 100% Polyester, Vietnam and USA

7.) List any environmental, labor, or safety violations filed against your company: N/A

8.) Describe environmental best management practices: Please see next page.

Environmental Best Management Practices

Our company is an American company started by Ron Matsch who was raised in Rogers, Arkansas and graduated from Arkansas State University. His first job was working for Spaulding Racquetball Clubs nationwide. There, he noticed that, that while there were many options for physical activity for adults, at that time, there was no activity base for youth. So he created a national franchise called Discovery Zone, where children and their parents could get fun activity together. Once this was started, he began Challenger Sports, a soccer based company. He realized that soccer was a sport that all shapes and sizes could participate in and have fun while getting the much needed exercise they needed. In other words, physical fitness for youth has been Ron's top priority. This has led to the basic philosophy of the our company, 'to put smiles on kids faces'.

Challenger Sports and all of its divisions, including Challenger Teamwear is now the largest soccer company in the United States. It includes an in-house print and art department for the production and implementation of logos, sponsors, and numbers. This department also meets OSHA standards. Safety is priority, and in the 15 years of operation, no one has been hurt. It employs men and women equally at all skill levels as well as the disabled. We also employ work study students from the surrounding colleges to help them with job training. It is management's policy to help those who may not have had the best opportunities, to learn skills through on-the-job- training to get ahead within the company. Occasionally this has led to losing good employees as they progress in their careers based on what they have learned within the company. But this also allows for opportunities for others.

We use 100% nontoxic dyestuffs. They are 30% more costly than those made in by other companies but well worth the difference in cost since they offer no danger to children touching the surface of the garment and then putting their hand in their mouth.

All of our screen print ink is made in USA and is nontoxic.

Our polyester is made in high tech modern fabric mills using the latest in pollution control and safety standards. Under law, there is no child labor. The National government requires a high school diploma before a person can apply for a job.

Our cardboard uses projects that systematically replant trees to insure no permanent damage to the ecology.

Our factories are clean, modern, safe and high tech applying the latest equipment to insure that state of the art equipment and methods are used to produce quality merchandise.

5. DEBARMENT CERTIFICATION:

As an interested party on this project, you are required to provide debarment/suspension certification indicating in compliance with the below Federal Executive Order. Certification can be done by completing and signing this form.

Federal Executive Order (E.O.) 12549 "Debarment and Suspension" requires that all contractors receiving individual awards, using federal funds, and all sub-recipients certify that the organization and its principals are not debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any Federal department or agency from doing business with the Federal Government.

Signature certifies that neither you nor your principal is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency.

Questions regarding this form should be directed to the City of Fayetteville Purchasing Division.

NAME OF COMPANY: Challenger Teamwear

PHYSICAL ADDRESS: Challenger Teamwear

MAILING ADDRESS: 9263 Flint, Lenexa KS 66214

PRINTED NAME: Greg Knight

PHONE: 813 546 7340 FAX: 913 599 2928

E-MAIL: gknight@challengerteamwear.com

SIGNATURE: 

TITLE: Central USA Sales Director DATE: 3/31/17



City of Fayetteville, Arkansas
 RFP 17-11, Soccer Uniforms
 Submittal Analysis

	American Soccer Co dba Score Sports	Challenger Teamwear
Price per Uniform (includes shirt, shorts, socks, & 2 digit number screen print)	12.10 + 1.00 (Team Name) + 2.75 (Team Logo) = 15.85 for black/white	14.95 (16 Color)
Processing Time	Within 16 business days	8-15 Calendar Days
Price increase for term 2	0%	0%
Fiber content	Polyester/nylon from various sources woven @ SCORE	100% Polyester, Vietnam and USA