

REQUEST FOR LEGISLATIVE ACTION

Version 6/10/19

Completed by County Counselor's Office:

Res/Ord No.: 20197

Sponsor(s): Tony Miller

Date: July 15, 2019

SUBJECT	<p>Action Requested <input type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Twelve Month Contract with Two Twelve Month Extensions for the Repurposing and Selling of Stadium Seats for use by Parks + Rec to Schneider Industries of St. Louis, MO under the terms and conditions of Request for Qualifications 24-19.</u></p>																												
BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td></td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td style="text-align: right;">\$</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input checked="" type="checkbox"/> No budget impact (no fiscal note required) – Vendor Pays County <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract: Department: _____ Estimated Use: _____</p> <p>Prior Year Budget (if applicable): _____ Prior Year Actual Amount Spent (if applicable): _____</p>	Amount authorized by this legislation this fiscal year:	\$	Amount previously authorized this fiscal year:		Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number:	\$																		
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PRIOR LEGISLATION	<p>Prior ordinances and (date): _____ Prior resolutions and (date): 20132 (April 1, 2019)</p>																												
CONTACT INFORMATION	<p>RLA drafted by (name, title, & phone): Katie Bartle, Senior Buyer, 816-881-3465</p>																												
REQUEST SUMMARY	<p>The County declared surplus approximately 30,000 stadium seats removed from Arrowhead Stadium. The surplus was approved with Resolution 20132. Pursuant to Section 1131 of the Jackson County Code, the Purchasing Department issued Request for Qualifications 24-19 seeking proposals for the repurposing and selling of the surplus seats.</p> <p>Thirty-one notifications were distributed, and three responses were received and evaluated as follows:</p> <table border="1" style="width:100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th rowspan="2">NO</th> <th rowspan="2">Respondent</th> <th>Responsiveness to RFQ</th> <th>Experience and Qualifications</th> <th>Proposed Method of Performance</th> <th>Total Score</th> </tr> <tr> <th>10 Points</th> <th>50 Points</th> <th>40 Points</th> <th>100 Points</th> </tr> </thead> <tbody> <tr> <td>1.0</td> <td>Schneider Industries St. Louis, MO</td> <td>9</td> <td>49</td> <td>36</td> <td>94</td> </tr> <tr> <td>2.0</td> <td>ProGraphs Riverside, MO</td> <td>9</td> <td>43</td> <td>34</td> <td>86</td> </tr> <tr> <td>3.0</td> <td>Miedema Asset Management Byron Center, MI</td> <td>9</td> <td>35</td> <td>30</td> <td>74</td> </tr> </tbody> </table> <p>The agreement with Schneider industries will provide the County with an upfront payment of \$75,000, followed by a 50% share of the net proceeds from all seats sold. Details are included in the attached Agreement and Proposal submitted by Schneider Industries. It is the intention of Parks + Rec to appropriate the initial \$75,000 to the General Fund to cover storage and moving costs incurred. The 50% share of seats sold will be appropriated to the Park Enterprise Fund (300) upon legislative approval.</p>	NO	Respondent	Responsiveness to RFQ	Experience and Qualifications	Proposed Method of Performance	Total Score	10 Points	50 Points	40 Points	100 Points	1.0	Schneider Industries St. Louis, MO	9	49	36	94	2.0	ProGraphs Riverside, MO	9	43	34	86	3.0	Miedema Asset Management Byron Center, MI	9	35	30	74
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	Pursuant to Sections 1131 and 1054.6 of the Jackson County Code, the Purchasing Department recommends the award of a Twelve Month Contract with Two Twelve Month Options to Extend for the Repurposing and Selling of Stadium Seats for Parks + Rec to Schneider Industries of St. Louis, MO under the terms and conditions of Request for Qualifications 24-19.	
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input checked="" type="checkbox"/> Business License Verified (Purchasing & Department) <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
COMPLIANCE	<input type="checkbox"/> MBE Goals <input type="checkbox"/> WBE Goals No Goals Assigned <input type="checkbox"/> VBE Goals	
ATTACHMENTS	Recommendation Memo from Parks + Rec, Evaluation Matrix, Service Agreement, Pertinent Pages of the Proposal submitted by Schneider Industries.	
REVIEW	Department Director:	Date: 7/10/19
	Finance (Budget Approval): If applicable	Date: 7/10/19
	Division Manager:	Date: 7/10/19
	County Counselor's Office:	Date: 7/11/19

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the _____ Fund in _____.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



JACKSON COUNTY
Parks + Rec

22807 Woods Chapel Road
Blue Springs, Missouri 64015
MakeYourDayHere.com

Michele Newman, Director
(816) 503-4800
Fax: (816) 795-1234

MEMORANDUM

TO: Katie Bartle, Senior Buyer

FROM: Michele Newman, Director Parks + Rec
Brian Nowotny, Deputy Director Park Operations

DATE: June 26, 2019; Updated July 11, 2019

SUBJECT: Request for Qualifications No. 24-19 Repurposing of Stadium Seats

Parks + Rec recommends award of a contract for Repurposing of Stadium Seat services under the above referenced RFQ to **Schneider Industries of St. Louis, Missouri**. The contract between Jackson County and Schneider Industries will come at no cost to the County while providing a new revenue opportunity.

On 05/28/2019 a total of three responses were received from interested vendors. Staff from Parks + Rec, Purchasing, the Legislative Auditor's Office, and the County Executive's Office formed a committee and reviewed each proposal and conducted in-person interviews on 06/12/2019. A committee made up from staff from Parks + Rec scored each responder proposal based on qualifications, experience, and proposed method of performance which is attached for your review.

Parks + Rec, working with the County Executive's Office, recommends all net proceeds, after expenses, be allocated to the Park Enterprise Fund to make all park playgrounds fully accessible, and other park improvements benefiting the citizens of Jackson County.

Thank you for your assistance, and please do not hesitate to contact me if you should have any questions.

Attachments: Evaluation Scoring Matrix
Schneider Proposal Submission



Frank White Jr., County Executive



REQUEST FOR QUALIFICATIONS 24-19

RFQ NAME: Repurposing of Stadium Seats

DEPARTMENT NAME: Parks + Rec

No	Respondent	Responsiveness to RFQ	Experience and Qualifications	Proposed Method of Performance	Total Score
		up to 10 Points	up to 50 Points	up to 40 Points	
1	Schneider Industries	9	49	36	94.0
2	Pro Graphs	9	43	34	86.0
3	Miedema Asset Management	9	35	30	74.0

COMMENTS:

Instructions:
Assign score according to point value (1 is lowest) for each criterion for each vendor.

ASSET DISPOSTION & SALE AGREEMENT
Arrowhead Stadium Seat Project
Jackson County, Missouri

This Agreement dated _____, 2019, by and between **Schneider Industries, Inc.**, (“SI”) and Jackson County, Missouri (“County”).

WITNESSETH, that, in consideration of the agreements contained herein and other good and valuable consideration, the receipt and sufficiency of such consideration each Party specifically acknowledges, the Parties agree as follows:

1. **Purpose of Agreement.** County is the owner of certain personal property, specifically used Arrowhead Stadium Seats and Related Parts (“Assets”) which have been removed from Arrowhead Stadium and are currently located in secured storage. County hereby engages SI as its exclusive agent to take possession of and sell all of the Assets. This agreement shall be for a period of twelve months, with the opportunity to extend the contract for two additional one-year periods, upon agreement of County and SI.

It is the general intent of the Parties to sell all of the Assets in one of the following categories:

- a. Reassembled Individual or Double Stadium Seats, in quantities to meet market demand as generally outlined on Exhibit A.
- b. Bulk Stadium Seat Assets, for either reuse at other stadiums or venues, in quantities that may be available after individual seat sales are maximized, or as memorabilia assets that may be enhanced to add purchaser interest and value, such as autographs, framing, or other enhancements.
- c. Recycling of Components, after all opportunities for reassembled, repurposed, and bulk sales are exhausted.

2. **Schneider Industries Responsibilities.** SI will manage a turn-key program to maximize return for County per Jackson County Request for Qualifications No. 24-19, SI’s proposal submission, and this Agreement. SI’s responsibilities shall include the following:

- a. Taking possession of the Assets from County, inventory of all Assets, delivery of Assets to SI’s secure location(s), and storage of the Assets for reassembly and repurposing operations
- b. Seat reassembly operations and fabrication for retail sales to the general public, offering a variety of seat options, including individual reconstructed seats, and bulk sale opportunities to other stadium and venue owners, or value-added third party subcontractors as approved by County.
- c. Recycling of surplus Asset components deemed by SI and County to be unusable/unsellable for other purposes noted above.

- d. Retail sales management, including marketing, sales, payment collections, public relations, customer services, website development and operation, and shipping and warranty of all items. SI to provide a local pick up location for the customer to take possession of their purchases at a reduce cost from a direct shipment. SI may, at its discretion, have a retail location locally. A retail sales location is not mandatory, but will be further explored and evaluated by the parties.

Jackson County residents shall have priority access to purchase Assets for no less than 24 hours before offerings to the general public. SI shall verify proof of residency by documentation such as verified addresses or paid property tax receipts. Retail sales shall be primarily online, with an option for local pick-up. One or more sample displays of reassembled seats shall be provided for one or more locations around Jackson County to be determined by the parties.

- e. Financial accounting, including reconciliation of all program expenditures and revenues, with written reporting provided to County on a monthly basis.
- f. SI shall secure and provide Performance and Payment Bonds to County in the amount of \$750,000 prior to taking possession of the Assets.
- g. SI shall comply with any merchandise licensing requirements as may be required by the Kansas City Chiefs or National Football League. Should licensing fees apply, which is highly unlikely based on the details of this sale, these fees would be paid by SI and subsequently included in the variable cost budget in Sec. 4 b.
- h. Should other vendors / individuals be found selling seats that were stolen or otherwise unaccounted for from the lot of seats removed from Arrowhead Stadium in 2019, the county will notify those parties to cease and desist such sale activities.

