



# UNIVERSITY OF SOUTH CAROLINA

## AMENDMENT NO. 1 TO SOLICITATION

TO: ALL VENDORS

FROM: Charles Johnson, Procurement Manager

SUBJECT: SOLICITATION NUMBER: USC-RFP-2943-CJ

DESCRIPTION: Outsourced Ticket Sales and Services

DATE: March 23, 2016

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This Amendment No.1 modifies the Requests for Proposals only in the manner and to the extent as stated herein.

Additional clauses (Amendments to Solicitation and Submitting Confidential Information) are added to Section II-A of the solicitation.

Completion of Forms / Correction of Errors clause is deleted from Section II-A of the solicitation

Contractor's Liability Insurance clause is deleted from Section VII-B of the solicitation.

Contractor's Liability Insurance – General clause is added to Section VII-B of the solicitation.

Attachment E. Breakdowns of Sales for 2011, 2012, and 2013 Football and 2012-13 and 2013-14 Men's Basketball (MBB) and Women's Basketball (WBB) is added to Section IX of the solicitation.

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BIDDER SHALL ACKNOWLEDGE RECEIPT OF AMENDMENT NO. 1 IN THE SPACE PROVIDED BELOW AND RETURN IT WITH THEIR BID RESPONSE. FAILURE TO DO SO MAY SUBJECT BID TO REJECTION.

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Authorized Signature

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Name of Offeror

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Date

## **THE FOLLOWING CLAUSES ARE ADDED TO SECTION II. INSTRUCTIONS TO OFFERORS – A. GENERAL INSTRUCTIONS OF THE SOLICITATION:**

AMENDMENTS TO SOLICITATION (JAN 2004): (a) The Solicitation may be amended at any time prior to opening. All actual and prospective Offerors should monitor the following web site for the issuance of Amendments: [www.procurement.sc.gov](http://www.procurement.sc.gov)(b) Offerors shall acknowledge receipt of any amendment to this solicitation (1) by signing and returning the amendment, (2) by identifying the amendment number and date in the space provided for this purpose on Page Two, (3) by letter, or (4) by submitting a bid that indicates in some way that the bidder received the amendment. (c) If this solicitation is amended, then all terms and conditions which are not modified remain unchanged. [02-2A005-1]

### **SUBMITTING CONFIDENTIAL INFORMATION (FEB 2015)**

(An overview is available at [www.procurement.sc.gov](http://www.procurement.sc.gov)) For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the word "CONFIDENTIAL" every page, or portion thereof, that Offeror contends contains information that is exempt from public disclosure because it is either (a) a trade secret as defined in Section 30-4-40(a)(1), or (b) privileged and confidential, as that phrase is used in Section 11-35-410. For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the words "TRADE SECRET" every page, or portion thereof, that Offeror contends contains a trade secret as that term is defined by Section 39-8-20 of the Trade Secrets Act. For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the word "PROTECTED" every page, or portion thereof, that Offeror contends is protected by Section 11-35-1810. All markings must be conspicuous; use color, bold, underlining, or some other method in order to conspicuously distinguish the mark from the other text. Do not mark your entire response (bid, proposal, quote, etc.) as confidential, trade secret, or protected. If your response, or any part thereof, is improperly marked as confidential or trade secret or protected, the State may, in its sole discretion, determine it nonresponsive. If only portions of a page are subject to some protection, do not mark the entire page. By submitting a response to this solicitation or request, Offeror (1) agrees to the public disclosure of every page of every document regarding this solicitation or request that was submitted at any time prior to entering into a contract (including, but not limited to, documents contained in a response, documents submitted to clarify a response, and documents submitted during negotiations), unless the page is conspicuously marked "TRADE SECRET" or "CONFIDENTIAL" or "PROTECTED", (2) agrees that any information not marked, as required by these bidding instructions, as a "Trade Secret" is not a trade secret as defined by the Trade Secrets Act, and (3) agrees that, notwithstanding any claims or markings otherwise, any prices, commissions, discounts, or other financial figures used to determine the award, as well as the final contract amount, are subject to public disclosure. In determining whether to release documents, the State will detrimentally rely on Offeror's marking of documents, as required by these bidding instructions, as being either "Confidential" or "Trade Secret" or "PROTECTED". By submitting a response, Offeror agrees to defend, indemnify and hold harmless the State of South Carolina, its agencies, officers and employees, from every claim, demand, loss, expense, cost, damage or injury, including attorney's fees, arising out of or resulting from withholding information by the State of South Carolina or any of its agencies, that Offeror marked as "confidential" or "trade secret" or "PROTECTED". (All references to S.C. Code of Laws.) [02-2A125-2]

**THE COMPLETION OF FORMS / CORRECTION OF ERRORS CLAUSE HAS  
BEEN DELETED FROM SECTION II-A OF THE SOLICITATION.**

THE CONTRACTOR'S LIABILITY INSURANCE CLAUSE HAS BEEN DELETED FROMN SECTION VII-B OF THE SOLICITATION.

