



UNITED TOWNSHIP

HIGH SCHOOL DISTRICT 30

To: Board of Education
From: Janice Roome, Comptroller
CC: Dr. Jay Morrow, Mark Pustelnik, Scott Harding
Date: May 12, 2025
Re: Athletic Purchasing Agreement

Background Information

The District and Athletic Activity Funds combined spend at least \$120,000 per year for athletic apparel with additional amounts spent for athletic equipment.

Administrative Considerations

At this level of spending, both retailers and manufacturers offer significant discounts and rewards for exclusive supplier agreements. Other schools in our conference are taking advantage of such agreements. The Athletics and Business offices have thoroughly investigated the opportunities provided by entering into such an agreement.

Options Considered

Two retailers (and related manufacturers) were identified as having the most beneficial discount and rewards programs: BSN Sports (BSN) and GameOne. Based on our level of spending, it was determined that the District would save the most money with BSN Sports through the purchase of Nike and BSN products. The following advantages are available upon entering a three-year agreement from July 1, 2025 to June 30, 2028.

Discounts	
Nike Team Apparel/Stock Uniforms	35%
Nike Team Footwear	35%
BSN Products	15%
BSN Catalog Branded Products	10%

Product Rebates	
Annual spending of \$100,000+	8%

Additional Incentives	
\$5,000 Nike signing bonus	
\$5,000 annual Nike product Comp	
Additional product comp for uniform replacement	
Access to SURGE – a BSN exclusive girls' sports program	

Fund Source

Purchases are made by both the Educational Fund, the Athletic Activities Fund, and individuals purchasing items through "team stores".

Information Only

This is for informational purposes only. No board action is required.