



Dr. Dan A. Sims, Superintendent

ACTION MEMORANDUM

TO: Bibb County Board of Education, Dr. Dan A. Sims, Superintendent

FROM: Kevin Grooms, Director of Athletics
Dr. Katika Lovett, Deputy Superintendent

SUBJECT: BSN Contract Approval and Ratification

Summary

The Bibb County School District (the “District”) seeks approval from the Bibb County Board of Education (“Board”) to ratify District expenditures with BSN Sports following the expiration of the previous contract and provide approval to the District to enter into a new contract with BSN Sports to last until the completion of the District solicitation process for sports and athletic goods.

Background

In May 2022, the Board approved a contract with BSN Sports to provide District schools with access to a catalog of athletic apparel and equipment. The approved contract provided for an initial term from June 1, 2022, through December 31, 2022, with two subsequent one-year terms which would automatically renew unless termination notice was given by the District.¹ Per the contract, the final term ended on December 31, 2024. There was no cap on spending authority stated in either the 2022 Board Action memo or the contract because District schools were empowered to purchase necessary athletic apparel and equipment directly from their own budgets on an ad hoc, decentralized basis.

While the District’s May 2022 Board Action Memo indicated that it was contracting with BSN Sports by utilizing the Omnia cooperative agreement number R201101, which is how the District satisfied its procurement requirements, the contract itself permitted schools to purchase through the approved Omnia cooperative agreement and also through a rebate program. It was unclear, however, that the Omnia Agreement pricing and participating in the rebate program were mutually exclusive.

¹ There was a discrepancy between the contract and the Board Action memo, the latter of which suggested there would be four renewal terms that would be presented to the Board each year for approval, while the contract itself was for one year with two optional renewal terms.



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As such, District schools were allowed to participate in the rebate program and earned rebates in the form of additional athletic goods and apparel at an approximate rate of 7 percent of the total amount spent by that school each year.

Due to the popularity of the BSN Sports catalog with District schools, school-level purchases grew each year of the contract, with total expenditures eventually exceeding the \$150,000.00 threshold for Board approval. A table showing the cumulative school expenditures each year of the contract and the amount of estimated rebates earned is below:

Year	Purchase Orders	7% Rebate
2022	118,552.67	8,298.69
2023	300,208.69	21,014.61
2024	381,788.91	26,725.22
2025	325,908.10	22,813.57
Total:	1,126,458.37	78,852.09

While the Board Action Memo did not establish a cap for spending authority under the contract due to the decentralized nature of school-level athletic purchasing, the District is requesting that the Board ratifies the purchases made under the contract that exceeded the \$150,000.00 threshold, which amounts to \$976,458.37 cumulatively over the four years, out of an abundance of caution. Additionally, the District has concluded that a solicitation for athletic goods and apparel suppliers may result in an easier and more beneficial contract for the District to utilize for its schools' needs going forward. In the meantime, however, the District would like to enter into a new contract with BSN Sports to cover the time between now and the completion of the District solicitation for athletic goods suppliers to ensure that schools are still able to purchase the equipment needed for the upcoming year.

If approved, the new contract with BSN Sports will be for one (1) year, beginning July 1, 2025, and will not exceed \$300,000.00.

Recommendation

It is recommended that the Bibb County Board of Education ratifies the prior expenditures with BSN Sports and authorizes a new contract with BSN Sports utilizing Omnia cooperative agreement number R201101 for one year, not to exceed \$300,000.00.



BIBB COUNTY SCHOOL DISTRICT

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Superintendent's Comments and Approval

Superintendent's Comments	Approved / Not Approved
Dr. Dan A. Sims	Approved