



March 25, 2022

The purpose of this addendum is to modify the RFP documents only to the extent indicated herein. All other areas not changed or otherwise modified by other addenda shall remain in full force and effect. This addendum is hereby made an integral part of the original Project Documents.

The following questions have been asked.

1. We may need the City to sign an NDA regarding any security related questions. Is that an option?

Answer: Yes. However, cost data is required and noted in the documentation to the City Council and may be discussed during the Council meeting to approve contract award.

2. What was the approximate number of Programs/Classes you offered in 2021?

Answer: Around 700

3. How many TOTAL registrations did you receive for programs in 2021?

Answer: 36275 – This is a high number. During most of 2021, we required registration to attend all programs that otherwise would have been drop-ins. In 2019, we had 5293 registrations.

4. How many total registrations do you anticipate in 2022?

Answer: In 2019, we had about 5293. I think it is reasonable to expect a similar number, maybe 6000.

5. How many different physical Facilities/Fields do you manage Scheduling & Reservations for?

Answer: We have 11 locations for reservation with 53 various assets

6. How many Reservations did you have at these facilities in 2021?

Answer: 401. This does not count the reoccurring room reservations at the Riverfront Center. That would add another 300.

7. How many Reservations do you anticipate in 2022?

Answer: See answer #6.

8. How many different Membership types are offered annually?

Answer: 11 annual, 8 limited visit cards

9. The approximate number of overall members you expect to enroll in these Memberships in 2022?

Answer: 1500

10. Will you be using Memberships to record facility Check-Ins?

Answer: Yes

11. Approximately how many Teams? (across All Leagues)

Answer: We average around 55 teams a year.

12. Approximately how many Participants/Players? (across ALL Teams)

Answer: Approximately, 600 players

13. If you are using POS do you have a sense of the "raw" number of transactions you would process through it in 2022?

Answer: Based on 2019, about 45,000 "items" were processed through POS. If we assume there is an average of 4 items per transaction, that is 11,250 transactions.

14. What was your revenue run through your current software solution in 2021?

Answer: About \$446,515

15. What is your anticipated revenue for 2022?

Answer: Projected is \$467,700 for FY 22-23