



louisville arena authority

RELEASE DATE: October 9, 2025

REQUEST FOR PROPOSALS

To: Potential Providers – Patron Screening Equipment

Re: Request for Proposal (“RFP”) — Louisville Arena Authority, Inc.

This document constitutes a request for proposals by the Louisville Arena Authority (“LAA” or “Arena Authority”) from qualified contractors to provide certain Patron Screening Equipment, within the KFC Yum! Center.

The RFP Response Due Date is Friday, October 31, 2025, at 2 pm EST.

FACILITY INFORMATION

The Louisville Arena Authority is a Kentucky non-stock, non-profit corporation, created for the purpose of overseeing the creation, design, construction, financing, management and operation of the multi-purpose arena built in downtown Louisville, Kentucky. The arena, named the “KFC Yum! Center,” opened in October 2010. The LAA’s all-volunteer Board of Directors is comprised of 10 members appointed by the Governor of the commonwealth of Kentucky and five appointed by the Mayor of Metro Louisville. The LAA was created under the Kentucky not-for-profit corporation statutes and has obtained 26 USC § 501 (c) (3) tax-exempt status. Key background data is provided for some context for the Project.

The KFC Yum! Center is managed and operated by Legends Global, Inc. pursuant to a management agreement dated July 1, 2012, and subsequent addendums. Legends Global is authorized to act as agent for the Louisville Arena Authority in the management of this Request for Proposal with selection of award made by the Louisville Arena Authority Board of Directors.

The KFC Yum! Center, a state-of-the-art multi-purpose arena, is home to the University of Louisville Men’s and Women’s Basketball programs. Additionally, it is designed to accommodate a wide variety of other events including NCAA championships such as wrestling, gymnastics and volleyball, as well as concerts, family shows, trade shows, private events and conventions. The arena bowl has a variety of seating configurations with a maximum capacity of 22,090 and a

reduced lower bowl capacity of 5,500. Finally, the arena has a full complement of private event spaces with capacities between 100 and 1,200 guests.

PROJECT BACKGROUND

The Louisville Arena Authority is desirable to replace the existing walk-through magnetometers which are used at staff entrances and guest entrances. The arena currently utilizes a maximum deployment of walk-through magnetometers:

- Main Lobby – 17 units
- Galt House Entrance – 3 units
- Suite Entrance – 2 units
- Third Street Loading Dock – 2 units
- North Loading Dock – 1 unit
- Event Staffing Company Employee entrance – 2 units
- Food & Beverage Company Employee entrance – 1 unit

The Louisville Arena Authority is seeking proposals to replace the able with like or different technology. The goal of this project is to enhance public safety and provide effective screening for prohibited metallic objects while ensuring the most expedited and efficient guest flow during events.

SCOPE OF WORK

- A. Provide delivery, installation and calibration on site of all necessary equipment and all accessories
- B. Provide training as required to staff on proper use, troubleshooting and maintenance
- C. Offer warranty and provide on-going technical support as needed

TECHNICAL SPECIFICATIONS

The proposed patron screening equipment should:

- A. Meet or exceed NIJ Standard-0601.02 (or current standards)
- B. Have multiple detection zones with pinpoint accuracy
- C. Be ADA compliant and allow for high throughput with adjustable sensitivity
- D. Include visual and audible alarms with adjustable volume
- E. Operate in both indoor and outdoor environments (with weatherproof options)
- F. Have data logging capability for screening metrics and incident reporting
- G. Offer battery backup and uninterrupted power supply options
- H. Provide networking capabilities for central monitoring (optional)
- I. Allow for quick assembly/disassembly and be portable as needed