3. **Subcontractors.** SI, throughout the project, may utilize subcontractors in the performance of work and sales. S&S Seating, as noted in SI's submission, are approved subcontractors to this Agreement. SI may add additional subcontractors to the Agreement upon written approval from County.

4. **Fees, Expenses and Revenue Sharing for Sale of Assets**

- a. Guaranteed Fee to County. Upon mutual approval of the Agreement, SI will pay an initial guaranteed fee to County in the amount of \$75,000. This will be paid upfront at project commencement to cover County's start-up costs to secure the Assets.
- b. SI Fixed Expense Budget. SI shall develop and fund a not-to-exceed expense budget of \$95,000. Budget shall fund operational costs for all program start-up activities, including expenses for all transportation to SI's Indiana facility, transportation to local storage facilities, unloading, sorting, as well as storage in Indiana of all "critical material" which is approx. 6-7 trailers loads and local storage of "non-critical material" trailers, travel costs, advertising and marketing, website design, public relations, and miscellaneous supplies. Note – if additional material is needed to be relocated from local storage lot to SI's Indiana location – there will not be an additional charge above this budgeted amount.

In order to minimize expenses for local storage of “non-critical material”, and during initial sorting of components by SI, County and SI shall identify all damaged unusable/unsellable material and expedite immediate recycling of such materials. Further, after five months of contract execution, County and SI shall together evaluate remaining seat components, along with market conditions for sales potential for reassembled and bulk seats per Paragraph 1 of this Agreement, and determine need for recycling of any remaining unusable/unsellable materials.

- c. SI Variable Expense Budget. SI shall develop and fund a variable expense budget adequate to cover all as-needed expenses to repurpose and prepare Assets for sale, including all supplies, equipment, shipping, postage costs, and credit card fees as noted on Exhibit A.
 - d. Guaranteed Fees and Expense budgets will be paid entirely upfront by SI. SI shall be reimbursed for Fixed and Variable expenditures from Gross Revenues.
 - e. Performance and Payment Bonds to County in the amount of \$750,000 – SI shall procure this bond (and show evidence to County) at SI’s cost for a period of 12 months starting at contract execution, covering all seat components and payments to County. Should SI’s bond company cancel bond during the contract period, SI shall notify County and provide a replacement bond to cover the remaining contract period.
 - f. Revenue Sharing. SI and County shall share all net revenues for Asset sales with 50% of net sales to SI, and 50% of net sales to County. See Exhibit A for revenue sharing example and estimated Asset sales prices.
 - g. Proceeds from the sale of the Assets shall be paid by purchasers of the Assets directly to SI. Monthly, SI will present regular reports of accounting of the Sales Proceeds to County along with a check for 50% of net sales. Upon project completion SI will present a final reconciliation for County review. County reserves right to audit expenses, sales, and records of SI related to the performance of this Agreement at any time.
5. **Changes in Assets/Sites Conditions.** Prior to the implementation of program activities, County will advise SI of any change to storage site regarding overall condition or movement of any of the Assets, or any events or knowledge that would affect the value or hinder SI in the performance of this agreement to the best of their ability.
6. **Environmental Remediation.** SI shall have no obligation whatsoever to conduct any environmental remediation of the Assets.
7. **Advertising.** SI will advertise and promote the sale of the Assets in its usual and customary manner. County will review all marketing and advertising materials prior to implementation. County agrees to move in a timely fashion for approval or changes.

8. **Representations of County.** County represents and warrants to SI that, as of the date of this Agreement, the Assets are free and clear of all liens, encumbrances, security interests, adverse claims, mortgages, liabilities, pledges, conditional sale agreements, taxes, restrictions and charges of any kind and description (collectively referred to as “Liens”). SI shall accept responsibility for Assets and any and all licensing fees of the Kansas City Chiefs or National Football League as may be applicable.

9. **Authorization and Bill of Sale.** County represents to SI that all action has been taken and supplemental authorization received by County necessary to enter into this Agreement and to consummate the terms hereof.

10. **Binding Effect/Assignment.** This agreement is binding upon and will inure to the benefit of SI and County and their successors and assigns. Neither SI nor County may assign this Agreement without the prior written consent of the other.

11. **Entire Agreement.** This Agreement, along with Jackson County Request for Qualifications No. 24-19, and SI’s proposal submission, constitutes the entire Agreement between the Parties and supersedes all prior oral or written understanding and agreements. No changes of, modification of, or additions to this Agreement shall be valid unless the same shall be in writing and signed by County and SI.

12. **Survival.** All representations, warranties, and indemnifications contained in this Agreement will survive its termination.

13. **Insurance.** SI shall provide insurance covering all rented property and County property as required in Request for Qualifications No. 24-19.

14. **Notices.** Any notices referred to herein shall be made in writing and shall be deemed delivered (i) when hand delivered, (ii) or two days after being deposited in the U.S. mail, registered or certified, postage prepaid, addressed to the Parties at their respective addresses set forth below:

To SI: **Schneider Industries. Inc.**
Attn: Bruce M. Schneider - President
121 Hunter Avenue, Suite 204
St. Louis, MO 63124
Tel: 314-863-7711
bruce@schneiderind.com

To County: **Jackson County, Missouri**
Attn: Purchasing Department
415 E. 12th Street
Kansas City, MO 64106
Tel: 816-881-3465

With a copy to:

Jackson County Parks + Rec
Attn: Director
22807 Woods Chapel Road
Blue Springs, MO 64015
Tel: 816-503-4821

IN WITNESS WHEREOF, the undersigned Parties hereto have executed this Agreement, in duplicate, as of the date first above written.

SCHNEIDER INDUSTRIES, INC.

Signature: _____
Bruce M. Schneider, President

Jackson County, Missouri

By: _____
Name: Frank White, Jr.
Title: Jackson County Executive

APPROVED AS TO FORM:

County Counselor

ATTEST BY:

Mary Jo Spino, Clerk of the Legislature

Exhibit A
Reassembled Seat Program Pricing, Expense, and Revenue Projections

A. Overview: Unit Price for Four Types of Products: P1-P4 (price includes stand up brackets)

- **P1**-\$399 Double Seat with Arrowhead Logo end
- **P2**-\$319 Single Seat with Arrowhead Logo end
- **P3**-\$299 Double Seat with no logo end
- **P4**-\$199 for Single with no logo end
- **Bulk Seating** for Stadiums/Venues shall be offered on negotiated sale basis
- **Bulk Assets** for Memorabilia or value-added items shall be offered on a negotiated sale basis
- **Seat # Option for P1-P4 Assets** – Customers can request specific Seat #'s on seat backs for a \$20 up-charge. (customer receives random seat numbers otherwise)
- **Notes:**
 - SI estimates approximately 1600-1700 Logo Ends units for P1 & P2 seats may be available.
 - SI estimates approximately 20,000 units in total for P3 & P4 seats may be available.
 - Drop ship directly from SI's re-fabrication warehouse; shipping is an additional \$80-120 charge – paid by customer in addition to seat.
 - Seats also available for sale in Kansas City at designated pick-up point.
 - Pricing includes all necessary stand up brackets to create the finished product.

B. Variable Costs for Disposition of Seats from Arrowhead: P1 Product (Double Logo)

- SI Team proposes to sell approx *1,300 retail seat P1 units (at the price 399/unit) (**Note we have limited amount of logo ends available in storage...*)
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P1 product).....	\$399.00
-Cost of Seat Re-fabrication & Boxing.....	(\$24.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$81.00)
-Cost Selling, Reconcile, Admin, Cust. Service	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Net after Variable Costs:	\$263.00

C. Variable Costs for Disposition of Seats from Arrowhead: P2 Product (Single Logo)

- SI Team proposes to sell approx *300-400 retail seat P2 units (at the price 319/unit) (**Note we have limited amount of logo ends available in storage...*)
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P2 product).....	\$319.00
-Cost of Seat Re-fabrication & Boxing.....	(\$19.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$54.00)
-Cost Selling, Reconcile, Admin, Cust. Service	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$13.00)
-Net after Variable Costs:	\$217.00

D. Variable Costs for Disposition of Seats from Arrowhead: P3 (Double Generic No Logo)

- SI Team proposes to sell approx. 1000-3000 retail seat P3 units (at the price 299/unit)
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P3 product).....	\$299.00
-Cost of Seat Re-fabrication & Boxing.....	(\$24.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$81.00)
-Cost Selling, Reconcile, Admin, Cust. Service	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Net after Variable Costs:	\$163.00

E. Variable Costs for Disposition of Seats from Arrowhead: P4 Product (Single Generic

- SI Team proposes to sell approx. 500-1000 retail seat P1 units (at the price 399/unit)
- Below are the Variable costs PER UNIT SOLD. (This is our team’s cost only with no profit built in.)

-Seat Sale Price (P4 product).....	\$199.00
-Cost of Seat Re-fabrication & Boxing.....	(\$19.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$54.00)
-Cost Selling, Reconcile, Admin, Cust. Service	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Net after Variable Costs:	\$95.00

F. Example Returns of a “Retail Sale” After ALL Retail Sales Complete.

Total Example Gross Sales:

P1 at 1,300 units sold =	\$ 518,700
P2 at 350 unit sold =	\$ 111,650
P3 at 1000 units sold =	\$ 299,000
P4 at 500 units sold =	\$ 99,500
	\$1,028,850

Total Net after Variable Costs:

P1 at 1,300 units sold =	\$ 341,900
P2 at 350 unit sold =	\$ 75,950
P3 at 1000 units sold =	\$ 163,000
P4 at 500 units sold =	\$ 47,500
	\$ 628,350

Net Returns (After Fix Costs and Variable Costs Accounted)

Total Net after Variable Cost:	\$628,350
Less Fixed Cost Not-To-Exceed:	<u>\$ 95,000</u>
Net Return from Sale:	\$533,350
50% to SI Share:	\$266,675
50% to County Share:	\$266,675

Notes:

- This Example Return scenario does not include any projected revenue from Bulk Seat Sales or Recycling Sales which parties agree to pursue
- All expenses shall be documented, and SI only charges actual expenses incurred in conduct with the project.



