

**City of Fayetteville Staff Review Form**

**2015-0270**

**Legistar File ID**

**7/7/2015**

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

Alan Spann

5/29/2015

Parks & Recreation /  
Parks & Recreation Department

**Submitted By**

**Submitted Date**

**Division / Department**

**Action Recommendation:**

Parks and Recreation Staff recommends City Council award RFP 15-05 to Challenger Teamwear for \$23,000 for the purchasing of soccer uniforms for the fall 2015 and spring 2016 seasons at the cost of \$12.15 per uniform. The resolution includes an automatic renewal for the fall 2016 and spring 2017 seasons.

**Budget Impact:**

1010.5220.5200.05	Tournament Supplies/Awards																																										
Account Number	Fund																																										
n/a	Parks Development																																										
Project Number	Project Title																																										
<table border="0" style="width: 100%;"> <tr> <td style="width: 15%;"><b>Budgeted Item?</b></td> <td style="width: 15%;"><u>Yes</u></td> <td style="width: 30%;"></td> <td style="width: 10%;"></td> <td style="width: 10%;"></td> <td style="width: 20%;"></td> </tr> <tr> <td></td> <td></td> <td>Current Budget</td> <td>\$</td> <td></td> <td>67,752.00</td> </tr> <tr> <td></td> <td></td> <td>Funds Obligated</td> <td>\$</td> <td></td> <td>19,791.80</td> </tr> <tr> <td></td> <td></td> <td>Current Balance</td> <td>\$</td> <td></td> <td style="border: 1px solid black; color: orange;">47,960.20</td> </tr> <tr> <td><b>Does item have a cost?</b></td> <td><u>Yes</u></td> <td>Item Cost</td> <td>\$</td> <td></td> <td>23,000.00</td> </tr> <tr> <td><b>Budget Adjustment Attached?</b></td> <td><u>NA</u></td> <td>Budget Adjustment</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>Remaining Budget</td> <td>\$</td> <td></td> <td style="border: 1px solid black; color: orange;">24,960.20</td> </tr> </table>	<b>Budgeted Item?</b>	<u>Yes</u>							Current Budget	\$		67,752.00			Funds Obligated	\$		19,791.80			Current Balance	\$		47,960.20	<b>Does item have a cost?</b>	<u>Yes</u>	Item Cost	\$		23,000.00	<b>Budget Adjustment Attached?</b>	<u>NA</u>	Budget Adjustment						Remaining Budget	\$		24,960.20	
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V20140710

Previous Ordinance or Resolution # 118-13

Original Contract Number: \_\_\_\_\_

Approval Date: \_\_\_\_\_

Comments:

**MEETING OF JULY 7, 2015**

**TO:** Mayor and City Council

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

**FROM:** Alan Spann, Recreation Superintendent

**DATE:** May 29, 2015

**SUBJECT:** Resolution to approve the purchase of youth soccer uniforms from Challenger Teamwear in the amount of \$23,000 for the fall 2015 and the spring 2016 seasons.

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**RECOMMENDATION:**

Parks and Recreation Staff recommends City Council award RFP 15-05 to Challenger Teamwear for \$23,000 for the purchasing of soccer uniforms for the fall 2015 and spring 2016 seasons. The amount for the spring season depends on the number of children who enroll in the program. Allowing an amount for the spring season enables the children who register to play only in the spring season to have the same uniform design as the children who play in the fall season. The resolution includes an automatic renewal for the fall 2016 and spring 2017 seasons.

**BACKGROUND:**

One of the fastest growing recreation programs in America is youth soccer. Fayetteville Parks and Recreation's Soccer Program is no exception. This past fall, 1,489 youth participated and 1,599 youth participated this past spring. The City of Fayetteville operates one of the largest youth soccer programs in Arkansas.

**DISCUSSION:**

Currently, Fayetteville Parks and Recreation charges a registration fee ranging from \$50 to \$95 per participant, depending on age. Included in this registration fee is the price for uniforms, a secondary insurance fee, equipment, official's fees, and other expenses associated with the program. More specifically, Parks and Recreation budgets approximately \$16 per child for soccer uniforms. This includes a shirt, shorts, and a pair of soccer socks, along with the cost of printing for each sponsor's logo.

An RFP was released asking companies to submit possible uniforms for our program. The Selection Committee unanimously selected Challenger Teamwear.

Four companies submitted a proposal for the uniform purchase ranging in price from \$11.93 - \$14.75 per uniform set. The committee chose Challenger due to its high quality and durability at

a low cost of \$12.15. Challenger met all the qualifications as submitted on the RFP and has always provided good service to Parks and Recreation during previous years.

Detailed information on Challenger Teamwear can be found at <http://challengerteamwear.com/The-Teamwear-Difference/About-Us>. On their website, they discuss a little about their company, including how they are the only total soccer company in the United States. Their RFP response also discusses how all their uniforms are housed, separated, printed, packed, and shipped from one central location. According to page eight of their response, Challenger mentions their in-house print department meets all OSHA standards and in 35 years no employee has been hurt. Challenger employs men and women equally at all skill levels, as well as the disabled. Their management policy is 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.

**BUDGET/STAFF IMPACT:**

The 2015 Operational Budget includes \$23,000 for the purchase of Soccer Uniforms. This purchase will include an approximate total payment of \$23,000 for fall 2015 and spring 2016. These expense figures depend on the amount of participants who register to play. The resolution includes an automatic renewal for the fall 2016 and spring 2017 seasons.