THE FOLLOWING CLAUSE (CONTRACTOR'S LIABILITY INSURANCE – GENERAL) HAS BEEN ADDED TO SECTION VII-B OF THE SOLICITATION:

CONTRACTOR'S LIABILITY INSURANCE - GENERAL (FEB 2015)

(a) Without limiting any of the obligations or liabilities of Contractor, Contractor shall procure from a company or companies lawfully authorized to do business in South Carolina and with a current A.M. Best rating of no less than A: VII, and maintain for the duration of the contract, insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work and the results of that work by the contractor, his agents, representatives, employees or subcontractors.

(b) Coverage shall be at least as broad as:

(1) Commercial General Liability (CGL): Insurance Services Office (ISO) Form CG 00 01 12 07 covering CGL on an "occurrence" basis, including products-completed operations, personal and advertising injury, with limits no less than \$1,000,000 per occurrence. If a general aggregate limit applies, the general aggregate limit shall be twice the required occurrence limit. This contract shall be considered to be an "insured contract" as defined in the policy.

(2) Auto Liability: ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, hired, (Code 8) and non-owned autos (Code 9), with limits no less than \$1,000,000 per accident for bodily injury and property damage.

(3) Worker's Compensation: As required by the State of South Carolina, with Statutory Limits, and Employer's Liability Insurance with limit of no less than \$1,000,000 per accident for bodily injury or disease.

(c) Every applicable Using Governmental Unit, and the officers, officials, employees and volunteers of any of them, must be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Contractor's insurance at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition of both CG 20 10 and CG 20 37 if a later edition is used.

(d) For any claims related to this contract, the Contractor's insurance coverage shall be primary insurance as respects the State, every applicable Using Governmental Unit, and the officers, officials, employees and volunteers of any of them. Any insurance or self-insurance maintained by the State, every applicable Using Governmental Unit, or the officers, officials, employees and volunteers of any of them, shall be excess of the Contractor's insurance and shall not contribute with it.

(e) Prior to commencement of the work, the Contractor shall furnish the State with original certificates and amendatory endorsements or copies of the applicable policy language effecting coverage required by this section. All certificates are to be received and approved by the State before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor's obligation to provide them. The State reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by this section, at any time.

(f) Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions. In addition, the Contractor shall notify the State immediately upon receiving any information that any of the coverages required by this section are or will be changed, cancelled, or replaced.

(g) Contractor hereby grants to the State and every applicable Using Governmental Unit a waiver of any right to subrogation which any insurer of said Contractor may acquire against the State or applicable Using Governmental Unit by virtue of the payment of any loss under such insurance. Contractor agrees to obtain any endorsement that may be necessary to effect this waiver of subrogation, but this provision applies regardless of whether or not the State or Using Governmental Unit has received a waiver of subrogation endorsement from the insurer.

(h) Any deductibles or self-insured retentions must be declared to and approved by the State. The State may require the Contractor to purchase coverage with a lower deductible or retention or provide proof of ability to pay losses and related investigations, claim administration, and defense expenses within the retention.

(i) The State reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

[07-7B056-2]

**THE FOLLOWING ATTACHMENT (BREAKDOWNS OF SALES FOR 2011, 2012, AND 2013 FOOTBALL AND 2012-13 AND 2013-14 MEN'S BASKETBALL (MBB) AND WOMEN'S BASKETBALL (WBB) HAS BEEN ADDED TO SECTION IX OF THE SOLICITATION:**

