

**UNIVERSITY OF HAWAII  
NOTICE OF AMENDMENT TO EXEMPTION FROM CHAPTER 103D, HRS**

Purchase Order No. / Contract No. N/A

Name of Contractor: N/A

Description of goods or services:

Uniform, apparel, and sport-specific equipment sponsorship agreement(s) for the University of Hawaii at Manoa, Office of Intercollegiate Athletics.

The scope of work for the purchase is revised as follows:

Under the original Request for Exemption from Chapter 103D, HRS, UHMAD received approval to solicit offers and enter into a sponsorship agreement or agreements for uniform, apparel and sport-specific equipment for its athletics programs for the period commencing in July 2025 through June 2030 (five years).

UHMAD is requesting an adjustment to the term to have the ability to enter into an agreement or agreements for uniform, apparel and sport-specific equipment for its athletic program for the period commencing in July 2025 through June 2032 (seven years). This will provide UHMAD with the the flexibility to enter into uniform, apparel, and sport-specific equipment agreements for longer terms if needed.

Original Purchase Price:  
\$ 6,000,000 over 5 years (est.)

Amended Purchase Price:  
\$ 7,000,000 over 7 years (est.)

**Direct any inquiries to:**

Department: University of Hawaii at Manoa, Office of Intercollegiate Athletics

Contact Name/Title: Jim Stein, Assistant Athletics Director, Administrative Services

Phone Number:  
(808) 956-2637

Address: 1337 Lower Campus Road  
Honolulu, Hawaii 96822

Fax Number:  
(808) 956-4637

Date Posted: October 16, 2024

Submit written objections to this notice of intent to amend a procurement exemption purchase within seven (7) calendar days from the date posted to:

Office of Procurement Management  
1400 Lower Campus Road, Room 15  
Honolulu, Hawaii 96822  
email: OPM@hawaii.edu

**UNIVERSITY OF HAWAII**  
**REQUEST FOR AMENDMENT TO EXEMPTION FROM CHAPTER 103D, HRS**

**To:** Kalbert Young, Vice President for Budget & Finance/CFO **Date:** 10/10/2024  
Chief Procurement Officer, University of Hawaii

**Via:** Office of Procurement Management

**From:** University of Hawaii at Mānoa Athletics Department  
(Campus & Department/Program)

**Vendor/Contractor:** To be determined

**Contract No./Purchase Order No.:** To be determined

**Original Purchase Price:** \$ 6,000,000 over 5 years (est.) **Amended Purchase Price:** \$ 7,000,000 over 7 years (est.)

Pursuant to University Administrative Procedure AP 8.220, and consistent with HRS §103D-102(b)(4) and HAR Chapter 3-120, the department requests an amendment to a contract or purchase order issued under a previously approved procurement exemption as follows (attach additional sheets if necessary):

1. Description of the goods or services:

Request for Exemption from Chapter 103D, HRS, to solicit offers and enter into an agreement or agreements for uniform, apparel, and sport-specific equipment sponsorship agreements for athletic programs at the Athletics Department, University of Hawaii at Manoa ("UHMAD"). The resulting agreement or agreements will cover a comprehensive range of products, including but not limited to: sport uniforms (i.e., custom team uniforms for various sport programs), apparel (e.g., training gear, travel attire, coaching staff uniforms, staff uniforms, and fan apparel), and sport specific equipment (e.g., baseball equipment, swimwear, etc.).

2. Explain in detail what is being amended:

Under the original Request for Exemption from Chapter 103D, HRS, UHMAD received approval to solicit offers and enter into a sponsorship agreement or agreements for uniform, apparel and sport-specific equipment for its athletics programs for the period commencing in July 2025 through June 2030 (five years).

UHMAD is requesting an adjustment to the term to have the ability to enter into an agreement or agreements for uniform, apparel and sport-specific equipment for its athletic program for the period commencing in July 2025 through June 2032 (seven years). This will provide UHMAD with the the flexibility to enter into uniform, apparel, and sport-specific equipment agreements for longer terms if needed.

In addition, if UHMAD is afforded the opportunity to enter into longer term sponsorship agreements, the total purchase amount may also increase accordingly as provided above.

All other terms and conditions under the original Request for Exemption from Chapter 103D, HRS, will remain the same.

3. Explanation in detail the reasons that the amendment is necessary:

Amending the term would allow UHMAD to negotiate more favorable financial terms over a longer period of time. This stability in pricing would be beneficial to UHMAD in managing, budgeting, and planning its requirements for the various sports programs over a longer period of time. In addition, recent industry trends have indicated a decline in promotional allocations and discounts offered by apparel and equipment suppliers. Having the flexibility of entering into longer term agreements will allow UHMAD to lock-in current favorable terms before they become less accessible, thereby mitigating the risk of increased costs in the future.

Longer term agreements will also allow for greater consistency in athletic uniform, apparel, and equipment branding across all of UHMAD's sports programs. This consistency will enhance the University's brand recognition. Further, a longer term will reduce the administrative burdens associated with frequent solicitation processes and streamlines inventory management and order fulfillment.

Moreover, an extended term facilitates stronger, long-term partnerships with apparel and equipment suppliers, promoting collaboration and innovation in apparel and equipment design that aligns with UHMAD's evolving needs. Lastly, an extended relationship should also lead to better levels of service, customization options, and improved responsiveness to University requests.

4. Direct questions to: Jim Stein Email Address: jrstein@hawaii.edu

**Certification:** I certify that the information provided herein is true and correct to the best of my knowledge.

Jim Stein, Asst. AD for Administrative Services  
Full Name of Principal Investigator, Department Head, or Administrator

Jim Stein Digitally signed by Jim Stein  
Date: 2024.10.15 11:37:07 -10'00'  
Signature Date

Tiffany Kuraoka, Asst. AD for Business Op.  
Full Name of Fiscal Administrator

Jace Nakama Digitally signed by Jace Nakama  
Date: 2024.10.15 14:35:43 -10'00'  
Signature Date

APPROVED:

Sandy French, Chief Business Officer, UHM  
Full Name of Vice President or Chancellor


Alexandra French Digitally signed by Alexandra French  
Date: 2024.10.16 13:29:07 -10'00'  
Signature Date

FOR OPM USE ONLY

OPM COMMENTS:

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APPROVED  DENIED

  
CHIEF PROCUREMENT OFFICER, UNIVERSITY OF HAWAII

October 25, 2024  
DATE