



AGENDA ITEM SUMMARY

Agenda Item:

BSN Sports Nike Rewards Program - 7 year renewal

Person Submitting Item:

Matt Ortman

Background and Summary:

We are continuing our partnership with BSN Sports and Nike Rewards Program for the purchase of athletic apparel & equipment for use by high school athletics programs. Savings are also offered to middle and elementary schools. Items would be paid for using various budgets. The District is benefiting by combining all of these serial purchases into one agreement that allows for deeper discounts and no cost merchandise back to the schools. We are not obligated to spend a certain amount but we do get a bigger rebate if we spend more money. Year 1 of 7

Budget Source:

Activity Funds, Capital Outlay, Gifts & Grants, etc.

Strategic Plan Alignment:

Advancing Academic Excellence & Exceptional Student Experiences

Recommendation:

Approve



PURCHASING UNIVERSAL REQUEST

BLUE VALLEY SCHOOL DISTRICT #229

Department/Bldg.:	Academic Services	Requested By:	Matt Ortman
Purpose: (please explain in detail why we need the items or services requested)			
<p>We are continuing our partnership with BSN Sports and Nike Rewards Program for the purchase of athletic apparel & equipment for use by high school athletics programs. Savings are also offered to middle and elementary schools.</p> <p>Items would be paid for using various budgets including: Capital Outlay, Activity Funds and by families. The District is benefiting by combining all of these serial purchases into one agreement that allows for deeper discounts and no cost merchandise back to the schools.</p> <p>Year 1 of 7</p>			
Fund:	Activity Funds/Capital Outlay	Account Number:	Various
Funding Year:	2026/2027	Location(s) items or services are for:	Various
Does this use Bond Funds? (if yes, see below)		No	
<input type="checkbox"/> This request includes extended warranty, service or maintenance. Please complete the <u>Bond Warranty Agreement Form on page 2</u>		<input type="checkbox"/> This request includes training or consultation. Please complete <u>Bond Consultant Services Form on Page 3</u>	

Check all that apply to this Purchase:

- | | |
|---|--|
| <input checked="" type="checkbox"/> This is a New Contract | <input type="checkbox"/> This is a New Bid/RFP |
| <input type="checkbox"/> This is a Renewal Contract | <input type="checkbox"/> This is a Purchase from Bid/RFP # _____ |
| <input type="checkbox"/> This is a Curriculum purchase | <input type="checkbox"/> This Purchase requires BOE Signatures |
| <input type="checkbox"/> This can be purchased off of _____ | Contract # _____ |

Begin Date: 7/1/2026	End Date: 6/30/2033
Company: BSN Sports	Street Address: 1901 Diplomat Drive
Contact Name: Chris Theiling	City: Farmers Branch
Telephone: (314) 330-9626	State: TX
Email: ctheiling@bsnsports.com	Zip Code: 75234
Cost: \$ 750,000.00 Estimated	
Prior Year Cost: \$535,464.60 Estimated	
Terms: (Annual, Multi-Year, One-Time): Multi-Year	

Month:(board meeting) March 2026 **Budget Administrator** Matt Ortman **Date** 2/12/2026



BSN SPORTS & NIKE REWARD PROGRAM

FOR

UNIFIED SCHOOL DISTRICT No. 229, JOHNSON COUNTY, STATE OF KANSAS, Commonly referred to as "Blue Valley School District"

BSN SPORTS ("BSN") is pleased to offer Blue Valley School District the BSN SPORTS & NIKE REWARDS PROGRAM for the purchase and supply of athletic apparel and equipment for use by the school and its interscholastic programs.

BSN SPORTS Product Pricing: The school shall be able to purchase products at the following discounts:

- | | |
|------------------------------------|-----------------------|
| • Nike Team Apparel/Stock Uniforms | 40% off Retail Price |
| • Nike Team Footwear | 35% off Retail Price |
| • BSN Products | 20% off Catalog Price |
| • BSN Catalog Branded Products | 10% off Catalog Price |

All Nike Custom Uniforms will be priced separately with a minimum discount of 30% off of Retail Price. Deadlines for best discounts will be provided in the service plan agreement. Custom apparel, decorated apparel and footwear from any other manufacturers offered by BSN SPORTS will be at team discount pricing.

Decoration charges are not included in the above discounts.

Products sold to the Cheerleading coach will not be included in Spending Level totals.

BSN SPORTS Products are identified in our catalog with a black star icon next to the product code. BSN SPORTS catalog branded products are products distributed by BSN from a manufacturer such as Wilson, Spalding, Rawlings, etc.

My Team Shop: BSN SPORTS' online player pay site is required to be used by all high school and middle school athletic programs. Other programs including club sports and organizations will be encouraged to participate. My Team Shop products, including footwear, will be priced at 20-25% off retail. All My Team Shop sales including club and organizations will count towards rebate goals.

Shipping: The Customer will pay freight charges on all orders.

Product Rebate: Subject to the terms below, the Customer will receive a Product Rebate selected from a list of products, inclusive of applicable freight charges, provided by BSN SPORTS subject to availability at the time of order. Product Rebates are available after the requirements below are met.

