

## US Chess is Accepting Chess Store Bids for National Events

The US Chess Federation (US Chess) is soliciting Chess Store bids for the following FY 2022-2023 through FY 2024-2025 National events. The US Chess fiscal year starts on June 1 and ends on May 31. This will be a one-year agreement, with two optional one-year agreements based on performance and mutual consideration. The successful bid will include the following National events\*:

- **2022 U.S. Open, July 30-August 7, 2022**, Westin Mission Hills Golf Resort & Spa, 71333 Dinah Shore Dr., Rancho Mirage, CA 92270
- **2022 National K-12 Grade Championships, December 9-11, 2022**, Gaylord National Resort & Convention Center, 201 Waterfront St., National Harbor, MD 20745
- **2023 National High School (K-12) Championship, March 31-April 2, 2023**, Washington Hilton, 1919 Connecticut Ave. NW, Washington, DC 20009
- **2023 National Middle School (K-8) Championship, April 21-23, 2023**, Kalahari Resorts & Conventions, 3001 Kalahari Drive, Round Rock, TX 78665
- **2023 National Elementary (K-6) Championship, May 12-14, 2023**, Baltimore Convention Center, 1 West Pratt Street, Baltimore, MD 21201
- **2023 U.S. Open Championship, July 29-August 6, 2023**, DeVos Place, 187 Monroe Ave. N.W., Grand Rapids, MI 49503
- **2023 National K-12 Grade Championships, December 15-17, 2023**, Hyatt Regency Orlando, 9801 International Drive, Orlando, FL 32819
- **2024 National High School (K-12) Championship, date and location TBD**
- **2024 National Elementary (K-6) Championship, April 26-28, 2024**, Greater Columbus Convention Center, 400 North High Street, Columbus, OH 43215
- **2024 National Middle School (K-8) Championship, May 10-12, 2024**, Hyatt Regency Atlanta, 265 Peachtree St. NE, Atlanta, GA 30303
- **2024 U.S. Open Championship, July 27-August 4, 2024**, Sheraton Norfolk Waterside Hotel, 777 Waterside Drive, Norfolk, VA 23510
- **2024 National K-12 Grade Championships, December 6-8, 2024**, Gaylord National Resort & Convention Center, 201 Waterfront St., National Harbor, MD 20745
- **SuperNationals VII, May 9-11, 2025**, Orange County Convention Center, 9800 International Drive, Orlando, FL 32819

*\*Dates and locations are subject to change.*

The US Chess Federation will:

1. Provide adequate space for the Chess Store vendor with tables and chairs.
2. Provide the Chess Store vendor with the contact name at the event venue so they may make necessary arrangements for product delivery.
3. Provide a US Chess Federation point of contact person at the event.

The bid will include:

1. Flat fee, per player fee or percentage of sales, or both.
2. Percentage of sub-vendor fees to be paid to US Chess.
3. Minimum space requirements for chess store. An acceptable size range should be noted for each event.
4. Dates and hours of operation for each event.
5. Information on range of products to be offered at each event.
6. Any other additional concessions offered to US Chess.
7. Clear policies for return of merchandise purchased at events.

The bidder will acknowledge that:

1. Gift certificates issued will be charged to US Chess Federation at 80% of value.
2. Chess Store vendor must obtain US Chess Federation approval for any sub-vendors, including any book signings. Sub-vendors are subject to the same event policy requirements as primary vendors and tournament staff.
3. The space layout design will be provided to US Chess not later than 30 days prior to the start of the event.
4. The Chess Store is responsible for obtaining its own electrical power and internet service from the venue.
5. It is the responsibility of the Chess Store vendor to make arrangements with the venue concerning the delivery or pick up of products.
6. The Chess Store must pay any drayage fee associated with its operation.
7. The expected arrival and departure dates for products must be provided 30 days prior to the start of the event.
8. The Chess Store vendor must provide US Chess its primary point of contact 30 days prior to the start of each event.
9. The Chess Store vendor must provide US Chess its store hours 30 days prior to the start of each event.
10. US Chess retains the rights to contract with a T-Shirt Vendor
11. US Chess retains the rights to contract with other vendors offering products and services which are not normally offered by the Chess Store.
12. The Chess Store will provide the chess sets and boards for the events. The Chess Store is free to sell these sets after the event.

**SPECIAL NOTE:** The retail venue at these events will be known as the “Chess Store”. **This is an intentional rebranding.** Bidders are strongly encouraged to consider what each may envision a successful “Chess Store” might entail, **both** from a merchandise **and** size perspective. There is no minimum or maximum size for a Chess Store, or its inventory. Bidders may include multiple tiers or

options in their bid. US Chess will select the bid and option that we believe will provide the most positive enhancement for our national events. **Profitability for US Chess is a major consideration but will NOT be the only factor that determines the winning bid.**

Although this process will initially only award the Fiscal Year 2022 – 2023 events, the agreement will be renewable for up to two additional one-year periods, based on performance. Either party may elect to discontinue the agreement for future fiscal years, by notifying the other party not later than May 31, 2023, for the first extension, or May 31, 2024, for the second extension.

Competitive bids will be evaluated on the following criteria:

1. Completeness of bid pursuant to requirements listed above.
2. Financial terms that benefit US Chess.
3. Past performance (if any) at US Chess events.
4. Special offerings that enhance the experience of the chess tournament.

The bid process is a sealed process. No bid will be shared until the deadline for submission has passed.

Bids must be submitted to [governance@uschess.org](mailto:governance@uschess.org) not later than 5:00 p.m. ET, June 20, 2022.

Please direct all questions to US Chess Director of Events, Boyd Reed, [boyd.reed@uschess.org](mailto:boyd.reed@uschess.org). DO NOT SUBMIT FINAL BIDS TO THIS EMAIL ADDRESS.