SCHNEIDER INDUSTRIES

Global Investment Recovery Services

Asset Investment Recovery Program

For

Arrowhead Stadium Seats

Presented to: Jackson County, MO

PRESENTED BY



SCHNEIDER INDUSTRIES, INC.

314-863-7711 • WWW.SCHNEIDERIND.COM

121 Hunter Ave Suite 204, St. Louis MO 63124

Contact: Josh Bussman (VP of Investment Recovery)

314-863-7711, joshb@schneiderind.com

OFFICES IN USA, CANADA, & LATIN
AMERICA

In Partnership with:

S & S Seating, Inc

812-547-3162 - www.sandsseating.com

Offices in Troy, IN

May 15th, 2019

Ms. Katie Bartle
Senior Buyer, Jackson County, MO
415 E. 12th Street
Kansas City, MO 64106

RE: Proposal for Investment Recovery Program of Surplus Arrowhead Stadium Seats

Dear Katie:

Schneider Industries, Inc. of St. Louis, MO, in partnership with S&S Seating, Inc. of Indiana referred to as "SI TEAM" is proposing to manage a Complete Investment Recovery Program (IRP) of ALL the available surplus Seats from Arrowhead Stadium.

This is a turn-key management program designed to maximize the value of all surplus Seats while providing the highest quality service throughout the program in an open, inclusive, and fan friendly atmosphere.

Schneider Industries has been in business since 1993 and specializes in Asset Recovery Sale programs. Schneider has been involved in a number of Stadium Sale Events including: St. Louis Blues Hockey Arena (1994), Cardinals Busch Stadium (2005), Tigers Stadium (2007), Dallas Texas Stadium (2009), San Francisco Candlestick Park (2014) Atlanta GA Georgia Dome (2017) for ATL Falcons, Detroit Red Wings Joe Louis Arena (2017), Detroit Pistons Palace of Auburn Hills (2018). References included at the end of this proposal.

S&S Seating has been in business since 1996 and specializes in seat extraction operations and re-fabrication of used stadium seats for re-sale as memorabilia & used bulk commercial seating. S&S has been involved in almost every single stadium seat extraction operation in the last 20 years – over 17 in all. Larger projects listed here: Dodger Stadium (2005), Atlanta Fulton County Stadium (1996) US Cellular Field (New Comeriskey Park 2005), Milwaukee County Stadium (2000), RCA Dome (2008), Busch Stadium (2005), Tiger Stadium (2007), Texas Stadium (2009), Shea Stadium (2008), Giants Stadium (2010), Civic Arena (The Igloo, 2010), Candlestick Park (2014), Atlanta Falcons Georgia Dome (2017).

SI TEAM would manage a Turn-Key IRP program to Maximize Return Value for Jackson Co.

- Sale management including:
 - Inventorying and taking possession of all 27 Trailers worth of Stadium Seats
 - Seat re-construction operations & fabrication as a retail sale product – offering a variety of options for the retail customer / KC Chiefs fans.
 - Manage & fully execute all retail sales to Chiefs Fans AND Bulk Seats Sales to other Arenas, Stadiums, and Venues Also Recycling efforts, Scrap Salvage can be offered after all sale options exhausted
- Seat Sales and Payment collections, Marketing, PR, Advertising, customer service, E-Commerce website creation, Customer service phone number, Customer relations and we stand behind our product, full project management, guarantee of delivery to all approved purchasers, oversee shipping & reconciliation of funds.
- A dedicated website for seat sales (example www.buyarrowheadseats.com)
- SI Team to handle all shipping and fulfillment to customers
- Provide warehousing services for Jackson Co. – as needed.

The following proposal will outline in detail the steps SI would take to manage this Investment Recovery Program.

The project goals of our customized IRP program are as follows:

1. CONDUCT SALE EVENTS IN A FAN FRIENDLY, OPEN ATMOSPHERE THAT GIVES ALL BUYERS AN OPPORTUNITY TO PURCHASE SEATS.
2. MAXIMIZE DOLLAR RETURN BY TARGETING BOTH CHIEFS & ARROWHEAD STADIUM FANS
3. MANAGE ALL DETAILS OF THE SALE IN A SAFE AND CONTROLLED ENVIRONMENT WHILE WORKING UNDER JACKSON COUNTY DIRECTION AND THEIR FINAL APPROVALS.

Sincerely,

Josh Bussmann

VP, Schneider Industries

INVESTMENT RECOVERY PROGRAM MANAGEMENT Table of Contents

- I. Background & Experience of SI TEAM
 - A. Project Leader and Credentials: Josh Bussmann

- II. Recommended Course of Action: Sale Events
 - A. Retail Seat Liquidation Event
 - B. Bulk Seating Sale
 - C. Storage of Assets
 - D. Recycling and Scrapping

- III. Maximizing Value of Surplus Assets–
Marketing – Domestic and International

- IV. Project Management Operations Duties

- V. Time Frame for IRP Management

- VI. Fee structure for IRP Program
 - A. All Services: Fix Costs, Variable Costs, Fees
 - B. Net Return Projections to Jackson County

- VII. Attachments
 - A. References
 - B. Project Communication Documents: SAMPLES

I. Background and Experience of SI TEAM

Schneider Industries has partnered with S&S Seating (SI TEAM) to provide a team with the greatest experience and qualifications to complete a turn-key management program of stadium seats that have already been extracted from Arrowhead Stadium and are now in storage trailers. Schneider Industries has the most marketing, selling, and operational project management experience in Stadium liquidation events. S&S Seating has expertise and experience in stadium seat removal, refurbishing, and custom packaging for seat shipping as retail memorabilia – and bulk seats for re-use in other venues. We can confidently say that our team has the most experience and unique expertise in Stadium Liquidation Events of anyone in the world!

Our companies worked hand in hand at the Dallas Cowboys Texas Stadium, Atlanta Falcons Georgia Dome, Tiger Stadium Sale and also the St. Louis Cardinals Busch stadium projects – just to name a few. We will use Dallas Cowboys Texas Stadium, Atlanta Falcons GA Dome and St. Louis Cardinals Busch Stadium events as talking points in this proposal. The combination of Schneider Industries Stadium Asset Sales expertise and S&S Seating operations, fabrication, packaging, and fulfillment system – SI Team provides a complete solution to undertake these complex and highly unique projects.

As some background information on past projects and as they relate to this Jackson Co. disposition project -- the Dallas Cowboys disposition project took place in 2009 after the Stadium was closed. Schneider inventoried approx. 500 memorabilia items and 100's of equipment and salvage items that were sold in an on-line only auction. The seats were also a huge component and completely handled by our team. Seats were sold in a liquidation (not auction) – at a fixed price event and approx. 4500 sets (pairs) of seats sold. Seats were offered on delivery only as a direct pick up was too cumbersome and difficult for the customers. Also – it winds up being quite costly when you add up the labor, time needed and facility costs to allow for a direct pick up. There are also liability issues.

In all our projects – and how the Arrowhead project would work in our proposal -- Schneider Industries handled all the marketing and PR, conducted all the online and phone sales and handled customer service -- collected all the money, customer phone support, website creation, gathered all the addresses for shipping of seats. S&S Seating – handled all fulfillment -- extracted all the stadium seats, provided the customer stand up brackets and refurbishing (new nuts and bolts, etc.) so the seats are able to be sold as a finished memorabilia product that you can be proud to offer the loyal fan base of the Chiefs. The TX Stadium project was very successful, and the Cowboys were a pleased client.

As another example --the Busch Stadium Assets disposition project took place after the 2005 baseball season. Soon after the last pitch was thrown at Busch in September 2005, the SI TEAM jumped into action to capitalize on the emotion of the stadium closure. There was a 3-week timeframe to remove all the over 5000 memorabilia & support items, and 15,000 saleable pairs of stadium seats before demolition could take place. Stadium seats were sold over a 12-month timeframe and all sold during the final season prior to removal. The seats were removed and shipped direct from the stadium. Memorabilia and support items were removed and stored at a warehouse for later pick-up/delivery after auctions sales. Schneider once again handled all the selling duties and S&S handled the seat removal_and_fulfilment_operations.

Schneider Industries and S & S Seating worked in close communication for a smooth process, despite the short time frame at Busch Stadium. The Cardinal organization was very pleased with the management of the project, the financial results, and most of all, the manner in which the events were presented to the Cardinal fans in St. Louis and around the world. The sale events were open to people over the phone, in person, and on the Internet to allow all fans the opportunity to purchase a piece of old Busch.

Project Leader for SI TEAM on Arrowhead Stadium Project:

Our project leader will be Mr. Josh Bussmann, Vice President for Schneider Industries. Mr. Bussmann handled all the operations for the Atlanta Falcons Georgia Dome, Joe Louis Arena in Detroit, Palace of Auburn Hills in Detroit, Texas Stadium, Detroit Tiger Stadium, Cardinals Busch Stadium sales. His responsibilities included everything from the creation of sale catalogs to advertising campaigns, PR, to the operations of sales, websites, and customer service with fans and bidders. Mr. Bussmann has worked for the last 17 years at Schneider Industries and has been involved in hundreds of auctions and liquidation sales. He is very qualified in the auction industry, and, furthermore, has the unique stadium liquidation experience pertinent to this Arrowhead Seat Sale project that few others in the world could claim.

