

REQUEST FOR PROPOSALS

Field Sports Indoor Court Facility Lease Opportunity

PROPOSALS will be received by SportsOhio, managed by The Sports Facilities Companies (SFC), Attn: General Manager Joseph Bauserman, 6400 Dublin Park Drive, Dublin, OH 43016, until 2:00 p.m. ET on June 26, 2026. All qualified organizations are invited to submit proposals for the following lease and operating opportunity at a City-owned property:

Field Sports Indoor Court Facility Lease Opportunity

SUBMIT: Three (3) bound copies or one digital PDF file of all requested documentation must be received on or before 2:00 p.m. ET on June 26, 2026.

ADDRESS BOUND COPIES TO:

SportsOhio

Attn: Joseph Bauserman, General Manager

6400 Dublin Park Drive

Dublin, OH 43016

E-MAIL DIGITAL COPY TO: jbauserman@sportsfacilities.com

MARK OUTSIDE OF PACKAGE OR SUBJECT LINE: RFP – Field Sports Indoor Court Facility Lease Opportunity

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Introduction

About the City of Dublin

Dublin, Ohio, is a vibrant city of nearly 50,000 residents located just northwest of Columbus. The City offers residents and corporate citizens responsive services, attractive housing, superior public education, direct regional highway access, abundant park space, and recreational opportunities. Dublin is known for its thoughtful planning, innovative ideas, technology, and dynamic community life.

About the Columbus Region

The Columbus Region, located in central Ohio, is a vibrant and rapidly growing metropolitan area with a population of more than 2.1 million residents. Known for its diverse economy, strong educational institutions, and thriving cultural scene, the region encompasses the City of Columbus, the state capital, as well as surrounding suburban and rural communities.

Columbus is also home to a strong sports presence that plays a significant role in the region's identity and attracts visitors from across the country. The city is home to teams such as the Columbus Blue Jackets (NHL), Columbus Crew (MLS), and Columbus Fury (Pro Volleyball Federation), while The Ohio State University Buckeyes remain a dominant force in college athletics. These teams help foster a passionate sports culture, draw fans, and enhance community engagement with athletics.

The Midwest offers a strong supply of facilities capable of hosting tournaments. However, the absence of a highly competitive indoor court facility in the Columbus region presents a significant opportunity for a premier sports complex in Dublin. Market demand and current operating experience indicate continued need for additional high-quality indoor court capacity for volleyball and basketball, creating an opportunity to retain teams that currently travel elsewhere for tournament play and to attract activity that is currently hosted in other markets.

Purpose of RFP

SFC / SportsOhio is issuing and administering the RFP on behalf of the operator, and that the facility is City-owned property. The purpose of this Request for Proposals (RFP) is to identify and select a qualified tenant/operator to convert approximately 30,000 square feet of indoor playing surfaces to composite court surfaces. The successful tenant will also lease, program, and operate this same indoor area, approximately one-half of the Field Sports building. The successful tenant must have the experience, financial capacity, and operational capability to activate the leased space with high-quality athletic uses. These may include volleyball, basketball, pickleball, futsal, athletic training, camps, clinics, leagues, tournaments, and other related activities.

The selected tenant will be required to provide all material, equipment, and labor required to complete the conversion of the playing surfaces as described above. This conversion must include all equipment required for programming proposed by the tenant. This includes, but may not be limited to flooring, striping, wall padding, sports equipment, and related improvements. The tenant will also be expected to maintain the subject leased area, manage day-to-day operations, provide appropriate staffing, and deliver a safe, professional, and customer-focused experience for participants, spectators, and facility users.

Through this RFP, SportsOhio and Sports Facilities Companies (SFC) seek to identify a qualified tenant/operator for a lease opportunity within a City-owned property. The City of Dublin owns the SportsOhio campus, and any final lease terms and required approvals will remain subject to City review and approval. The intent of this process is to identify a mutually beneficial operating partner that can strengthen the overall SportsOhio campus, support community recreation, and create a financially sustainable indoor court program.

Description of Facilities

In September 2024, the City of Dublin acquired the SportsOhio site. This acquisition allows the City to fully utilize the facilities and programming, expand recreational options, and align the campus with Parks and Recreation Master Plan objectives. Dublin City Council has since adopted the Premier Athletic and Recreation Campus Vision Framework for the future of the campus.

Sports Facilities Companies (SFC) currently manages SportsOhio and operates the full campus on behalf of the City. The selected tenant will be expected to coordinate with SFC on scheduling interfaces, guest experience, maintenance coordination, site operations, and other matters affecting the overall campus.

Field Sports, located at 6400 Dublin Park Drive, is an indoor athletic facility featuring two regulation-size turf fields capable of hosting soccer and lacrosse competitions. The facility also includes two half-size turf fields, one basketball court, and one smaller multi-purpose field to accommodate a variety of athletic programming and recreational activities. Additional amenities include men's and women's restrooms, two birthday party rooms, a concessions area, and an elevated mezzanine that provides spectators with panoramic views of the facility.