# Attachment E

## BASKETBALL AUDIT

Date	Opponent	Scanned	ST Requested	ST Scanned	Family 4PK-# of Seats Sold	3 Game MP Sold	SG Sold - A	SG Sold - H	COMP	SG Scanned
11/11/2012	UW MIL	2,928		456	0	Not Possible	2,573	355	395	Not Possible
11/16/2012	MOR ST.	3,305		613	0	Not Possible	3,018	287	656	Not Possible
11/19/2012	RIDER	2,337		276	0	Not Possible	2,246	91	424	Not Possible
11/21/2012	ELON	2,843		26	8	Not Possible	2,483	360	285	Not Possible
12/2/2012	CLEMSON	6,161		985	148	Not Possible	5,040	1,121	452	Not Possible
12/7/2012	JAX	2,514		125	4	Not Possible	2,405	109	315	Not Possible
12/19/2012	APP ST.	3,793		117	12	Not Possible	3,527	266	1,311	Not Possible
12/29/2012	PRESB	3,131		0	32	Not Possible	2,559	572	456	Not Possible
1/5/2013	SC ST.	3,126		23	24	Not Possible	2,784	342	392	Not Possible
1/12/2013	AUB	4,671		57	108	61	4,149	522	1,367	Not Possible
1/19/2013	VANDY	6,898		725	212	32	5,608	1,290	1,280	Not Possible
1/26/2013	ARK	5,999		391	76	29	5,289	710	1,280	Not Possible
2/2/2013	UGA	6,506		821	116	61	5,613	893	1,453	Not Possible
2/10/2013	TENN	5,592		123	168	29	4,698	894	436	Not Possible
2/14/2013	LSU	3,021		10	24	32	2,795	226	402	Not Possible
2/20/2013	OLE MISS	3,395		197	8	61	3,178	217	199	Not Possible
2/28/2013	MIZZOU	3,712		0	16	32	3,414	298	1,929	Not Possible
3/6/2013	MISS ST.	3,073		156	24	29	2,950	123	813	Not Possible

Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM TAP	Total
11/11/2012	UW MIL	563	566	28			338		2	1,497
11/16/2012	MOR ST.	925	732	30			265		2	1,954
11/19/2012	RIDER	609	335	20			75		2	1,041
11/21/2012	ELON	482	39	31			336			888
12/2/2012	CLEMSON	1,546	1,651	588		4	584	5	27	4,405
12/7/2012	JAX	599	165	33			79			876
12/19/2012	APP ST.	1,832	100	52			218		8	2,210
12/29/2012	PRESB	778		128			462	5		1,373
1/5/2013	SC ST.	1,062	26	79			271		5	1,443
1/12/2013	AUB	2,104	100	252			282		15	2,753
1/19/2013	VANDY	2,370	973	522		8	769	6	25	4,673
1/26/2013	ARK	2,539	598	285	2		446		13	3,883
2/2/2013	UGA	2,819	1,322	439		3	464	14	29	5,090
2/10/2013	TENN	1,955	253	495	4	6	448	4	2	3,167
2/14/2013	LSU	816	272	147		3	76		12	1,326

2/20/2013	OLE MISS	1,094	257	91		124	5	1,571
2/28/2013	MIZZOU	2,373	517	260	4	78	8	3,240
3/6/2013	MISS ST.	1,263	208	74		68		1,613

## 2012 Football Info on Marketing (1)

### Single Game Information

	<b>8-Sep ECU</b>	<b>15-Sep UAB</b>	<b>22-Sep MIZZOU</b>	<b>6-Oct GEORGIA</b>	<b>27-Oct TENNESSEE</b>	<b>10-Nov ARKANSAS</b>	<b>17-Nov WOFFORD</b>
<b>TOTAL TICKETS DISTRIBUTED (MINUS ST)</b>	<b>15,735</b>	<b>15,723</b>	<b>18,170</b>	<b>21,883</b>	<b>17,912</b>	<b>17,587</b>	<b>19,801</b>
<b>Total Tickets Sold</b>	<b>11,892</b>	<b>9,104</b>	<b>17,302</b>	<b>20,845</b>	<b>16,003</b>	<b>14,829</b>	<b>9,470</b>
Archtics (TO)	12,154	11,081	13,436	17,083	13,054	12,764	15,695
Archtics Internet	1,526	1,350	1,258	4,796	1,120	1,095	392
TM Internet	1,755	2,399	3,036	4	3,415	3,424	3,154
TM IVR	4	17	11	-	23	-	9
TM Outlet	30	72	27	-	12	35	30
TM PBO	158	646	257	-	12	52	352
TM Phone	16	35	41	-	92	45	38
TM TAP	92	123	104	-	184	172	131
<b>Total Tickets Comp'd</b>							
Military	2,550	5,474	2	2	981	1,592	9,233
In House Comp	893	795	866	1,036	928	1,166	1,098
Visitor	400	350	-	-	-	-	-
<b>Tickets Scanned</b>							
Regular Ticket Holders	57,001	57,302	63,006	65,288	57,607	57,367	54,243
Students	7,964	7,913	8,202	8,415	6,555	7,151	5,760
<b>Announced Attendance</b>	<b>77,006</b>	<b>77,963</b>	<b>80,836</b>	<b>85,199</b>	<b>80,250</b>	<b>78,772</b>	<b>79,982</b>

