Below are the vendor questions that were submitted prior to the deadline listed in the RFP. University responses follow each of the vendor questions. All vendors responding to the RFP must incorporate these items into their response. Failure to do so may disqualify the vendor.

Q1. List of Items, Schedule of Requirements, Scope of Work, Terms of Reference, Bill of Materials required.

   A1. All information regarding this bid is contained in the bid document on the Procurement Department Web Site http://www.umass.edu/procurement/bidsopen.htm.

Q2. Soft Copy of the Tender Document through email.

   A2. All information regarding this RFP is available on our web site (see answer to question 1 above). We do not send out this information through email.

Q3. Names of countries that will be eligible to participate in this tender.

   A3. Any counties that are not prevented by law.

Q4. Information about the Tendering Procedure and Guidelines

   A4. All information regarding this RFP is available on our web site (see answer to question 1 above).

Q5. Estimated Budget for this Purchase

   A5. Not Applicable

Q6. Any Extension of Bidding Deadline?

   A6. Not at this time.

Q7. Any Addendum or Pre Bid meeting Minutes?

   A7. We did not hold a Pre Bid Meeting. All Addendum are on our web site (see answer to question 1).
Q8. Does the total gross season ticket revenue numbers for the sports listed include any donation revenue? If not, what is the breakdown of donation revenue per sport?

A8. The gross revenue numbers do not include donation revenue. The only tickets which currently require a per-seat donation are football club level seats at Gillette Stadium. Club level ticket donation revenue for the past three years is as follows:

- 2012-13 = $38,850
- 2013-14 = $32,500
- 2014-15 = $33,600

Q9. Would the university allow the service provider to take stand-alone donations for athletics that are not directly tied to any ticket sold?

A9. Not in this fiscal year, but we are certainly willing to entertain this at a later time. For discussions sake, feel free to include preliminary revenue forecasts in this respect.

Q10. Can you please send the most current football schedule for the next five years that lists all future opponents and the breakdown of home football games each year on campus and at Gillette Stadium? Please also share any rates ticket decisions that have been made for future years.

A10. As an Independent team (with no conference affiliation) starting next year, our schedule will always be in flux, as far as solidified opponents and dates for now, this site encapsulates all public information
As of now, our strategy calls for ticket prices to rise each of the next 2 years, and will be evaluated thereafter.