



BSN SPORTS

14460 Varsity Brands Way, Farmers Branch, TX 75244
800-527-7510 / 800-365-7653(fax)
bsnbid@bsnsports.com

COVER LETTER & EXECUTIVE SUMMARY

8/22/2025

Bibb County School District - Athletic Uniforms and Equipment RFP 26-007

Hello,

I am Frank White, Bid Specialist for BSN Sports LLC.

I will be the main contact for this Request for Proposal. My contact information is below:

Frank White, Bid Specialist: (800)527-7510 Email: bsnbid@bsnsports.com, Fax# (800)365-7653.
Address: 14460 Varsity Brands Way, Farmers Branch, TX 75244.

BSN Sports LLC would be a good partner with Bibb County School District for this RFP because we are currently a vendor that works with your schools athletic departments supplying uniforms and equipment. We look forward to continuing our business relationship with you school district.

Thank you,

Frank White
Bid Specialist
BSN SPORTS, LLC



BSN SPORTS™

COMPANY PROFILE AND RELEVANT EXPERIENCE

Since 1972 we've made it our mission to elevate the student-athlete experience. We do this by serving countless unsung heroes in their mission to help young athletes succeed on and off the field. These heroes are coaches, teachers, administrators, parents, and mentors. They are truly "The Heart of the Game." At BSN SPORTS, we strive to elevate the student experience and drive school spirit.

We provide them with deep expertise in every sport at every level from recreational youth leagues, to school teams, to the most elite club, select, and professional programs. We deliver them apparel and equipment from world's top brands. And we give them more time to focus on their athletes, while spending less time worrying about their gear.

BSN SPORTS can truly be the one-stop shop for all campus needs. We keep over \$130 Million in inventory in our warehouses and provide a nation-wide network of decoration facilities to help deliver orders in a timely manner. BSN SPORTS partners with over 700 manufacturers including Nike, Adidas, Under Armour and lululemon. Additionally, BSN SPORTS features the ability to facilitate Campus Branding and mascot creation/updating through VIP Branding.

With over 1300 Sales Professionals across the country, BSN SPORTS produced \$1.47 Billion in Sales in 2024.

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK&FIELD
STRENGTH&
FITNESS
WRESTLING
SPORTS MED
SPEED
AGILITY
SCOREBOARDS
BENCHES&BLEACHERS
COACHING
AQUATICS



BIBB COUNTY SCHOOL DISTRICT

BID TABULATION PAGE

Complete Pricing Information - We do not have a quantity of uniforms being purchased. However, our annual spend has been provided as an addendum. Please note that if we continue to purchase this amount base your responses to the prior year expense.	
Highest Rebate Offered to Bibb (Based off Expense Total).	Year 1: Total \$121,499 in promotional product allotment, approx. \$2,000 per year in cash meals purchased. Total % based on \$330,000 yearly spend = 37% Other years: Total \$87,000 per year in promotional product allocation, approx. \$2,000 per year in cash meals purchased. Total % based on \$330,000 yearly spend = 26% (this is a total of all promotional products outlined in attached NIKE/BSN SPORTS Reward Program)
Percentage Discount - District Wide	Nike Team Apparel/Stock Uniforms = 35% off Retail Price Nike Custom Uniforms = 30% off Retail Price BSN Products = 15% off Catalog Price BSN Catalog Branded Products = 10% off Catalog Price



NIKE/BSN SPORTS REWARD PROGRAM
FOR
BIBB COUNTY SCHOOL DISTRICT

BSN SPORTS ("BSN") is pleased to offer **Bibb County School District (Athletic Program)** the **NIKE/BSN SPORTS REWARDS PROGRAM** for the purchase and supply of athletic apparel and equipment for use by the school and its interscholastic programs.

BSN SPORTS Product Pricing: The school shall be able to purchase products at the following discounts:

-Nike Team Apparel/Stock Uniforms	35% off Retail Price
-Nike Custom Uniforms	30% off Retail Price
-BSN Products	15% off Catalog Price
-BSN Catalog Branded Products	10% off Catalog Price

All Custom Uniforms and Footwear will be priced separately. Custom apparel, decorated apparel and footwear from any other manufacturers offered by BSN SPORTS will be at team discount pricing.