## 2012 Football Info on Marketing (1)

### Season Tickets – 3 Game Packs

#### 2012 Football Season Tickets

##### **TOTAL NUMBER OF SEASON TICKETS ISSUED**

**47105**

##### **TOTAL SEASON TIX REVENUE**

**\$ 14,103,232.00**

Renewalable (AR)	40000	\$	320.00	\$	12,800,000.00
Dealer Tickets (AD2)	276	\$	320.00	\$	88,320.00
Faculty (AF)	3357	\$	256.00	\$	859,392.00
Suite (ASU)	477	\$	320.00	\$	152,640.00
Non Priority (ANP)	634	\$	320.00	\$	202,880.00
Comp Tickets (AC)	2361	\$	-	\$	-
	47105				

#### 2012 3 Game Packs

##### **TOTAL NUMBER OF 3 GAME PKs. SOLD**

**4195**

##### **TOTAL 3 GAME PK REVENUE**

**\$ 613,375.00**

FB123BK ECU Arkansas Wofford	1474	\$	130.00	\$	191,620.00
Sold on Archtics	456				
Sold on Archtics Internet	1019				
FB123GT - UAB Mizzou Tennessee	2721	\$	155.00	\$	421,755.00
Sold on Archtics	820				
Sold on Archtics Internet	1901				

Purchased by GCC members/Faculty/Staff/Alumni	2409	61%
Public Purchasers	<u>1541</u>	39%
	3950	



## Student Info

	ECU	UAB	MIZZOU	GEORGIA	TENNESSEE	ARKANSAS	WOFFORD
ALLOTMENT							
REQUESTS							
CLAIMED							
RESERVED							
# DISTRIBUTED							
SCANNED	7,964	7,913	8,202	8,415	6,555	7,151	5,760
NO SHOWS							
Tickets Available							
% ALLOTMENT SCANNED							
%DISTRIBUTED SCANNED							
Athletes/Ambassadors*							
<b>Total Student Tickets Scanned</b>							
Total Requests	-						
Total Distributed	-						
% of Students who received tickets	#DIV/0!						
# of tickets scanned							

51,960

Total Distributed

-

% of all tickets scanned

#DIV/0!

Men's Basketball 2010-2012

**2010-2011 MEN'S Basketball**

Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM Tap_Mobi
11/12/2010	Elon	3,317		14			71		
11/19/2010	Radford	469		24		2	71		
11/23/2010	USC Upstate	399		3			114		
12/1/2010	Delaware State	308	4	4			19	6	
12/5/2010	Clemson	1,122	17	166	3	2	201	17	
12/11/2010	Wofford	443		52			179	6	
12/29/2010	Jacksonville State	686	2	53		9	169	4	
1/1/2011	Boston College	690	21	85		6	174	12	
1/4/2011	SC State	450		19			76	1	
1/8/2011	Vanderbilt	2,106	34	77		6	257	16	
1/19/2011	Arkansas	881	10	88		9	118	5	
1/22/2011	Kentucky	3,422	477	2,375	23	50	318	138	
1/29/2011	Auburn	1,395	29	392	6	8	342	25	
2/9/2011	Florida	1,647	54	320			100	10	
2/12/2011	Georgia	2,273	94	756	3	20	357	24	
2/22/2011	Ole Miss	588	7	127			47	21	
3/3/2011	Tennessee	1,253	130	262	2		110	7	

## 2011-2012 MEN'S Basketball

Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM Tap_Mobi
11/11/2011	West Carolina	492		68			209		
11/20/2011	Tenn. State	305		14			74		
11/22/2011	Miss. Valley State	324		22			54		
12/1/2011	Providence	483		34			36		
12/13/2011	Presbyterian	539		28			134		
12/17/2011	Ohio State	4,820		2,087	14	28	250	21	35
12/21/2011	SE Louisiana	1,361		16			86		
12/28/2011	Wofford	1,519		178			358		
12/31/2011	USC Upstate	398		54		2	204		5
1/3/2012	SC State	297		60		2	47	6	
1/10/2012	Vanderbilt	468	3	40			32		5
1/14/2012	Florida	2,316	82	708	14	2	527	20	25
1/25/2012	Alabama	903	8	133			62		4
2/4/2012	Kentucky	4,007	815	2,208	1	40	508	76	55
2/15/2012	Georgia	870	4	110	5	2	63		
2/18/2012	LSU	2,576	34	351		3	299	14	4
2/25/2012	Tennessee	962	26	401		3	260	2	4
2/29/2012	Miss. State								

		Total Sold	Arch. Internet	Archtics
Ohio St, Tennessee, Florida, Alabama	<b>Black 4 Pack</b>	157	120	37
SE Louisiana, Vandy, Kentucky, Georgia	<b>Garnet 4 Pack</b>	304	249	55

	<b>Total Sold</b>	<b>Lower level</b>	<b>Upper level</b>
<b>BB12-1 plan</b>	11	2	9
<b>BB12-2 plan</b>	6	6	0
<b>BB12-3 plan</b>	5	3	2
<b>BB12-4 plan</b>	6	4	2
<b>BB12-5 plan</b>	2	2	0

