

QUESTIONS AND ANSWERS TO RFP 21-15

Can you please provide annual sales data for the past 2 complete years of your operation broken out by merchandise category (ie: New Textbooks, Used Textbooks, Rental Textbooks, e-books, clothing, logo gifts, etc....) - Listed below are totals broken down for 2021 YTD through January (income statement for February 2021 is not out yet) as well as 2020 & 2019:

2021 (YTD through January) -

Used Text Sales	181,498
New Text Sales	619,635
Digital Sales	37,115
Gen Books/Non-Emblem. Sales	12,200
Supplies Sales	45,382
Apparel Sales	153,471
Gifts Sales	34,935
Convenience/Grad Sales	140,311
Technology Sales	47,000
Book Rental Sales	240,298
Other Sales	6,138
Total Sales	1,517,983

2020 -

USED Text Sales	184,336
New Text Sales	676,226
Digital Sales	14,277
Gen Books/Non-Emblem. Sales	14,077
Supplies Sales	68,337
Apparel Sales	250,381
Gifts Sales	61,424
Convenience/Grad Sales	145,021
Technology Sales	50,763
Book Rental Sales	350,127
Total Sales	1,814,968

2019 -

Used Text Sales	180,577
New Text Sales	782,010
Digital Sales	217,554
Text Rental Sales	313,934
Trade Sales	12,378
Supplies Sales	75,047
Clothing Sales	228,328
Gifts Sales	61,001
Convenience Sales	154,600
Computers Sales	52,711
Total Sales	2,078,141

If the current year is a partial year, can you provide current year-to-date sales in the same format at my question #1 above - **Same as above**

In section 15.45 Optional Provided Services mentions an existing Team Store and On-Site Merchandise Plan

Can I schedule a visit to campus to see the Team Store

A video will be sent so all could see and dimensions will be provided.

Is there already a location identified for on-site merchandise? Can I visit campus to review any existing or potential locations?

No location has been identified. If interested propose what type of build-out you envision.