



August 11, 2021

ADDENDUM NO: Two

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# LBS-1125**
Dated: July 19, 2021
Commodity: Bookstore Management & Operation Services
RFP Closing On: **August 18, 2021 at 2:00 pm EST**

Please note the clarifications and/or changes made on this proposal:

1. Question: Could you provide updated Bookstore sales data in the same format as the years provided on pages 3 & 4 of the RFP for FY20 and FY21?

Answer: The table in the RFP has been updated below to include sales data for FY20 and FY21. It is of note that the data is skewed for FY20 and FY21 due to the impact of the COVID pandemic on sales for those two fiscal years.

Department/Category	FY17	FY18	FY19	FY20	FY21
Used Textbooks	\$487,544	\$394,333	\$393,400	\$310,360	\$211,691
New Textbooks	\$3,621,217	\$3,260,911	\$2,924,087	\$2,494,757	\$1,742,529
Rental	\$1,433,779	\$1,413,858	\$1,429,876	\$1,150,140	\$742,627
Digital	\$27,659	\$44,421	\$202,456	\$307,944	\$669,474
Trade Books	\$142,450	\$151,632	\$144,091	\$147,766	\$56,407
Course Packs	Included in new text	Included in new text	Included in new text	Included in New Text	Included in New Text
Supplies	\$206,503	\$206,241	\$212,293	\$215,770	\$83,221
Clothing	\$3,362,178	\$3,668,983	\$3,237,022	\$3,355,447	\$1,929,038
Gifts	\$744,712	\$717,499	\$676,552	\$632,588	\$437,789
Sundries (candy/snacks/regalia)	\$309,405	\$326,349	\$302,345	\$349,677	\$125,055
Computer Supplies	\$133,383	\$104,643	\$95,529	\$74,304	\$38,206
Computer Peripherals	\$16,772	\$15,242	\$7,741	\$7,270	\$7,940
Computer Software	\$2,608	\$400	\$300	\$200	\$600
Computer Hardware	\$2,324,659	\$2,538,171	\$2,690,003	\$2,410,821	\$1,832,002
POSA (Discontinued 2018) (Adobe Point of Sale Activation Program)	\$2,475	\$1,079	\$0	Discontinued	Discontinued
TOTAL	\$12,815,344	\$12,843,762	\$12,315,695	\$11,457,044	\$7,876,579

MSC 5720
752 Ott Street, Room 1042
Wine Price Building
Harrisonburg, VA 22807
Office of 540.568.3145 Phone
PROCUREMENT SERVICES 540.568.7935 Fax

Signify receipt of this addendum by initialing "Addendum #2 ____" on the signature page of your proposal.

Sincerely,

A handwritten signature in blue ink that reads "Leah Frank". The signature is fluid and cursive, with the first name "Leah" and last name "Frank" clearly distinguishable.

Leah Frank
Procurement Manager
Phone: 540-568-3134