## 2011-2012 Men's Basketball

Date	Opponent	Attendance
11/11/2011	West Carolina	9,330
11/20/2011	Tenn. State	9,045
	Miss. Valley	
11/22/2011	State	6,723
12/1/2011	Providence	7,476
12/13/2011	Presbyterian	7,003
12/17/2011	Ohio State	13,654
12/21/2011	SE Louisiana	7,972
12/28/2011	Wofford	8,152
12/31/2011	USC Upstate	6,876
1/3/2012	SC State	6,557
1/10/2012	Vanderbilt	8,353
1/14/2012	Florida	11,308
1/25/2012	Alabama	7,807
2/4/2012	Kentucky	16,527
2/15/2012	Georgia	7,569
2/18/2012	LSU	10,092
2/25/2012	Tennessee	7,959
2/29/2012	Miss. State	7,224

Womens Basketball Audit

Type	Price	Number of Season Tickets
Renewal- 104 & 105	\$50.00	956
Suites	\$50.00	359
Family 4 for \$100	\$100.00	1013
Complimentary	\$0.00	450
Suite Comps	\$0.00	92
Family 4 Comps	\$0.00	183
<b>Total With Comps</b>		<b>2328</b>
<b>Total W/O Comps</b>		<b>1603</b>

# Single Game

Date	Opponent	Scanned	St. Scanned	Family 4 Pack- # Seats Sold	3 Game MP Sold	SG Sold- A	SG Sold- H	COMP
11/9/2012	Elon	992	0		Not Possible	852	140	128
11/15/2012	Savannah St.	624	45		Not Possible	592	32	52
11/18/2012	Clemson	3,016	125	8	Not Possible	1,234	1,782	60
11/28/2012	Drexel	736	43		Not Possible	681	55	52
12/9/2012	Furman	863	25	8	Not Possible	753	110	63
12/19/2012	Stanford	3,088	117	44	Not Possible	1,882	1,206	492
12/21/2012	SC State	904	0	4	Not Possible	700	204	300
12/29/2012	Western Carolina	1,096	0	8	Not Possible	766	330	251
1/3/2013	Tennessee	2,048	0	20	Not Possible	1,463	585	263
1/10/2013	Vanderbilt	924	22	8	Not Possible	818	106	109
1/17/2013	LSU				Not Possible			131
1/24/2013	Kentucky	1,396	110		Not Possible	1,067	329	124
2/3/2013	Auburn	1,616	38	12	Not Possible	1,319	297	626
2/10/2013	Texas A&M	1,767	123	32	Not Possible	1,217	550	286
2/24/2013	Miss. State	1,492	361	24	Not Possible	1,081	279	149
3/3/2013	Florida	1,459	0	16	Not Possible	1,180	279	375

Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM TAP	Total
11/9/2012	Elon	151	112	8			135			406
11/15/2012	Savannah St.	65	60				37			162

11/18/2012	Clemson	360	272	39	1,889			2,560
11/28/2012	Drexel	55	68	2	53			178
12/9/2012	Furman	115	30	8	105			258
12/19/2012	Stanford	1,083	99	159	2 1,081			2,424
12/21/2012	SC State Western	395		14	193		1	603
12/29/2012	Carolina	330		15	328			673
1/3/2013	Tennessee	697	14	120	501		6	1,338
1/10/2013	Vanderbilt	180	27	10	97			314
1/17/2013	LSU	212	42					254
1/24/2013	Kentucky	339	142	11	4 317		3	816
2/3/2013	Auburn	820	79	31	275			1,205
2/10/2013	Texas A&M	606	75	67	8 542	4	8	1,310
2/24/2013	Miss. State	358	13	38	376	4	3	792
3/3/2013	Florida	783		48	3 224		7	1,065



## 2011 Football Info for Marketing

### 2011 Football Season

#### Tickets

**TOTAL NUMBER OF  
SEASON TICKETS  
ISSUED**

**46233**

**TOTAL SEASON TIX  
REVENUE**

**\$**

**13,791,936.00**

		\$	\$
Renewable (AR)	39070	320.00	12,502,400.00
		\$	\$
Dealer Tickets (AD2)	282	320.00	90,240.00
		\$	\$
Faculty (AF)	3461	256.00	886,016.00
		\$	\$
Suite (ASU)	429	320.00	137,280.00
		\$	\$
Non Priority (ANP)	550	320.00	176,000.00
		\$	\$
Comp Tickets (AC)	2441	-	-