Decoration charges are not included in the above discounts.

BSN SPORTS Products are identified in our catalog with a black star icon next to the product code.

BSN SPORTS catalog branded products are products distributed by BSN from a manufacturer such as Wilson, Spalding, Rawlings, etc.

Omnia Cooperative purchasing also available for county purchases when applicable.

My Team Shop: BSN SPORTS' online player pay site is recommended to be used by all varsity programs. All other programs including club sports and organizations will be encouraged to participate. All MTS sales including club and organizations will count towards rebate goals. My Team Shop products will be priced at 25% off Catalog/Retail prices.

Shipping: The Athletic Program will pay freight charges on all orders.

Product Rebate: Subject to the terms below, at the end of each school year of this agreement, the Athletic Program will receive a Product Rebate including selected products from BSN. The Product Rebate will be selected from a list of products provided by BSN and subject to availability at the time of order. Product Rebates are available after the requirements below are met and must be utilized during each school budget year. Product Rebates will be redeemed in May and June. A Product Rebate balance does not carry over from year to year. **Rebates only apply to orders placed under the terms and conditions of this agreement-including pricing.**

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
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WRESTLING
SPORTS MED
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AQUATICS



Annual Spending Level
\$125,000+

Annual Rebate Amount:
10% of annual spend in Nike, or other branded apparel or BSN equipment at catalog price.

\$75,000 - \$99,999

Annual Rebate Amount:
8% of annual spend in Nike, or other branded apparel or BSN equipment at catalog price.

\$50,000 - \$74,999

Annual Rebate Amount:
5% of annual spend in Nike, or other branded apparel or BSN equipment at catalog price.

\$25,000-\$49,999

Annual Rebate Amount:
3% of annual spend in Nike or other branded Apparel or BSN equipment at catalog price.

The maximum annual product rebate will be the amount above, inclusive of any manufacturer incentives. Any decoration or customization to rebate product is paid for by the Athletic Program.

Terms and Conditions: All purchases will be made through BSN SPORTS. Only products purchased through BSN will be eligible for the Product Rebate.

The School and Athletic Program must be current on all payment obligations to BSN to be eligible for the Product Rebate.

Nike/BSN Incentives:

- Nike/BSN will offer \$36,000 annual product allotment to be redeemed at retail prices on Nike product available in the Nike comp inventory. The County Athletic Director will manage and distribute Nike comp funds. Total value \$108,000 over 3 year term.
All Varsity programs will wear Nike gameday uniforms and coaching apparel.
- \$20,000 (at retail) Varsity Brands Branding product allotment signing bonus that can be spent at signing.
- \$12,000 (at retail) Annual product allotment for Middle School Programs. \$36,000 over 3 year agreement
- \$1,000 annual product sponsorship for Bibb County Kickoff Classic
- \$2,000 Awards sponsorship value in awards for the Bibsby Awards ceremony each spring.
- Catering Sponsorship of Media Nights for major high school sports. (max value of \$500 per event)
- Coaches Meeting meals two (2) times per year at Athletic Director discretion (max \$500 per event).
- State Championship T-Shirts for all players and coaches that win a State Championship.
- \$4,499 Dream seat package for Athletic Department. (1 couch, 2 chairs)
- \$500 (at retail) per year administrator product allotment for school principals. (\$3,000 per year, \$9,000 total for agreement)
- \$10,000 (at retail) product signing bonus, from BSN if signed by September 15, 2025.

FOOTBALL
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COACHING
AQUATICS



Term: The duration of this agreement is three (3) years from **Sept. 1, 2025 to June 30, 2028**("Term").

Acknowledged and Agreed to:

School Name

BSN SPORTS

Administration

Vice President

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
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ATTACHMENT A
Certification Letter

(Form must be completed and returned with bid.)