REQUIREMENTS OF RESPONDERS

- A. Experience in providing patron screening equipment for similar facilities including stating recent installations
- B. Description of unit proposed
- C. Provide detailed technical information on equipment proposed including number of units needed at each location above to accomplish the most efficient ingress for events
- D. Per unit pricing including indication of pricing between Walk through Metal Detectors and Weapon Detection systems if applicable
- E. Guest throughput of unit proposed on a per hour basis
- F. Pricing for any required or optional accessories
- G. Pricing (if applicable) for installation, training, warranty and maintenance packages
- H. Provide recommendations on staffing deployment for most efficient operation of these units
- I. Provide information on any optional features or value-added services
- J. Indicate branding options, stabilizer kits and individual extra battery pricing if applicable
- K. Provide detailed timeline for installation of equipment
- L. Provide detailed training schedule and scope of training program
- M. Provide warranty information for equipment (1 year minimum)
- N. Provide maintenance agreements, including preventative maintenance schedules and emergency service availability including response times
- L. Professional Liability Insurance
- M. Provide technical support information
- N. At least three references from recent deployments of proposed equipment at a similar facility
- O. Proof of compliance with applicable industry and safety standards
- P. Be available for onsite demonstration of equipment if requested the week of November 3rd

PROJECT SCHEDULE

October 27, 2025 -	Deadline for request to tour the arena upon written request
October 27, 2025 -	Deadline for written questions by 2 pm EST to msullivan@kfcyumcenter.com
October 28, 2025 -	Written responses will be provided to all known bidders by 5 pm EST
October 31, 2025-	Deadline for RFP Response by 2 pm EST to msullivan@kfcyumcenter.com

November 17, 2025 -

Anticipated Date for Award

INSTRUCTIONS TO RESPONDERS

A. Preparation of Responses:

1. The respondent is expected to comply with all specifications, terms, conditions and instructions contained in the Request for Proposals (RFP). Failure to do so will be cause for rejection.
2. The response should be prepared simply and economically, providing a forward straight concise description of the respondent's capabilities to satisfy the requirements of this RFP. Emphasis should be on completeness and clarity of content. The Owner will not be responsible for any costs incurred by respondent in preparing or presenting the RFP.
3. Any exceptions taken to the terms and conditions of this RFP must be clearly identified. If no exceptions are listed it will be concluded that the respondent will meet, in every detail, the conditions stipulated in this RFP.

B. Fees:

Responder shall present an itemized proposal that includes all fees associated with this project. Please note the Louisville Arena Authority is not for profit organization and therefore is tax exempt.

C. Submission of Response:

Responses shall be sent via email to msullivan@kfcyumcenter.com.

D. Form of Agreement:

The form of agreement to be used shall be mutually agreed upon.

Prospective Responders are encouraged to review the Arena Authority's reservation of rights concerning cancelation of this RFP discussed below. This RFP may be canceled or withdrawn at the election of the Arena Authority.

MWBE PARTICIPATION

The LAA has adopted and is firmly committed to implementing its Affirmative Action Policy to promote the utilization of women and minorities in all phases of the project. It is the

responsibility of each respondent to become familiar with the LAA's Affirmative Action Policy, All respondents must include in their response an affirmation to conform to the policy and a detailed description of their plan for conformance.

RESPONSE REQUIREMENTS OF RFP

All items below should be included in the response in the same order and in similar format. Include the certification with signature at the end of this section.

Please provide a proposal with itemized pricing that includes the following:

INTRODUCTION

***Note:** If more than one firm is involved in a joint venture, a complete response from each firm is required.*

A. Firm Identification: Please provide the following information about your firm:

- Name
- Address
- City, State ZIP
- Telephone Number
- Principal-In-Charge Contact Name and Email Address
- Designated Contact Name with contact information
- Designated Contact's Email Address
- Type of Organization (Sole Proprietorship, Professional Corporation/Association, Corporation, Partnership, Joint Venture*, Other* - If Joint Venture or Other provide details)
- Number of years firm has been in business
- Location of any branch offices

B. Sub-Contractors:

If other contractors will be utilized to perform any of scope of work included in this RFP, please signify the company name and role.

SITE ABILITY TO COMPLETE PROJECTS WITHIN BUDGET AND ON TIME

STATEMENT OF COMPLIANCE OF LOCAL, STATE AND NATIONAL SAFETY REQUIREMENTS PLUS ALL APPLICABLE LOCAL, STATE AND NATIONAL LAWS.

SUMMARY STATEMENT

Provide a summary statement, of not more than one page, which summarizes the reasons you feel your firm is best qualified for this project.