Sampling_of_Projects_&_Media_Response:

Tiger Stadium Sale

Tiger Stadium Relics Sold at Auction

October 2007

Fans shell out big bucks for relics from doomed Tiger Stadium.

Rarely are rusted and jammed turnstiles, defunct hot dog rollers and heavily stained trough-style urinals the stuff of bidding wars. That is, unless they were fixtures in one of sports' most revered venues.



Such is the latest in a series of oddities that have surrounded Detroit's Tiger Stadium during the eight years since its closing after the final home game of 1999. The ballpark has been transformed into a film set, acting as historic Yankee Stadium in the movie "It's a Wonderful Life."

It has served as a performance venue for Snoop Dogg, and it has been targeted by crooks who allegedly repeatedly greased a security guard with \$20 bills to gain uninhibited access.

Now much of Tiger Stadium - which was renovated from wood to concrete and steel in 1912 - has been sold piece by piece, however begrimed. The month-long auction, which ended in October, attracted thousands of bidders, far exceeding even the auctioneer's expectations.

"It's going very well," Dan Rosenthal, chief operating officer of Schneider Industries, which recently ran the online auction of more than 700 items that effectively gutted the historic ballpark, save the foul pole, an intimately in-play cantina's signage and the outdoor scoreboard, said five weeks into the sale. Midway through the auction, popular demand dictated that Rosenthal add another 30 items - most of them urinals. "I would have never thought about that, but the fans want them," he said. "Give the people what they want."

The auction saw fans buy all kinds of nontraditional memorabilia, including a batter's-box stool, cement-encased base pads and football down markers (leftovers from when the Detroit Lions called the stadium home). More historically significant objects included Al Kaline's locker stuffer's duffel bags and the door to the press booth.



Seat Sale Example (Retail & Bulk)



GENERAL PUBLIC SALE ON-GOING!

SALE #1: SEALED BID SALE ALL GEORGIA DOME FACILITY ASSETS AND EQUIPMENT

SALE #2: BULK SEAT SALE SEAT ORDERS OF 50-10,000

INSPECTION BY APPOINTMENT ONLY

#1 SEALED BID SALE

#2 BULK SEAT SALE



Below is some additional background history and experience of our team:

1) Schneider Industries, Inc.

A) History

- Founded in 1993 in St. Louis, MO
- Core business consists of industrial equipment and real estate auctions around North America: Onsite and Online
- Offices in USA, Canada, Mexico, Europe
- SI Completes approximately 50 major sale projects /year
- Major Clients include: St. Louis Cardinals, Anheuser-Busch, Emerson Electric, Nestle Purina, General Mills, to name a few.

B) Stadium Liquidation/Auction Experience

ST. LOUIS HOCKEY ARENA

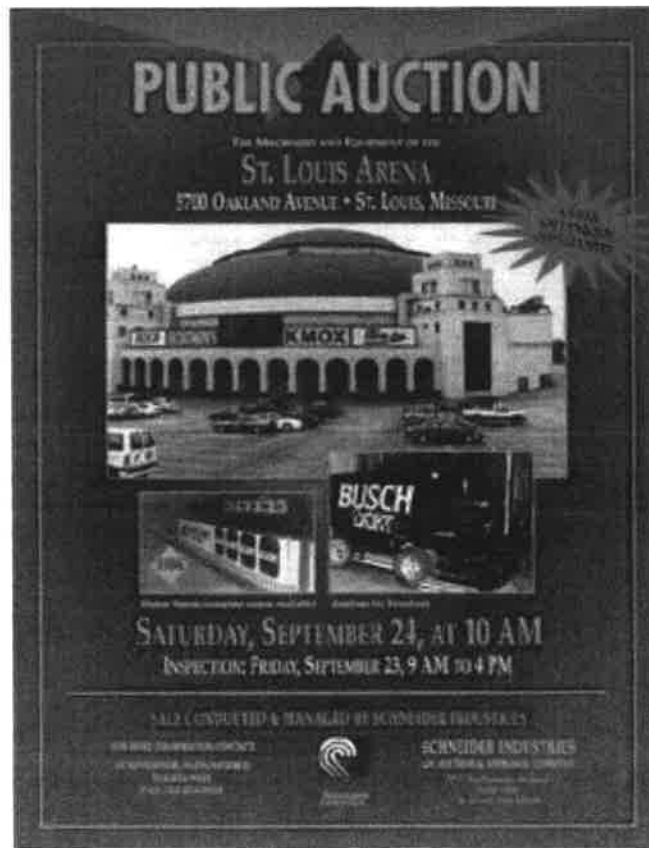
Location: St. Louis, Missouri

Type of Sale: Auction Sale

Number of Items Sold: 11,000 (includes stadium seats, memorabilia, and support items)

Description: Held auction of items in this St. Louis landmark scheduled for demolition due to new venue built in St. Louis.

Items Sold: Arena Seats, Scoreboards, Spotlights, Zamboni Machine, Sound Systems, Boards, plus much more.



ST. LOUIS CARDINAL BUSCH STADIUM

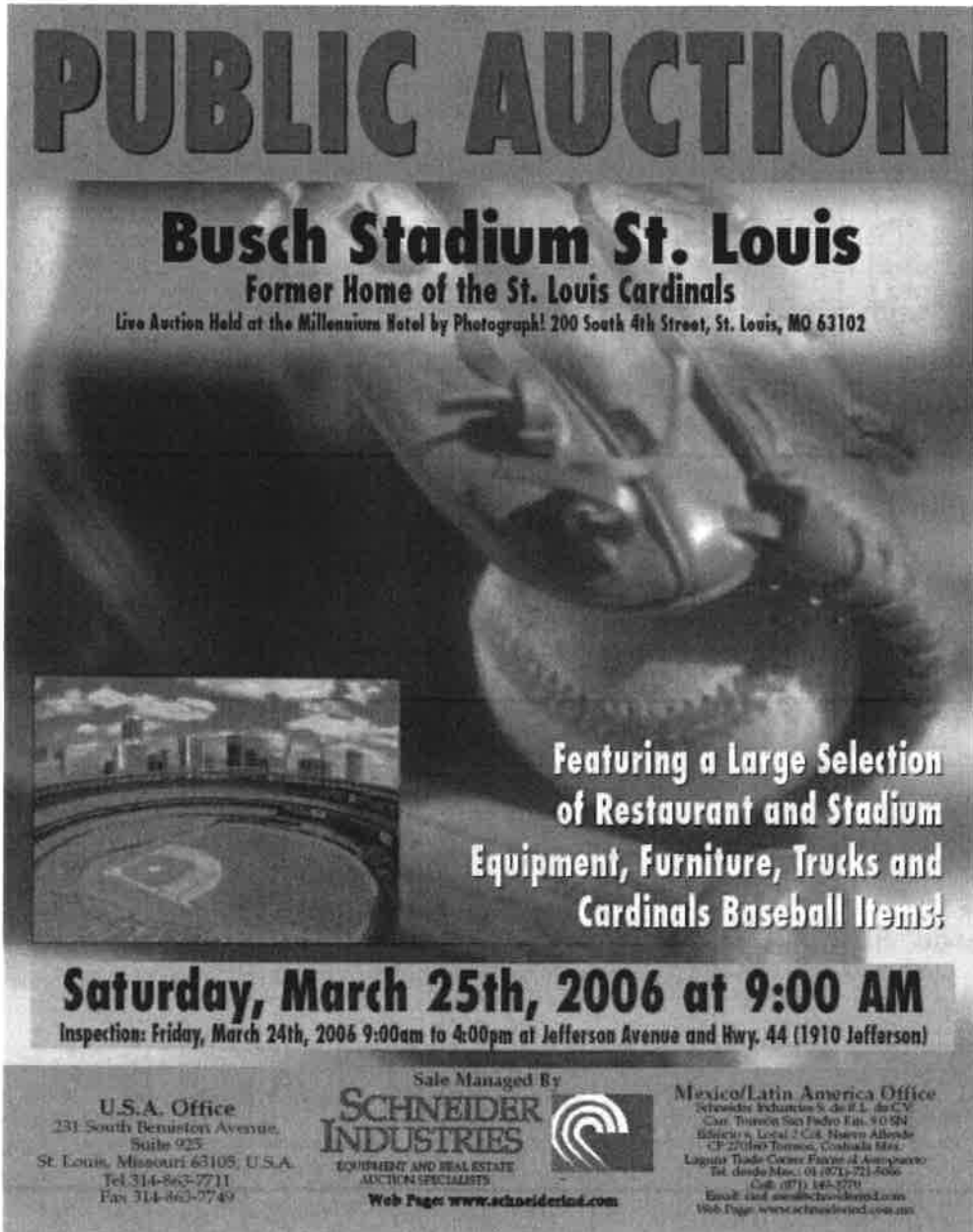
Location: St. Louis, Missouri

Type of Sale: 3 **Sale events:** Auction Sale, Sealed Bid Sale, Tag Sale Event

Number of Items Sold: Over 5000 memorabilia/support items & 15,000 pairs of seats

Description: SI marketed and sold all items in the Old Busch stadium. SI managed the sale, removal of memorabilia/support items, delivery to buyers.

Items Sold: Memorabilia, Signage; Support equipment including Lights and Sound System; Game used Memorabilia including: lockers, bases, balls and bats.