I certify that I have read and understand the terms and conditions herein. I further state that I am and/or my company is capable, able to, and will provide the requested product(s) and/or service(s) described herein. I am the owner or agent of the company stated below and am authorized and empowered to contract. By my signature on this RFQ, I/we guarantee and certify that all items included in my bid meet or exceed specifications.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a bid for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of State and Federal Law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of this RFQ and certify that I am authorized to sign this bid for the Contractor.

SUBMITTED BY Frank White DATE 8/27/2025

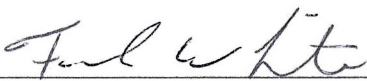
TITLE Bid Specialist EMAIL: bsnbid@bsnsports.com

COMPANY NAME BSN Sports, LLC

ADDRESS 14460 Varsity Brands Way CITY Farmers Branch ST TX ZIP 75244

TELEPHONE NUMBER 800-527-7510 FAX NUMBER 800-365-7653

COMPANY WEBSITE www.bsnsports.com

SIGNATURE 

DO YOU ACCEPT VISA? Yes

ADDITIONAL FEE IF PAYMENT MADE WITH VISA: no additional fee

BIBB COUNTY SCHOOL DISTRICT

ATTACHMENT B

Contractor Affidavit under O.C.G.A. § 13-10-91(b)(1)

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. § 13-10-91, stating affirmatively that the individual, firm or corporation which is engaged in the physical performance of services on behalf of Bibb County School District has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program, in accordance with the applicable provisions and deadlines established in O.C.G.A. § 13-10-91. Furthermore, the undersigned contractor will continue to use the federal work authorization program throughout the contract period and the undersigned contractor will contract for the physical performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the contractor with the information required by O.C.G.A. § 13-10-91(b). Contractor hereby attests that its federal work authorization user identification number and date of authorization are as follows:

1895187
Federal Work Authorization User Identification Number

9/29/2022
Date of Authorization

BSN Sports, LLC
Name of Contractor

26-007 Athletics Uniforms & Equipment
Name of Project

Name of Public Employer

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on August 19, 2025 in Dallas (city), TX (state).

Frank White
Signature of Authorized Officer or Agent

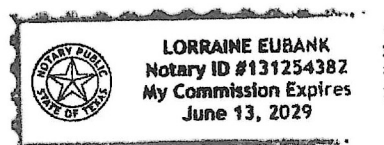
Frank White / Bid Specialist
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME
ON THIS THE 19 DAY OF August, 2025

Lorraine Eubank
NOTARY PUBLIC

My Commission Expires:

6/13/2029





02/26/2025

To Whom It May Concern,

The Following Individuals have the authority to sign Bids and Contracts for BSN Sports, LLC.

Chris Bloomfield	National Bid Director
Lyn Weiss	Senior Bid Specialist
Craig Mostaffa	Senior Bid Specialist
John Stafford	Senior Bid Specialist
Martin Vizcaya	Bid Specialist
Jonathan Anderson	Bid Specialist
Alicia Epaminondas	Bid Specialist
Frank White	Bid Specialist
Conchevia Collins	Bid Specialist
Katelyn Howard	Bid Specialist
Alex Martinez	Bid Specialist
Sherry Iqbal	Senior Bid Administrator
Lorraine Eubank	Bid Administrator
Endasha Brockman	Bid Admin./Bid Tab/ Customer Service Bid Specialist

Sincerely,

Terrence Babilla
Chief Operating Officer, President
BSN Sports



ATTACHMENT C

Certificate Regarding Debarment, Suspension, Ineligibility

(Form must be completed and returned with bid.)

The Bibb County School District is a recipient of Federal monies. As such we require that participating vendors not be debarred, suspended, ineligible or excluded from doing business with the Federal government or any agency thereof.

The prospective participant certifies, by submission of the bid, that neither it, nor its principals, is presently debarred, suspended, proposed for debarment, declared ineligible, or excluded from participation in this transaction by any Federal department or agency.

BSN Sports, LLC

Organization Name

Frank White / Bid Specialist

Name(s) and Title(s) of Authorized Representative(s)

Frank White

Signature(s)

8/27/2025

Date