EVALUATION AND SELECTION PROCESS

1. Evaluation

The Louisville Arena Authority's management and operations firm, Legends Global, will facilitate the review of proposals and provide technical input so that the scoring may be performed and will select the successful proposal. The Arena Authority Board of Directors and its Finance Committee will make the award to the highest-scoring proposal, subject to the right to reject all proposals reserved below.

2. Submitting Questions

Any prospective Responder to this RFP is encouraged to submit any questions they may have no later than by the date above. Send questions to Michael Sullivan at the KFC Yum! Center at E-mail: msullivan@kfcyumcenter.com

3. Qualified Responders

The Authority shall review each proposal for compliance with all necessary requirements of this Request for Proposal. Failure to comply with any requirements may disqualify a proposal. Only those Responders who have met the minimum requirements of this RFP may be selected. Any alternative solution proposals submitted must be complete and will be subject to a full and independent evaluation.

4. Evaluation

After receiving all proposals, the Authority shall conduct its evaluation. The Authority, in conjunction with input from Legend's information technology staff, or by utilizing Legend's staff, will then score each qualified proposal. Minor irregularities in proposals that are immaterial or inconsequential in nature may be waived wherever it is determined to be in the Arena Authority's best interest.

5. Final Ranking and Selection

The Arena Authority will make recommendations for the award of the Contract to the Responder whose proposal are determined to be the most advantageous to the Arena Authority, considering the criteria identified next.

6. Basis of Selection

The evaluation of responses will be made from the criteria listed below, in order of importance.

Proposal Element	Scoring Percentage	Notes
Price	50 points	The response price that is lowest for value of overall price will receive the full 50 points. Any competing responses will be scored on a scale of comparison between that price and the lowest value for price
Experience	20 points	The responder's relevant experience will be scored and receive up to 20 points.
Delivery of Work Timeline	30 points	The responder's plan for delivery of scope of work, the earliest installation plan will receive the full 30 points.

MWBE participation – the Response should affirm that the Responder will abide and conform in good faith to the Authority's MWBE program, or the response will be considered non-conforming.

Sponsorship/ VIP Ticket Interest – the Response should state if the Responder already is under contract as a Sponsor or as a Premium Ticket holder of the KFC Yum! Center or has interest in engaging conversations for either opportunity. This is not a requirement to bid.

7. Negotiation and Award of Contract

Interviews and negotiations may be held to promote further understanding of proposal requirements, and to facilitate arrival at a Contract. The LAA reserves the right to accept the best proposal, as submitted, without further conversations or negotiations, and may do so. The Committee will rank each finalist. The Arena authority and the first ranked finalist shall then negotiate in good faith the terms and conditions of a contract. If such negotiations are unsuccessful, the Arena Authority shall then negotiate with the second ranked finalist. This process will continue until the Arena Authority has reached a satisfactory agreement. The Arena Authority retains the right to reject all proposals at any time during the process. No public submittal opening will be held. All proposals will be treated as closed records until a contract award is made or until all submittals are rejected except as required by law.

8. Reservation of Rights

The LAA reserves the right to amend, modify or withdraw this request; to waive or revise any requirements of this request; to require supplemental statements or information from any responding party; to reject any response submitted; to accept or reject any or all responses received with respect to this request; to extend the deadline for submission of responses; to negotiate or hold discussions with any responding party and to cancel, in whole or in part, this request if the Arena Authority deems it to be in its best interests to do so. The Arena Authority may exercise the foregoing rights at any time without notice and without liability to any responding party or other parties for their expenses incurred in the preparation of responses or otherwise. Responses with respect to this request will be prepared at the sole cost and expense of the responding party. The issuance of this request and the submission of a response and/or the acceptance of such response by the Arena Authority does not obligate the Arena Authority in any manner whatsoever. Legal obligations will only arise upon execution of a formal agreement by the Arena Authority and the selected provider.

PROPOSAL DEADLINE

Responses must be received by **2:00 PM Eastern Daylight Time on October 31, 2025, to:**

Michael Sullivan
msullivan@kfcyumcenter.com

Firms submitting inquiries are advised not to rely on any verbal advice/instruction, and only to rely on written instructions from the Louisville Arena Authority authorized representatives.