### 2011 3 Game Packs

**TOTAL NUMBER OF 3  
GAME PKS. SOLD**

**10181**

**TOTAL 3 GAME PK  
REVENUE**

**\$**

**1,593,790.00**

FB113GT - Auburn  
Citadel Clemson

	\$	\$
7034	155.00	1,090,270.00

Purchased by GCC  
members/Faculty/Staff/Alumni 1181 58%

Sold on Archtics	2466			Public Purchasers	<u>849</u>	42%
Sold on Archtics						
Internet	4568				2030	
FB103GV - Vandy		\$	\$			
Kentucky Florida	3147	160.00	503,520.00			
Sold on Archtics	1050					
Sold on Archtics						
Internet	2097					

**Basketball 4 Game**

**Packs**

**TOTAL NUMBER OF 4  
GAME PKS. SOLD** **461**

**TOTAL 4 GAME PACK  
REVENUE** **\$20,745.00**

BB12GP - Southeastern			
Louisana Vandy		\$	\$
Kentucky Georgia	157	45.00	7,065.00
Sold on Archtics	37		
Sold on Archtics			
Internet	120		
BB12BK - Ohio State			
Florida Alabama		\$	\$
Tennessee	304	45.00	13,680.00
Sold on Archtics	55		
Sold on Archtics			
Internet	249		

Single Game Information

	<b><u>17-Sep</u></b> <b><u>NAVY</u></b>	<b><u>24-Sep</u></b> <b><u>VANDY</u></b>	<b><u>1-Oct</u></b> <b><u>AUBURN</u></b>	<b><u>8-Oct</u></b> <b><u>KENTUCKY</u></b>	<b><u>12-Nov</u></b> <b><u>FLORIDA</u></b>	<b><u>19-Nov</u></b> <b><u>CITADEL</u></b>	<b><u>26-Nov</u></b> <b><u>CLEMSON</u></b>
<b>TOTAL TICKETS</b>							
<b>DISTRIBUTED (MINUS ST)</b>	<b>17606</b>	<b>13239</b>	<b>13522</b>	<b>14261</b>	<b>17375</b>	<b>13956</b>	<b>13562</b>
<b>Total Tickets Sold</b>	<b>13408</b>	<b>10944</b>	<b>12503</b>	<b>8139</b>	<b>16184</b>	<b>5768</b>	<b>12473</b>
Archtics (TO)	6767	7640	10378	4483	10875	2638	12132
Archtics Internet	555	284	1271	535	2909	393	341
day of game	1289	288	55	49	0	137	0
TM Internet	4611	2610	758	2972	2370	2516	0
TM IVR	15	14	1	8	17	11	0
TM Outlet	82	52	10	29	0	37	0
TM Phone	89	56	30	63	13	36	0
<b>Total Tickets Comp'd</b>							
Military	1200	0	0	4060	0	4512	0
In House Comp	2998	2295	1019	2062	1191	1176	1089
Visitor	0	0	0	0	0	2500	0
<b>Tickets Scanned</b>							

Regular Ticket Holders	55628	55069	60932	52456	58551	54178	62394
Students	10617	10705	11188	9354	10128	6621	9042
<b>Announced Attendance</b>	<b>78807</b>	<b>77015</b>	<b>81767</b>	<b>75838</b>	<b>80250</b>	<b>76816</b>	<b>83422</b>

#### Student Info

	NAVY	VANDERBILT	AUBURN	KENTUCKY	FLORIDA	CITADEL	CLEMSON
ALLOTMENT	11,188	11,188	11,188	11,188	11,188	8,850	11,188
REQUESTS	13,278	12,343	13,828	12,241	11,801	7,743	10,814
CLAIMED	7,906	9,715	8,052	6,828	7,268	5,336	7,885
RESERVED	3,282	1,473	3,136	4,360	3,920	3,514	3,303

# DISTRIBUTED	11,188	11,188	11,188	9,731	11,034	7,513	10,118
SCANNED	10,617	10,705	11,188	9,354	10,128	6,621	9,042
NO SHOWS	571	483	-	377	907	892	1,076
Tickets Available	0	0	0	1457	153	1337	1070
% ALLOTMENT SCANNED	0.95	0.96	1.00	0.84	0.91	0.75	0.81
%DISTRIBUTED SCANNED	0.95	0.96	1.00	0.96	0.92	0.88	0.89
Athletes/Ambassadors*							
<b>Total Student Tickets Scanned</b>	10,617	10,705	11,188	9,354	10,128	6,621	9,042
Total Requests	82,048						
Total Distributed	71,960						
% of Students who received tickets	0.88						
# of tickets scanned	67,655						
Total Distributed	71,960						
% of all tickets scanned	0.94						



