

## Pre Bid Conference Questions & Answers

Are there any revenue streams that are off the table through youth sports?  
Sponsorship, F & B, Fitness, etc.

There are no revenue streams off the table.

Is LYSA looking for a group who will come in, assume the operations of youth sports for your community with no long-term funding sources from the City of Lawton, is this the bottom-line goal?

Yes, it is the long-term plan, the contractor can be profitable if managed right.

Short-term, LYSA is willing to commit to helping.

What about adult sports?

It's not excluded but youth sports are the main goal.

Are interested parties allowed to take a tour of the facilities?

You are welcome to do a tour and can coordinate with LYSA to guide.

How many people on these committees have dealt with youth sports in the last 10-15 years?

There are a lot of members on the committee that have dealt with youth sports for many years and have participated in lots of programs all over Oklahoma.

They are also college athletes, former coaches, parents of athletes, and members who have business backgrounds.

Did LYSA visit Oklahoma City, Moore, and Norman to see how they operate on smaller budgets?

Committee did not visit every place all around the state, but visits were made to multiple other locations. There are members in the committee that have children and have visited other facilities. Plano, Texas was closer to what Lawton's model looked like and their model seems to work.

What does the first year look like? From the city and LYSA.

The city will help with the upkeep and maintaining the fields, its already budgeted and will be renegotiated after the first year. The goal is to transition all of this over to who is contracted to manage youth sports long term.

What is going to happen with Grandview and Eastside fields, it was said that on July 1st they are going to LPS to build an indoor soccer facility.

LPS and the City are currently under negotiations on both of those issues. LYSA has looked at what they are planning to build and it will definitely end up being an upgrade.

Is LPS on board 100%?

Yes, every time that LYSA has had a meeting with LPS and Shoemaker Center, they have been very supportive of this project.

How is the authority going to fund operational costs?

On the day-to-day operations LYSA will not commit any dollars. It will be through participation fees, gate fees, concessions, sponsors, etc.

Will the utilities be included in the first year?

Yes, but the end goal is that the contractor will take over in its entirety.

Is there a breakdown showing the utility costs?

Not at this time.

Can Historical Program Data be provided?

Yes, but the numbers are not going to be reflective of what it could be in the future and its potential. We will get the last 5 years put together.

Team Sideline Program/Software that is currently used by the city, how long will it be available to contractor? Can contractor use a different software?

Contractor would have access to Team Sideline the first year, it will be up to the upcoming contractor if they would like to continue using it and can use a different software if they chose to.

Will there be a transition period between the city employees that oversee youth sports currently and the new contractor?

Yes, the city understands that there needs to be a period of time to get everything transferred to the new contractor. This will be a partnership committing to making youth sports successful.

This idea was brought up 10 years ago, what has changed from 10 years ago?

We have new community leaders and feel like the time is now.

In the RFP, do we need to name the contractors for specific sports?

No, it is not required because it can change.

If you do include it in the proposal, put it in a separate category.

What about insurance?

Insurance will be provided by the Contractor

Will a percentage go to the city?

No and there are no franchise fees.

If the new contractor is not ready in time to sign up for youth football, can the city continue to oversee it?

Yes, if the new contractor has a football program, or any sport, currently and are ready from day one, they can do it. If they are not ready, the city has committed to continue to help.

Page 7 of RFP, why 20% variance from the proposal for net budget?

It is somewhat flexible; we don't want a proposed budget of \$50,000.00 and then come back after the first year and say it'll take \$5,000,000.

LYSA is looking for someone that can be fairly confident in their proposed budget.

Who will be responsible for cleaning up after events? Janitorial Staff?

LPS and LYSA are currently under negotiations for this.

It would be safe to say that the contractor will need to make sure that the facilities will be left the way it was prior to event.

Can the new contractor outsource facilities for sports that happen at the same time?

Yes, the contractor can coordinate the scheduling of sports that happen in the same season and outsource facilities, like the coliseum.

Will the contractor be allowed to charge gate entry fees?

As of this time, if the contractor puts on the event, yes, they can charge a gate fee.

# Youth Sports Program Breakdown

Sport	Division of Play	2022		2021		2020		2019		2018		2017		2016	
		Team	Players	Team	Players	Team	Players	Team	Players	Team	Players	Team	Players	Team	Players
Baseball	6U - Tee Ball, 8U - Coach Pitch, 10U - School, 10U - Elite and 12U - Open	39	506	0	0	0	0	50	750	47	611	41	533	43	568
Youth Softball	8U - Coach Pitch, 10U - School, 10U - Elite and 12U - Open	16	174	0	0	0	0	16	240	18	272	11	165	8	112
Basketball	6U - Jammin Juniors, 8U - School Boys, 8U - Elite Girls, 8U - School Boys, 8U - Elite Girls, 10U - School Boys, 10U - Elite Girls, 10U - School Boys, 10U - Elite Girls, 12U - Boys, 12U Girls, 14U Boys and 14U Girls	91	971	0	0	90	1170	86	1118	76	988	81	1053	73	949
Flag Football	6U and 8U	Fall Sport		14	171	0	0	18	250	18	190	10	106	-	-
Tackle Football	10U and 12U	Fall Sport		12	253	0	0	17	391	17	405	26	598	25	475
Volleyball	8U, 12U and 14U	Fall Sport		11	113	0	0	9	105	10	117	11	128	11	119

Flag football started in 2017