**Attachments:**

Submittal Analysis  
Challenger RFP



	American Soccer Co dba Score Sports	Arkansas Screen Printing	Challenger Teamwear	Home Team Athletics	Wildheart Apparel LLC
Price per Uniform (includes shirt, shorts, socks, & screen Print	\$ 11.93	\$14.00/\$14.75	\$ 12.15	\$ 14.00	\$ 11.46
Processing Time	15-18 business days	12-16 calendar days	12-16 Calendar Days	N/A	10 Calendar Days
Price increase for term 2	0%	0%	0%	4%	0%
Location of manufacturing	Wilmington, CA	Mexico, Indonesia, USA	Vietnam and USA	Mt. Vernon, CA	Fayetteville, AR
Fiber content	Polyester/nylon from various sources woven @ SCORE	Polyester 100% Meico, Indonesia, USA	100% Polyester, Vietnam and USA	Moisture-wicking Polyester	Mexico, El Salvador, China
Environment, labor, safety violations	None	none	none	N/A	N/A
Best Management Practices	SCORE only uses organic ecofriendly dyes to color fabrics, insures safety of the wearer and reducing the potential pollutants from our mfg. process. Robust recycling program	Conforms and exceeds all government regulations Fully recycling program in effect and minimal energy consumption practices	see attached	N/A	N/A



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 15-05, Soccer Uniforms**

**DEADLINE: Wednesday, May 20, 2015 before 2:00:00 PM, local time**

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

**PURCHASING AGENT: Andrea Foren Rennie, CPPO, CPPB, [aforen@fayetteville-ar.gov](mailto:aforen@fayetteville-ar.gov)**

**DATE OF ISSUE AND ADVERTISEMENT: Thursday, April 30, 2015**

**REQUEST FOR PROPOSAL  
RFP 15-05, 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: [Signature] Date: 5/8/15



May 8, 2015

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	\$12.15 Youth	\$12.15 Adult	Page 21	Sizes – YXS-AXXL – 16 colors
Hopi Set	\$12.15 Youth	\$12.15 Adult	Page 20	Sizes – YXS-AXL – 16 colors
Pima Set	\$12.15 Youth	\$12.15 Adult	Page 18	Sizes – YXXS-AXL – 24 colors
Heartland Set	\$12.15 Youth	\$12.15 Adult	Page 12	Sizes – YXS-AXXL – 21 colors
Arizona Set	\$12.15 Youth	\$12.15 Adult	Page 13	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.
- Frisco Short – available in 10 colors
- Dakota Short – available in 11 colors
- Premiere Sock – available in 14 colors
- Shipping – all uniforms will be shipped UPS. We are 2 day ground Fed Ex from you – we ship from Kansas.
- Turnaround time On Large Main order – 12-16 days from date of order. Can be less - We can work with you if dates are provided.
- Turnaround time on additional orders 1-49 uniforms– 5 business days with ground shipping. Can be less - We can work with you if dates are provided.

### Qualifications

- Experience – Challenger has over 13 years of experience of providing Soccer uniforms direct to City soccer leagues.
- Challenger provides uniforms to over 1250 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.

## Proposed Method of Doing Work

- Ordering – easy to follow excel spreadsheet for ordering will be emailed.
- Order – order by team and we will separate and label by team for easy distribution.
- E mail confirmation – once order is placed within 24 hours e mail conformation will be sent to City contact.
- Tracking – once uniforms ship e mail tracking will be sent – we are a 2 day ground to ship to Fayetteville.
- Customer Service – City can contact Greg Knight any time with questions. In addition internal HQ support contact is provided.
- Uniform Fabric – is a 100% Polyester light weight moisture wicking yarn to allow air flow and breathability to keep the player cool and comfortable when playing.

## Past Performance

- Reference - City of Tallahassee , FL, Brian Smatt, 850 891 3837 – 1300 Uniform Sets
- Reference – City of Batesville, AR, Jeff Owens, 870 698 2527 – 400 Uniforms
- Reference – SABR, FL, Jennifer Bielec, 561 350 3310, 2300 Uniform Sets

## 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](http://www.thechallengerway.com) . Retail price \$79.00 – your price \$5.95 per coach!**

**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](mailto:gknight@challengersports.com)

Sincerely,



Greg Knight  
Regional Director  
Challenger Teamwear



City of Fayetteville  
RFP 15-05, 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: 13 HOW LONG IN PRESENT LOCATION: 8

TOTAL NUMBER OF CURRENT EMPLOYEES: 70 FULL TIME 100 PART TIME

NUMBER OF EMPLOYEES PLANNED FOR THIS CONTRACT: 2 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

Brian Smatt  
CONTACT PERSON

850 891 3837  
TELEPHONE

850 891 3850  
FAX NUMBER

Smatt@talgov.com  
E-MAIL ADDRESS

2. City of Batesville  
COMPANY NAME

Batesville AR 72501  
CITY, STATE, ZIP

Jett Owens  
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

Darko Bocevski  
CONTACT PERSON

407 703 1784  
TELEPHONE

407 703 1783  
FAX NUMBER

dbocevski@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 Director

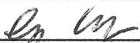
Phone#1 (cell preferred): 866 243 5862 Phone#2: 813 546 7340

E-Mail Address: gknight@challengerteamwear.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
N/A	 Greg Knight	5/8/15

**4. PRICING:**

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

1.) Price Per Uniform (includes shirt, shorts, socks, & screen print): \$ 12.15 (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: 12-16 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 0 % per uniform for term 2 of this purchase (Fall 2016, Spring 2017)

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: \_\_\_\_\_

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

**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.

## **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 35(?) 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.

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: 8263 Flint, Lenexa KS 66214

MAILING ADDRESS: 8263 Flint, Lenexa KS 66214

PRINTED NAME: Greg Knight

PHONE: 866 243 5862 FAX: 813 837 6722

E-MAIL: gknight @ challengerteamwear.com

SIGNATURE: 

TITLE: Central USA Director DATE: 3/8/15.