PUBLIC AUCTION

Busch Stadium St. Louis

Former Home of the St. Louis Cardinals

Live Auction Held at the Millennium Hotel by Photograph! 200 South 4th Street, St. Louis, MO 63102




**Featuring a Large Selection
of Restaurant and Stadium
Equipment, Furniture, Trucks and
Cardinals Baseball Items!**

Saturday, March 25th, 2006 at 9:00 AM

Inspection: Friday, March 24th, 2006 9:00am to 4:00pm at Jefferson Avenue and Hwy. 44 (1910 Jefferson)

U.S.A. Office
231 South Benarosa Avenue,
Suite 925
St. Louis, Missouri 63105, U.S.A.
Tel: 314-863-7711
Fax: 314-863-7749

Sale Managed By



**SCHNEIDER
INDUSTRIES**
EQUIPMENT AND REAL ESTATE
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CP 27010 Toluca, Coahuila Mex.
Laguna Trade Center Plaza El Aeropuerto
Tel. desde Mex.: 01 (871) 721-5006
Cell: (871) 146-5770
Email: saad@schneiderind.com
Web Page: www.schneiderind.com.mx

BUSCH STADIUM ST. LOUIS

Featuring a Large Selection of Restaurant and Stadium Equipment, Furniture, Trucks and Cardinals Baseball Items!



2 www.schneiderind.com

SCHNEIDER INDUSTRIES
EQUIPMENT AND REAL ESTATE AUCTION SPECIALISTS

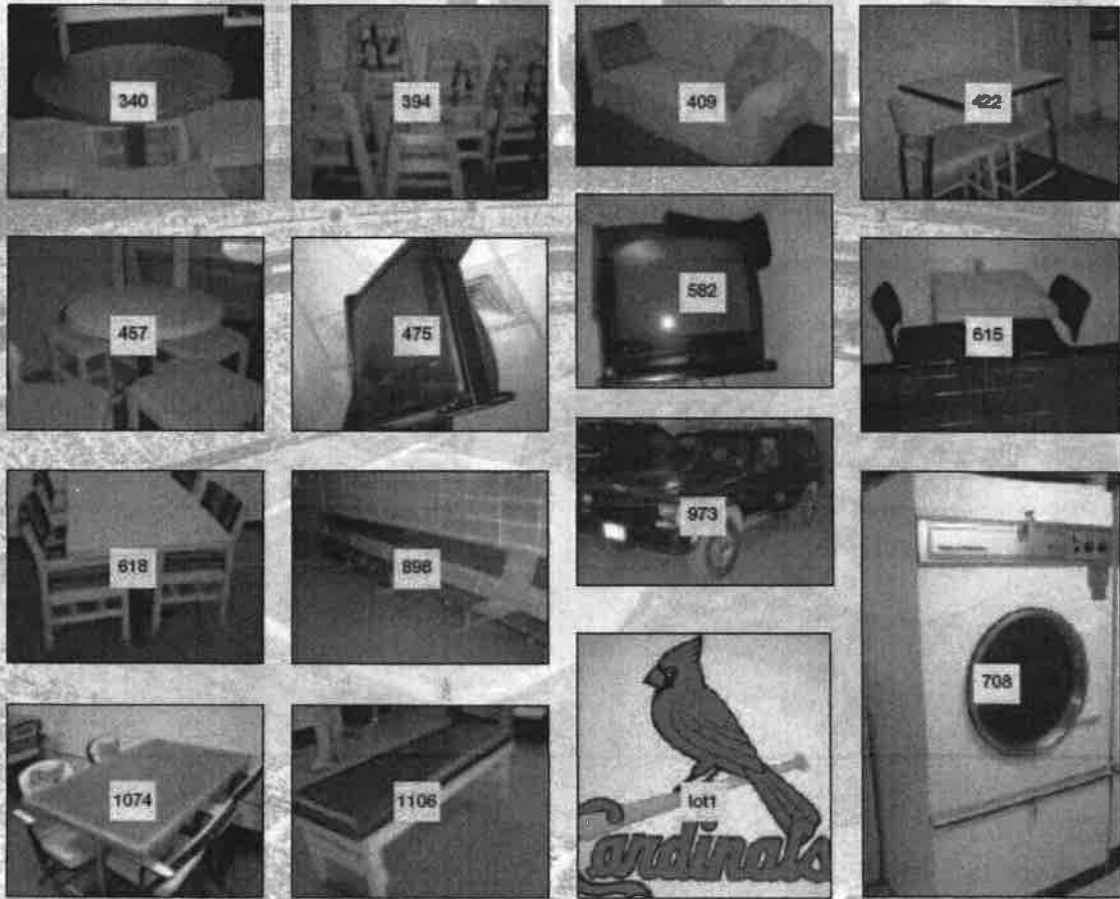


BidSpotter.com

Can't Attend?
Bid live on the Internet.

Former Home of the St. Louis Cardinals

Featuring a Large Selection of Restaurant and Stadium Equipment, Furniture, Trucks and Cardinals Baseball Items!



Payment Terms
 Payment by cashier's check, company check, cash or wire transfer following the sale. A 10% buyers' premium will apply. No items can leave lot until paid with cleared funds. Sales tax will apply where applicable. An additional 3% charge will be added to Internet purchases.

Terms and Conditions
 Neither the auctioneer nor the seller are responsible for correct description, authenticity, genuineness of, or defect in, any lot and make no warranties expressed or implied. Items are being sold "as is — where is" without recourse of any kind. Buyers are responsible for removal.

Directions to Millennium Hotel
 200 South 4th Street, St. Louis, MO 63102
 (Across the street from Busch Stadium).



Can't Attend?
 Bid live on the Internet.

SCHNEIDER INDUSTRIES
 EQUIPMENT AND REAL ESTATE



FOR MORE INFORMATION, CALL 314-843-7711
 Visit our website at www.schneiderind.com

SEALED BID SALE

Busch Stadium St. Louis

Home of the St. Louis Cardinals Baseball Organization

Furniture,
Fixtures,
Baseball and
Stadium
Support
Equipment

NO
Memorabilia
Will Be
Offered at
This Event!

Memorabilia
to Be
Offered
at a Later
Date!

**Inspection: Tuesday, August 9th and Wednesday, August 10th, 2005
(By Appointment Only)**

<p>U.S.A. Office 231 South Brentwood Avenue, Suite 925 St. Louis, Missouri 63105 U.S.A. Tel 314-867-7711 Fax 314-863-7749</p>	<p>Sale Managed By</p> <p>SCHNEIDER INDUSTRIES</p> <p>AN AUCTION COMPANY</p> <p>Web Page: www.schneiderind.com</p> 	<p>Mexico/Latin America Office Schneider Industries S de RL de CV Carre. Torreon San Pedro Km 9.05N Edificio Local 23 of Nuevo Alameda CP 27160 Torreon, Coahuila Mex Licencia Traductores Federales de Mexico Tel. desde Mex. (01) 271-721-5956 Cell: (877) 189-3770 Email: indmex@schneiderind.com Web Page: www.schneiderind.com.mx</p>
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ADDITIONAL STADIUM PROJECTS:

Joe Louis Hockey Arena Memorabilia On-Line Auction.
Bidding: Dec 9th - 16th.

Sign up to bid

Schneider Industries
Joe Louis Auction
Timed Online Auction
Ends from Dec 16, 2017 9am CST
View auction details v

Click here for important info before bidding

There are 804 item(s) within this sale

Sort by Lot Number

List Grid

Lots per page | 60 | 120 | 240

Page 1 of 4



Octopus, 10 ft. w x 10 ft. w x 8 ft. h. ;
Located in: Main Concourse ***Note from Auctioneer***

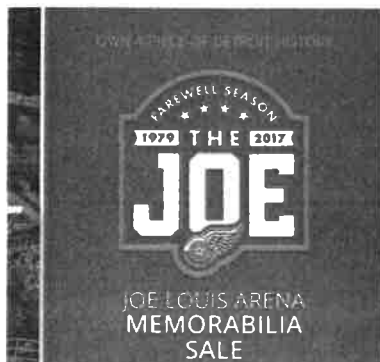
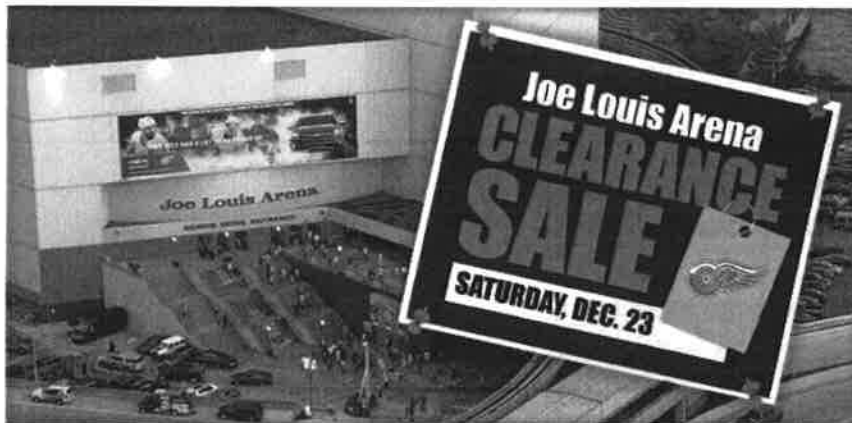
Lot 1
Octopus, 10 ft. w x 10 ft. w x 8 ft. h. ;
Located in: Main Concourse ***Note from Auctioneer***This lot will include a
*Farewell Season at the J...

More details

Bidding opens 9 Dec
Current bid: None
Opening bid: 25 USD

★ Watch list

Bid





**SALE #1: SEALED BID SALE
ALL GEORGIA DOME FACILITY
ASSETS AND EQUIPMENT**

**SALE #2: BULK SEAT SALE
SEAT ORDERS OF 50-10,000**

INSPECTION BY APPOINTMENT ONLY

#1 SEALED BID SALE



#2 BULK SEAT SALE





Certificate of Authenticity



This Texas Stadium seat was removed from Texas Stadium for you the second week of September 2009. This was the very last activity at the stadium prior to the City of Irving awarding the implosion contract.