## 2013 Football Event Audit

### 2013 Football Season Tickets

#### **TOTAL NUMBER OF SEASON TICKETS**

**ISSUED 51,752**

#### **TOTAL SEASON TIX REVENUE**

Renewable (AR) 43,044

Dealer Tickets (AD2) 286

Faculty (AF) 3,484

Suite (ASU) 472

Non Priority (ANP) 1,039

Comp Tickets (AC) 2,417

#### **BROKEN DOWN BY YES DONATION LEVEL**

Champions Club	501	\$ 1,500
600 Level	240	\$ 1,100
200 Level	383	\$ 1,250
Zone	1,607	\$ 850
Garnet	485	\$ 395
Red	5,878	\$ 325
Grey	1,647	\$ 260
Blue	11,756	\$ 200
Green	9,086	\$ 145
Yellow	2,929	\$ 95
Black	6,427	\$ 50

### 2010 3 Game Packs

**TOTAL NUMBER OF 3 GAME PKS. SOLD 5,547**

**TOTAL 3 GAME PK REVENUE**

FB13BK - UNC, UK &amp; CCU

Sold on Archtics 590

Sold on Archtics Internet 710

FB13GT - VU, MSU &amp; UF

Sold on Archtics 1,500

Sold on Archtics Internet 2,747



Single Game Info

	29-Aug <u>UNC</u>	14-Sep <u>VANDY</u>	5-Oct <u>UK</u>	2-Nov <u>MSU</u>	16- Nov <u>UF</u>	23-Nov <u>CCU</u>	30-Nov <u>CLEM</u>
<b>TOTAL TICKETS DISTRIBUTED (MINUS ST)</b>	<b>18,800</b>	<b>15,704</b>	<b>18,951</b>	<b>15,097</b>	<b>16,263</b>	<b>19,148</b>	<b>20,451</b>
<b>Total Tickets Sold</b>							
Archtics (TO)	14,796	9,082	15,013	10,544	13,381	15,473	16,782
Archtics Internet	3,523	4,490	1,932	2,524	2,772	1,605	3,669
TM Internet	403	1,817	1,812	1,827	65	1,869	
TM IVR	2	12	12	21		8	
TM Outlet	11	34	12	10	2	17	
TM PBO	11	37	6	18	30	2	
TM Phone	18	41	42	17		29	
TM TAP	36	191	122	136	13	145	
<b>Total Tickets Comp'd</b>							
Military		1,000		398		5,596	
In House Comp	739	797	686	2,195	795	589	765
<b>Tickets Scanned</b>							
Regular Ticket Holders							
Students							
<b>Announced Attendance</b>	<b>81,572</b>	<b>81,371</b>	<b>82,313</b>	<b>82,111</b>	<b>83,853</b>	<b>81,411</b>	<b>84,174</b>
<b>Day of Game Sales</b>	<b>85</b>	<b>64</b>	<b>25</b>	<b>73</b>	<b>75</b>	<b>120</b>	<b>53</b>

Student Info

	UNC	Vandy	Kentucky	Miss. State	Florida	Coastal	Clemson
ALLOTMENT							
REQUESTS	15,890	14,644	11,836	11,682	13,067	10,024	12,165
CLAIMED	8,963	9,020	8,812	9,228	8,930	8,975	9,344
SCANNED							
NO SHOWS							
% ALLOTMENT SCANNED							
% CLAIMED SCANNED							
Total Requests	89,308						
Total Claimed	63,272						
% of Students who received tickets	0.71						

2014 Men's and Women's Basketball Audit

Men's Season Tickets

Type	Price	Number of Season Tickets
Lower Level	\$260.00	3,485
Coke Zero	\$150.00	276
118 Family Plan	\$150.00	284
Upper Level	\$200.00	339
Upper Level Family Plan	\$90.00	188
Faculty Lower Level	\$210.00	362
Faculty Upper Level	\$160.00	46
Founders Club Seating	\$1,760.00	147
Car Dealers	\$260.00	136
Suites	\$260.00	289
COMP	\$0.00	1,157

**Total with Comps** 6,709

**Total W/O Comps** 5,552

### Men's Single Games

Date	Opponent	Scanned	ST Requested	ST Scanned	Flex Plan Exchanges	5 Game Mini- Plans	SG Sold- A	SG Sold- H	COMP	SG Scanned
11/9/2013	Longwood		890		3	Not Possible	1273	231	182	Not Possible
11/24/2013	Florida International				0	Not Possible	2741	124	323	Not Possible
12/17/2013	Manhattan				3	Not Possible	709	99	183	Not Possible
12/19/2013	USC Upstate				0	Not Possible	523	57	282	Not Possible
12/28/2013	Akron				6	Not Possible	624	429	155	Not Possible
12/30/2013	Marshall				39	Not Possible	487	209	687	Not Possible
1/3/2014	South Carolina State				18	Not Possible	450	192	164	Not Possible
1/11/2014	LSU				61	429	1466	567	1528	Not Possible
1/18/2014	Ole Miss				73	429	3709	1647	1299	Not Possible
1/29/2014	Texas A&M				7	Not Possible	1430	56	1333	Not Possible
2/5/2014	Auburn				13	Not Possible	1052	165	509	Not Possible
2/12/2014	Vanderbilt				9	Not Possible	733	23	2158	Not Possible