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK & FIELD
STRENGTH & FITNESS
WRESTLING
SPORTS MED
SPEED
AGILITY
SCOREBOARDS
BENCHES & BLEACHERS
COACHING
AQUATICS



Product Rebates must be redeemed in May and June. A Product Rebate balance does not carry over from year to year. **Rebates only apply to orders placed under the terms and conditions of this agreement-including pricing.**

High School Program

Annual Spending Level \$100,000+	Annual Rebate Amount: 10% of annual spend in Branded Apparel and Equipment at catalog price.
\$75,000-\$99,999	8% of annual spend in Branded Apparel and Equipment apparel at catalog price.
\$50,000-\$74,999	6% of annual spend in Branded Apparel and Equipment at catalog price.

Nike Product Allotment

Sign On Bonus

Each High School and District Office receive a one time sign on bonus of **\$5,000** in free Nike Stock Product at Retail Price.

Years 1-7

The District Office will receive **\$5,000** in free Nike Stock Product at Retail Price each year of the seven year agreement.

Each High School will receive **\$15,000** in free Nike Stock Product at retail price each year of the seven year agreement.

Each High School will also have the ability to earn switchover dollars for every home and away set of uniforms they purchase each year. The allotment is broken down as follows.

Football (New Home and Away sets) **\$3,000** in free Nike Stock Product at Retail Value

All other sports (New Home and Away sets) **\$1,500** in free Nike Stock Product at Retail Value. Other sports included are as follows: Basketball, Baseball, Softball, Volleyball,

Soccer, Track & Field, Cross Country, Lacrosse.

BSN Sign On Bonus

BSN Sports will give **\$20,000** to each high school in year one of the agreement in free stock product in Nike, BSN Branded Apparel or Victory Uniforms, Facility Branding or BSN Equipment at retail price.

BSN Marketing

Each High School will receive a Hall Of Fame 65" Touch Wall Package Valued at **\$25,000**. Package includes installation of the Touch Wall and delivery.

Or

Each High School will receive a BSN Facility Branding Package from our catalog of branding options Valued at **\$25,000** at retail price.

Or

Each High School will receive a Dream Seat Package from our catalog of custom furniture products valued at **\$25,000** at retail price.

FOOTBALL
 BASKETBALL
 VOLLEYBALL
 SOCCER
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 LACROSSE
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LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK & FIELD
STRENGTH &
FITNESS
WRESTLING
SPORTS MED
SPEED
AGILITY
SCOREBOARDS
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AQUATICS

Middle School Program

Annual Spending Level	Annual Rebate Amount:
\$50,000+	10% of annual spend in Branded Apparel and Equipment at catalog price.
\$30,000-\$49,999	8% of annual spend in Branded Apparel and Equipment at catalog price.
\$10,000-\$29,999	6% of annual spend in Branded Apparel and Equipment at catalog price.

BSN Sign on Bonus:

BSN Sports will give **\$2,000** to each middle school in year one of the agreement in free stock product in Nike, BSN Branded Apparel or Victory Uniforms, Facility Branding or BSN Equipment at retail price

Elementary School Program

Annual Spending Level	Annual Rebate Amount:
\$5,000+	6% of annual spend in Branded Apparel and Equipment at catalog price.

Maximum annual product rebate will be the amount above, inclusive of any manufacturer incentives. Rebates are excluded on orders with discounts greater than stated above.

Any decoration or customization to rebate product is paid for by the Customer.

Terms and Conditions: All purchases will be made through BSN SPORTS. Only products purchased through BSN will be eligible for the Product Rebate. High Schools are required to purchase Nike uniforms in current uniform cycle and must have purchased a new set of uniforms for each program by the end of the 4th year of the agreement. BSN will be given opportunity to bid on all athletic equipment purchases made by the schools and district for items that are required to be bid.

Customer must be current on receivables to BSN SPORTS to receive Product Rebate



July 1, 2026 – June 30, 2033

Term: The initial term of this BSN Rewards Program shall be for seven (7) years (the “Initial Term”) commencing on the date this BSN Rewards Program is signed by an authorized officer of both parties and ending on the seventh (7th) anniversary of such date. No less than ninety (90) days prior to the expiration of the Initial Term, BSN shall notify Blue Valley School District of the upcoming expiration date, and Blue Valley School District may elect in writing to renew the BSN Award Program for successive one (1) year periods (each a “Renewal Term” and collectively with the Initial Term the “Term”) unless a party provides the other party with written notice of its intent not to renew this BSN Rewards Program at least ninety (90) days prior to the expiration of the then current Term. Blue Valley School District may terminate this contract upon thirty(30) days’ notice to BSN if BSN fails to perform any of its duties or obligations described herein. Each 12-month period during the Initial Term or any Renewal Term shall be defined as an Agreement Year.

Acknowledged and Agreed to:

**UNIFIED SCHOOL DISTRICT NO. 229
JOHNSON COUNTY, STATE OF KANSAS**

BSN SPORTS

By: _____
Jan Kessinger
Board of Education President

Chris Theiling
Regional Sales Director

Attested By:

Anna Sweeney Clerk, Board of Education

Approved as to Form:

Melissa Hillman, Chief Legal Officer

FOOTBALL
BASKETBALL
VOLLEYBALL
SOCCER
BASEBALL
LACROSSE
TENNIS
SOFTBALL
UNIFORMS
TRACK&FIELD
STRENGTH&
FITNESS
WRESTLING
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