This great stadium and its rich history and tradition, was imploded on April 11, 2010.

Your seat is a true part of the 38-year history of "America's Team" at Texas Stadium!

Chris Gordon, Winning bidder for the City of Irving Texas Stadium 25,000 seat auction.

2) S&S Seating

A) History

- S& S Seating founded in 1996 in Indiana.
- Core business consists of complete management of stadium seat removal, seat refurbishing, custom packaging for seats and delivery.

B) Stadium Liquidation Experience

Past projects include:

S&S Seating has have effectively provided seat removal and shipping for the following stadiums (not a complete list):

- St. Louis Cardinals Busch Stadium – 15,000 pairs sold at \$495/ pair
- Philadelphia Veterans Stadium - 14,000 pairs sold at \$280/pair
- Chicago Soldier Field – 8000 pairs sold at \$200/pair
- Chicago White Sox Stadium, COMISKY PARK – 2000 pairs sold at \$490/pair
- Los Angeles Dodger Stadium – 8,000 pairs sold at \$250/ pair
- Memorial Stadium (Baltimore)– 5000 pairs sold at \$200/pairs
- Milwaukee Brewers County Stadium (MILWAUKEE)– 5000 pairs sold at \$500/ pair
- Cowboys Texas STADIUM– 4,500 pairs sold at \$500/pair
- Tiger Stadium (DETROIT)– 3000 pairs sold at \$300/pair
- Georgia Dome (ATLANTA)– 1250 pairs sold at \$400/pair
- Shea Stadium (NYC)– 12,000 pairs sold at \$600/pair
- Mellon Arena in (Pittsburg) – 2500 pairs sold at \$495

S&S Seating has a proven system, which we have perfected over the last twenty years at multiple large-scale stadiums around the country. We are confident that it is in the County's best interest to utilize our SI Team regarding asset recovery. We have specialized knowledge and experience to maximize your revenue and increase fan satisfaction with the recovery, selling, and shipping of the seats.

Below is some information and pictures of the Busch Stadium Seat Sale of 15,000 pairs of seats, as well pertinent information on some other past Stadium Seat projects. Also see the removal, packaging, and shipping operation, that took place direct from the Busch stadium.

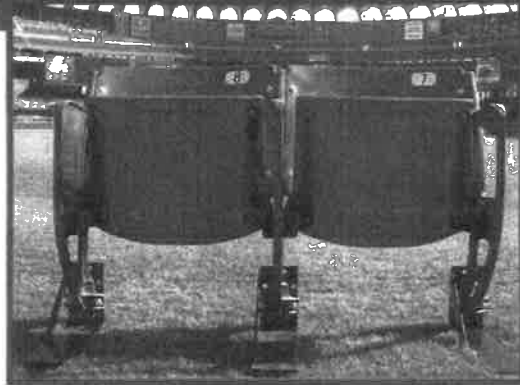
Removal Deadlines:

Our Team has proven to be a partnership that has consistently met every deadline given to us in all past stadium-seat removals. The original contract with the Cardinals provided 21 days to remove and ship the seats, however, one week before the removal began the timetable was reduced to 19 days. We effectively adjusted to the new timetable and actually completed the project in 17 days (2 days under budget!). We were able to turn the entire stadium over to the demolition contractor 17 days after we began. In addition, we

effectively coordinated with the demolition contractor, removing specific sections in the stadium first, so they could jump start their project as well.

Brochure for Cardinal Stadium Seat Sale

Purchase authentic,
game used seats from Busch
Stadium, where you've enjoyed
so many great moments in
Cardinals history.



\$470 per pair

Price Includes:
Shipping nationwide,
mounting bracket,
hardware and
assembly instructions.



**Sold Only
In Pairs**

Seats will arrive
within 4 weeks
of the end of the
2005 season.

Purchase at:

stlcardinals.com • 314-421-2400

Seats will go on sale starting
at 9 AM on Saturday, April 16th.

LIMITED QUANTITY AVAILABLE

**The Final Season In Our Home...
The First Of Many Seasons
In Your Home**

Stadium Seat Removal and Shipping operations from Busch Stadium

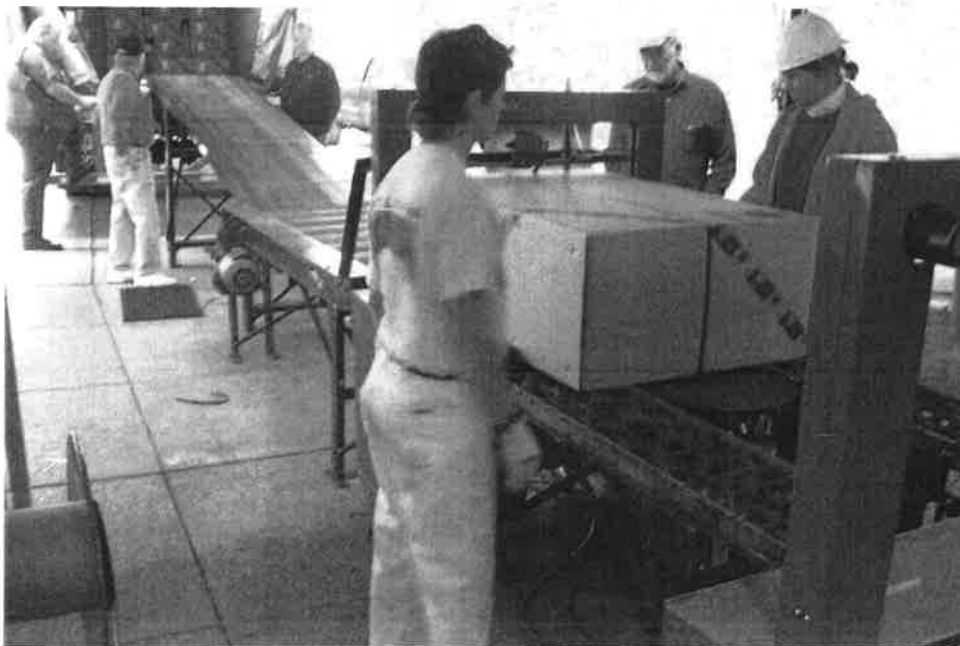


Our team has developed a proprietary system for removing, boxing, and shipping on-site to reduce costs from warehouse and efficiently & quickly deliver seats to fans with an average of 0.5% breakage.





In St. Louis we were able to box and ship over 1,200 double seats each day.



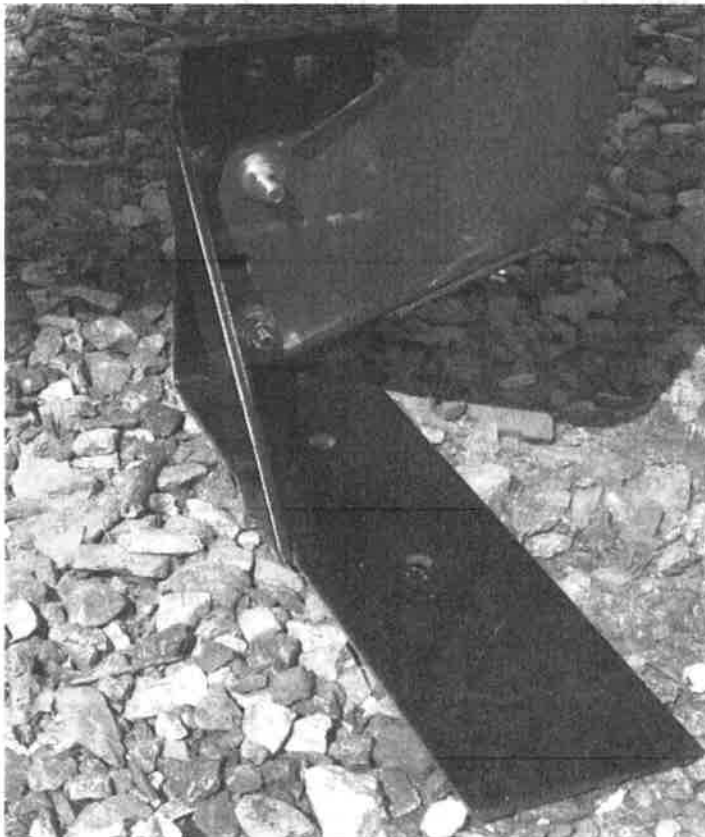
Seat Removal:

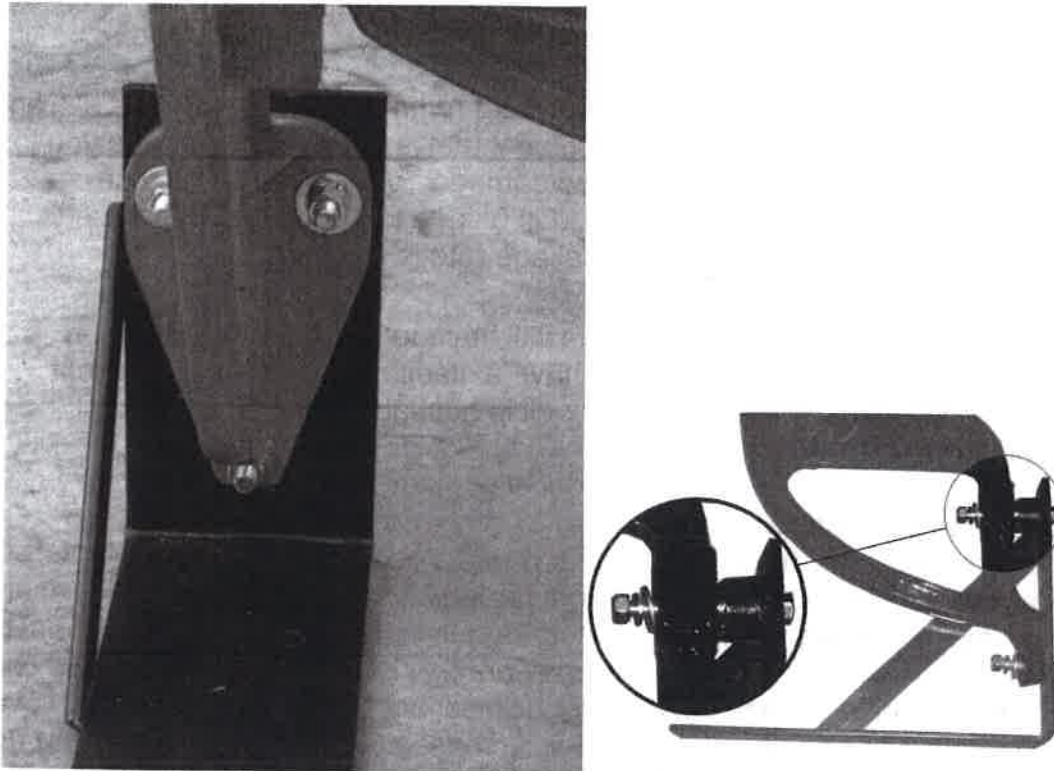
Seat removal is not a demolition job. Seat removal is a memorabilia salvage project. Care must be given to each seat that is removed; otherwise you lose tremendous revenue with scratched/damaged/broken seats. We use customized equipment and techniques unique to our area of expertise to minimize breakage; in fact our breakage rate is around 0.5%.

To maximize the amount of sets we will have to sell, the seats must be removed in specific patterns. You have a stadium full of seats that must be mapped out one seat at a time well in advance long before the first seat is removed.

Bracket Fabrication:

Stadium seats will not stand up after removal without a custom designed bracket. The seats, as with many other stadiums, have at least 3 different bolt patterns to the seat fittings. Therefore, a universal bracket must be fabricated to fit the Arrowhead seats. A universal bracket is very important to keep costs down. If a universal bracket was not utilized, separate brackets would have to be matched to necessary seat which increase costs and possibility of human error during packaging. **See below for pictures of proprietary brackets:**





- ***Universal Bracket will fit all seats to come out of Arrowhead Stadium***
- ***Powder-coated, includes nuts and bolts for easy assembly.***
- ***No need to attach to floor, stands alone, made for full usage.***
- ***Have holes to secure to floor if desired.***

Shipping:

We have developed a proprietary system for removing, boxing, and shipping on-site. This eliminates thousands of fans coming to the job site to pick up their seats and the costly job of storing at a warehouse. It also allows for tighter control of the seats, virtually eliminating theft and damage. We also have a strategic alliance with FedEx and developed a customized shipping container in their lab that is able to handle the potential damage of shipping and minimize any possibility of breakage.

Benefits of Direct Ship of the Seats via Fed Ex / UPS

- **Worldwide coverage.** Shipping allows the fans around the country and around the world to purchase and have seats shipped direct to their door.
- **Cost Savings.** Shipping eliminates storage costs that are absorbed by seller. Buyers pay shipping rather than seller.
- **Happier fans.** Fans receive their seats quickly after extraction. If a pick up is called for, the seller is relying on the fans to arrive and pick up in an orderly fashion.

Our boxes are glued and stapled together on site. The seats are inserted inside the box and secured with packing, and then each container is triple banded and loaded directly onto the shipping company truck for shipping. Since Arrowhead has different type of seats, we will work directly with the shipping company and our container manufacturer to develop additional shipping containers customized to Arrowhead.

Our specialized expertise in memorabilia salvage removal, as well as our strategic alliances our box manufacturer, ensures your fans will receive their seats cost effectively, timely, and in the best condition possible.

Satisfied Fans:

While we do minimize the possibility of breakage during the removal process and shipping process, some seats can and do fracture both prior to removal and during shipping. Sometimes these fractures are undetected until the customer receives the seats and inspects them upon arrival in their home. The last thing the county need is to have unhappy fans. However, if people do have issues, those calls will be fielded by SI TEAM.

Reputation

Our Team worked very close with the Cardinals, Tigers, and many other stadium's customers to resolve any issues that arose, specifically taking care of any missing or broken parts. **Our projects received virtually no negative press, as these have been highly publicized events.** Customer service is job one and if a fan has a seat that needs repair, we can and will handle the problem. We back up all our work.

For example -- In Cincinnati a demo company removed the seats but did not stock parts for repairs. Fans that received damaged seats called the Reds who told them to call the demo company. The demo company did not have parts and instructed the customer to call American Seating. American Seating does not stock parts for older seats and were not able to take care of the Reds fans. The Reds ended up taking the heat from their fans who were given the run-around and never had their issues resolved. We can custom fabricate parts and have a warehouse to ensure that fans will get working and satisfactory seats that will last a lifetime. You can rest assured that fans will receive superior customer service. Just call our references included at the end of this proposal and ask our past clients.

II. Recommended Course of Action Arrowhead Seats: Sale Events

1. Seat Liquidation Event

SI Team recommends a fixed price liquidation event for retail memorabilia seat sale of the Arrowhead seats rather than an auction sale.

Based on our experience, it is not feasible to sell seats in a traditional auction or Internet auction in which a price is determined by the market. Seats sales do much better under a fixed liquidation price. Below are examples of past Stadium events.

SUMMARY OF PAST SEAT SALES

Projects Completed by Our Team	Seats Units sold (*unit is 2 seats)	Unit Price (includes shipping and bracket)	Time delay from last game played at Stadium to Sale of Seats	Sale Type: Liquidation or Auction	Fulfilment
Cardinals Busch Stadium	15,000	\$ 485	no delay	Liquidation	Direct Ship
Philadelphia VET Stadium	14,000	\$ 285	no delay	Liquidation	Direct Ship
Chicago Soldier Field	8,000	\$ 200	no delay	Liquidation	Direct Ship
Chicago White Sox Stadium	2,000	\$ 490	5 month delay	Liquidation	Direct Ship
Los Angeles Dodger Stadium	8,000	\$ 250	no delay	Liquidation	Direct Ship
Baltimore Memorial Stadium	5,000	\$ 200	no delay	Liquidation	Direct Ship
Mellon Arena in Pittsburg	Approx 2000	\$ 495 (shipping add'l)	no delay	Liquidation	Direct Ship
Pittsburgh 3 Rivers Stadium	less than 1000	varied from \$10 - \$800	no delay	Auction	pick up

SI TEAM Recommendation for Seat Liquidation of Arrowhead Stadium

Project	Seats Units available for sale	Recommended Unit Price: 4 types of products: P1-P4 (price includes stand up brackets)	Shipping Cost (extra charge to buyers)	Sale Type: Liquidation or Auction	Fulfilment
Arrowhead Seats	<p>Approx 1600-1700 Logo Ends units (for P1 & P2) –Limited quantities of logo ends available</p> <p>Approx. 20,000 units in total (P3 & P4)</p>	<p>P1-\$399 Double with Arrowhead Logo end, P2-\$319 Single Seat with Arrowhead Logo End P3-\$299 Double with no logo end P4-\$199 for Single with no logo end Bulk Seating offered on negotiated sale basis. OPTION: P1-P4 – Customers can request specific Seat #'s on seat backs for a \$20 up-charge. (customer receives random seat numbers otherwise)</p>	<p>\$80-120 for retail sales.</p> <p>Bulk shipping on case by case basis</p>	Liquidation	Direct Ship using Fed-Ex

Photo of Arrowhead Logo End Below – (Our Team estimates about 1600 -1700 logo ends products available. Each product P1 & P2 would have ONE LOGO END and ONE NON-LOGO END – just as it would have been in the Stadium). Therefore – P1 & P2 are limited to offerings of 1600-1700 units.



Our Team Recommends the following:

- Market seats for sale at fixed price at \$399 for P1 double with logo ends, \$ 319 for P2 Single Seat with Logo End, \$299 for P3 double generic with no logo end, \$199 for P4 single pageneric with no logo end.
- Drop ship directly from our re-fabrication warehouse in Indiana using our proven fulfillment system. No onsite pick up available -- as this relies on the customer to pick up and has always proven to be ineffective. Customers don't realize how bulky and heavy these seats are for transport.
- It is much better to ship the seats fully assembled in our custom created boxes.
- This price includes all necessary stand up bracket to create finished product.
- Shipping is an additional \$80-120 charge – paid by customer in addition to seat.
- **Additionally, for a \$20 upcharge customers would be allowed to select Seat Specific Numbers. For example, a customer wants seat 12 & 13. This could be offered. (Random seat numbers assigned otherwise)**
- *SI Team would want to take approx. 5 to 6 trailers loads of specific "Critical" seats and parts, including all logo ends, to Indiana to our re-fab facility. This would be enough seats to get us started.*
- *The remaining trailers to be stored at A. Arnold. We would ship more "Critical" parts from A. Arnold as sale progressed and as needed to our warehouse.*
- *It is important to ship the 5 to 6 trailers of specific "Critical parts to our Indiana warehouse because we need to re-fabricate the seats to provide a quality product. Since our crews did not remove the seats we can not guarantee the integrity until we inspect everything at our facility with our experienced team of professionals.*

***Note:** for Timeframe of sale events, see TIMELINE below in proposal.

IV. General Project Management Operations

SI TEAM responsibilities will include:

- **Turn Key Sale program:** SI TEAM will manage all aspects of the Seat Sale. We will offer retail memorabilia seat sales as well as bulk seat offerings to other venues. SI TEAM responsible for Marketing of Seat Sale and can handle all PR – with approval and oversight from the County.
- **Inventory & Catalog:** SI will inventory and catalog and photograph all items to be posted well in advance of the seat sales and auction sale on website.
PROFESSIONAL PHOTO OF SEAT PRODUCTS ON WEBSITE

- **Exit Removal Trailers from Current Locations:** SI TEAM will handle all necessary arrangements to see that the trailers are removed from the current location within 10 days of contract award.
- **Client, Media, Customer Relations.** SI TEAM will field all requests for information about the sales.
- **Insurance.** Schneider Industries utilizes the following programs: Comprehensive Business Liability, Workers Compensation, Employers Liability, and Automobile. Client will be additionally insured upon signing of contract.
- **Payment and Collections.** All payments will be made to Schneider Industries. SI will then account for all funds and present funds to Client less our expenses and commissions. (Expenses are described in detail at the end of this proposal) Wire transfers, certified checks, money orders will make all purchases, or company checks accompanied with a bank letter guaranteeing funds. All funds will and must be cleared prior to the removal of equipment.
- **Timing.** This program will have all assets sold and removed by the time set and agreed by Client and Schneider Industries.
- **Merchandising and Displaying.** SI will display assets in as pleasing a manner as possible to maximize desirability and value.
- **Project Communication.** There will be frequent communication with your management regarding the status of ongoing sales. The frequency and details of information provided can be as often and as in-depth as you request. **SEE ATTACHMENTS below for “Project Communication Documents”**

V. PROPOSED TIME FRAME FOR SALE PROGRAM

PROJECT TIMELINE	Event
Late May 2019	Notification of project award to SI TEAM
June 8th	<ul style="list-style-type: none"> • Remove Trailers from Sports Complex and Store at A. Arnold, locally
June 20th	Sort and Relocate "Critical Pieces" of approx. 5 to 6 trailers to Indiana at S & S Warehouse
June 30th	<ul style="list-style-type: none"> • Seat Photos taken with Brackets and Refab • Sales Website Draft Created and Sent to County for Approval • PR and Marketing Plan Submitted to County for Approval
July 10th	Final Approvals granted from County for Website and PR / Marketing Plan
August 8th	1 st PR & Sale Campaign: Launch Retail Seat Sale to Public & Bulk Seating (to Coincide with 1 st Chiefs Pre-season game)
August 8 – Nov 22nd	Retail Seat Sale and Bulk Seat Sale is Ongoing (Note customers receive seats 4 weeks after order is received via Fed-Ex)
Day after Thanksgiving	2 nd PR & Sale Campaign: is Launched again the Seats for sale in time for Christmas Season. Potentially offer holiday promotions of discounted price to previous purchasers only.
Late Dec 2019	Seat Sale Concludes (Both Retail and Bulk). If the team decides to continue sale – this is possible also. (For example Chiefs into Playoffs and seats continue to sell...)

Jan 2020	Recycling / scrapping all remaining parts to ensure nothing gets into public domain for black-market sales.
Jan- Feb 2020	Reconcile all sales & due proceeds with County (Partial payments can be made in advance and through-out the sale process)
2020	Additional Seat Sale events – as more seats removed from Arrowhead?

VI. Fee Structure for Investment Recovery Sale Program

- Guarantee of Proceeds to County:
- SI Team will pay a net-minimum guarantee advance of the “net” proceeds in the amount of \$75,0000.
- This amount is the County’s to keep regardless of the success of the sale.
- This amount is to be paid upfront and at project commencement.
- After a successful sale – SI Team to be reimbursed the Net Minimum Guaranteed from Sales.

Note on Costs for this type of Project –

For this program there will be both Variable and Fix Costs. SI Team will describe all costs and projected Net Returns below.

There are Fixed costs to setting up the program – regardless of how many seats our team sells. Then there are Variable costs based on PER UNIT sold.

We will describe the Fixed Costs of ramping up and executing the project first – and secondly discuss Variable Costs based on per unit.

We will also give projected Net Returns to the County – see below.

Schneider Industries proposes to provide all of the above services on the following options:

Estimated Fixed Costs to Ramp up for Sale of Seats from Arrowhead

**Note: Estimated Fixed Cost to be finalized at time of final contract negotiation (although we believe these estimates to be very close to actual.)*

**All Expenses are fronted by SI and Reimbursed through sales.*

**County would pay nothing "out of pocket" for this entire program.*

- Storage Cost at A. Arnold of 22-23 "non-critical" Trailers: Unknown Cost – to be paid direct to A. Arnold. (Our Team is still waiting on a quote)
- Cost of Transporting the 5-6 "critical" trailers from Kansas City to Leopold, Indiana: Estimated at \$8,000
- Unloading and sorting expense for the 5-6 trailers coming to our facility in Indiana in doing this, we will provide our own Gaylord boxes and pallets to organize and store. Estimated at \$7,200
- As sale progressing – SI Team may need to ship additional trailers from A. Arnold to Indiana. Estimated cost of \$1500 per trailer. Unloading & Sorting fee of \$1,440 per trailer.
- Fixed price for storing the 5-6 "critical trailers" into SI Team owned trailers AND for storage fees for entire length of project: Estimated at \$10,200
- Creation of online Website for Sales: Estimated at \$5,000
- 1st PR Campaign to launch Pre-Season Sale: Estimated at \$9,000
- 2nd PR Campaign to re-launch Christmas Sale: Estimated at \$7,500
- Misc. Travel and Set up Related Expenses: Estimated: \$3500

Total Estimated Fixed Costs (Not Including A. Arnold Costs – which our team is waiting on this from A. Arnold).....*\$50,000 – \$75,000

**Final fixed costs to be determined.*

Variable Costs for Disposition of Seats from Arrowhead: P1 Product (Double Logo)

- SI Team proposes to sell approx *1,300 retail seat P1 units (at the price 399/unit)
- *(*Note we have limited amount of logo ends available in storage...)*
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P1 product).....	\$399
-Cost of Seat Re-fabrication & Boxing.....	(\$24.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$81.00)
-Cost Selling, Reconcile, Admin, Cust. Service.....	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Gross after Variable Costs:	\$263

SI Team Fees are 50/50 Split of Gross Profits with County:

-SI Team to split the Gross after Variable Costs -- 50% to Jackson County, 50% to SI Team.

Variable Costs for Disposition of Seats from Arrowhead: P2 Product (Single Logo)

- SI Team proposes to sell approx *300-400 retail seat P2 units (at the price 319/unit)
- *(*Note we have limited amount of logo ends available in storage...)*
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P1 product).....	\$319
-Cost of Seat Re-fabrication & Boxing.....	(\$19.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$54.00)
-Cost Selling, Reconcile, Admin, Cust. Service.....	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$13.00)
-Gross after Variable Costs:	\$217

SI Team Fees are 50/50 Split of Gross Profits with County:

-SI Team to split the Gross after Variable Costs -- 50% to Jackson County, 50% to SI Team.

Variable Costs for Disposition of Seats from Arrowhead: P3 (Double Generic No Logo)

- SI Team proposes to sell approx 1000-3000 retail seat P3 units (at the price 299/unit)
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P3 product).....	\$299
-Cost of Seat Re-fabrication & Boxing	(\$24.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$81.00)
-Cost Selling, Reconcile, Admin, Cust. Service.....	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Gross after Variable Costs:	\$163

SI Team Fees are 50/50 Split of Gross Profits with County:

-SI Team to split the Gross after Variable Costs -- 50% to Jackson County, 50% to SI Team.

Variable Costs for Disposition of Seats from Arrowhead: P4 Product (Single Generic)

- SI Team proposes to sell approx 500-1000 retail seat P1 units (at the price 399/unit)
- Below are the Variable costs PER UNIT SOLD. (This is our team's cost only with no profit built in.)

-Seat Sale Price (P1 product).....	\$199
-Cost of Seat Re-fabrication & Boxing	(\$19.50)
-Cost of Stand up brackets \$27/each (x 3 brackets for doubles).....	(\$54.00)
-Cost Selling, Reconcile, Admin, Cust. Service.....	(\$15.50)
-Credit Card Fees (approx. 2.9%).....	(\$15.00)
-Gross after Variable Costs: P1 at \$399 Sale price	\$95

SI Team Fees are 50/50 Split of Gross Profits with County:

-SI Team to split the Gross after Variable Costs -- 50% to Jackson County, 50% to SI Team.

- **SI TEAM would front all Expenses and Net Minimum Guarantee. This project would cost Client nothing out of pocket.**
- **SI TEAM'S accounting records are always open for review. All Variable and Fixed costs are actual costs and would be documented.**

Example Returns of a "Conservative-minded Retail Sale" After ALL Retail Sales Complete.

Total Sales:

P1 at 1,300 units sold = \$518,700
P2 at 350 unit sold = \$111,650
P3 at 1000 units sold = \$299,000
P4 at 500 units sold = \$99,500

Total Gross after Variable Costs:

P1 at 1,300 units sold = \$341,900
P2 at 350 unit sold = \$75,950
P3 at 1000 units sold = \$163,000
P4 at 500 units sold = \$47,500

Net Returns (After Fix Costs and Net Minimum Guarantee Accounted)

Net Minimum Guarantee at

Start of project:.....\$75,000
Total Gross after Variable Cost: \$628,350
Less: Net Minimum Guarantee
Returned to SI Team:..... (\$75,000)
Less: Fixed Costs:.....(\$60,000)

Net Return from Sale.....568,350

Less: SI Team Fees(\$284,175)

Net Return to County.....\$284,175

All expenses are documented, and SI only charges actual expenses incurred in conduct with the sale. SI would present a documented expense report to Client after the sale.

-----**END OF PROPOSAL**-----

-See Attachments and References Below.