2/15/2014	Alabama				12	429	1300	449	513	Not Possible
2/22/2014	Georgia				16	429	2945	590	1547	Not Possible
3/1/2014	Kentucky				0	429	5720	2135	411	Not Possible
3/4/2014	Florida				12	Not Possible	3483	598	1823	Not Possible
Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM TAP	Total
11/9/2013	Longwood Florida	496	959	16			203		12	1686
11/24/2013	International	1616	1448	36			78	5	5	3188
12/17/2013	Manhattan	707	185	10		1	86	2		991
12/19/2013	USC Upstate	658	147	7			50			862
12/28/2013	Akron	624	155	121			299		9	1208
12/30/2013	Marshall	1058	116	61			140		8	1383
1/3/2014	South Carolina State	511	103	19		2	162		9	806
1/11/2014	LSU	2493	501	124			420	2	21	3561
1/18/2014	Ole Miss	2773	2235	459		5	1138	9	36	6655
1/29/2014	Texas A&M	2037	726	13			43			2819
2/5/2014	Auburn	913	648	64		1	100			1726
2/12/2014	Vanderbilt	2571	320	12		1	10			2914
2/15/2014	Alabama	1451	362	126		2	298	15	8	2262
2/22/2014	Georgia	3241	1251	212		4	353	2	19	5082
3/1/2014	Kentucky	4224	1907	1684		14	204	88	145	8266
3/4/2014	Florida	3545	1761	400		7	145	7	39	5904

Women's Season Tickets

Type	Price	# of Season Tickets
Reserved Season Tickets	\$50.00	1,375
Family 4 Pack	\$25.00	2,409
Suites	\$50.00	397
Child Season Ticket	\$25.00	4
Player Guest Season Tickets	\$0.00	50
COMP SEASON TICKETS	\$0.00	845

**Total with COMPS** 4,235

**Total W/O COMPS** 3,390

### Women's Single Tickets

<b>Date</b>	<b>Opponent</b>	<b>Scanned</b>	<b>ST Scanned</b>	<b>SG Sold- A</b>	<b>SG Sold- H</b>	<b>COMP</b>
11/8/2013	Charleston Southern			507	255	55
11/10/2013	Louisana Tech College of			281	52	20
11/14/2013	Charleston			644	81	0
11/17/2013	Seton Hall			429	158	9
12/2/2013	NC Central			205	69	0
12/20/2013	Winthrop			113	61	526
12/22/2013	SC State			215	157	510
12/28/2013	Savannah State			218	334	0

1/5/2014	Vanderbilt			96	296	22
1/9/2014	Kentucky			268	887	185
1/19/2014	Alabama			545	828	380
1/30/2014	Ole Miss			692	213	26
2/2/2014	Missouri			876	1127	1450
2/9/2014	Arkansas			1274	1116	810
2/23/2014	Florida			1242	1618	884
2/27/2014	Georgia			1796	1851	1863

Date	Opponent	Archtics	Arch. Internet	TM Internet	TM IVR	TM Outlet	TM PBO	TM Phone	TM TAP	Total
11/8/2013	Charleston Southern	91	471	3			252			817
11/10/2013	Louisiana Tech	65	236	14			34		4	353
11/14/2013	College of Charleston	34	610	1			80			725
11/17/2013	Seton Hall	22	416	3			152		3	596
12/2/2013	NC Central	14	191	2			67			274
12/20/2013	Winthrop	633	6				59		2	700
12/22/2013	SC State	718	7	17			131	9		882
12/28/2013	Savannah State	208	10	23			306		5	552
1/5/2014	Vanderbilt	103	15	34			262			414
1/9/2014	Kentucky	332	121	62		2	816		7	1340
1/19/2014	Alabama	830	95	64			757	2	5	1753
1/30/2014	Ole Miss	236	482	11			202			931
2/2/2014	Missouri	1787	539	111			1012		4	3453
2/9/2014	Arkansas	1955	129	109	4	3	994		6	3200
2/23/2014	Florida	1863	263	210		4	1381	4	19	3744
2/27/2014	Georgia	3032	627	234		6	1558	4	49	5510