Please see Exhibit A at the end of this RFP for the building diagram.

Goals

SportsOhio and SFC seek proposals that provide high-quality recreational and athletic programming opportunities for Dublin residents and regional users while demonstrating a financially sustainable operating model capable of supporting long-term operations and facility improvements. Proposals should attract tournaments, camps, clinics, leagues, and events that generate visitor activity and support local businesses while maintaining a safe, professional, and well-managed athletic environment. The selected tenant should also demonstrate a willingness to collaborate with SFC, the City as property owner, and community organizations in support of broader recreational, community engagement, and economic development goals associated with the SportsOhio campus.

Tenant Responsibilities

- Provide all labor, materials, equipment, tools, supervision, and other resources necessary for the tenant's build-out and operations and maintenance within the leased premises.
- Submit all proposed flooring systems, equipment installations, safety improvements, and facility modifications to the City for review and approval prior to installation.
- Provide and install approved composite indoor court flooring, goals, padding suitable for basketball, volleyball, and other proposed programming such as TerraFlex, Sport Court, or other approved comparable system(s).
- Provide and install all sports and operational equipment necessary to support programming and events, including but not limited to floor-mounted volleyball pole systems, portable or floor-mounted basketball goals, portable divider systems, scoreboards, seating, training equipment, storage systems, and related court accessories.
- Provide and install wall padding and any other safety elements not currently in place but required for the tenant's proposed use and layout.
- Provide portable and/or floor-mounted goal systems only. Ceiling-suspended or retractable ceiling-mounted basketball goal systems will not be permitted unless specifically approved in writing by the City.
- Operate and manage the tenant's athletic programming, leagues, tournaments, clinics, camps, rentals, and related activities conducted within the leased premises..
- Recruit, train, schedule, and supervise operational staff necessary to support the tenant's programming and events, and maintain appropriate staffing levels during the tenant's scheduled operating hours and events.
- Provide customer service for participants, spectators, and facility users and maintain a safe, professional, and well-managed environment.
- Maintain the cleanliness, appearance, and day-to-day upkeep of the leased premises and keep all tenant-provided flooring and equipment in good operating condition.
- Coordinate maintenance concerns, scheduling matters, and operating impacts with the City and SFC as necessary.
- Maintain all required insurance coverage and obtain and maintain all permits and licenses required for operations.
- Comply with all applicable local, state, and federal laws, regulations, and City operational requirements.
- Pay rent and any agreed-upon operational expenses as outlined in the final lease agreement.
- Maintain financial responsibility for all tenant-provided improvements, flooring systems, equipment, and related capital investments.

- Provide annual operational summaries, participation information, and other performance reporting upon request by the City.

City Responsibilities

- Retain responsibility for the base building structure, major building systems, exterior maintenance, parking areas, shared common areas, and utility infrastructure serving the building.
- Coordinate operations across the broader SportsOhio campus to ensure compatibility between facility users and overall site operations.
- Retain designated time for community use of the multi-sport court, subject to scheduling, operational needs, and final lease terms.
- Reserve the right to negotiate shared maintenance responsibilities, utility allocations, operational coordination procedures, community use provisions, and cost-sharing arrangements as part of the final lease agreement.
- Responsible for demolition of the current space down to a concrete base

Proposal Submittals

Proposals submitted in response to this RFP should follow the requirements listed below.

Introductory Letter

Provide a letter summarizing the organization's interest, qualifications, and understanding of the opportunity, including:

- Organization name and legal structure
- Primary contact information
- Authorized representative
- Overview of proposed operations

Organization Experience and Qualifications (up to 15 points)

Provide:

- Company background and history
- Experience operating indoor athletic facilities
- Experience managing leagues, tournaments, and sports programming
- References for similar facilities or operations
- Key personnel and organizational structure

Facility Use, Operations, and Operational Coordination Plan (up to 30 points)

Provide:

- Proposed sports and programming offerings
- Proposed operating schedule and seasonality assumptions
- Staffing plan and management oversight structure
- Safety, security, and risk management procedures
- Customer service approach
- Event and tournament strategy
- Coordination approach with SFC as campus operator, including scheduling interfaces, maintenance coordination, guest services, and event operations

Construction, Flooring, and Equipment Plan (up to 25 points)

Provide:

- Detailed scope of work describing all labor, materials, equipment, and improvements to be furnished by the tenant
- Description of proposed composite court flooring system(s), such as TerraFlex, Sport Court, or approved comparable products, suitable for basketball and volleyball use
- Description of volleyball systems, including floor-mounted poles and related equipment
- Description of basketball goal systems, which must be portable or floor-mounted; retractable ceiling-mounted goals are not permitted unless specifically approved by the City
- Description of wall padding and other required safety improvements
- Installation schedule and timeline
- Maintenance approach for flooring and equipment
- Renderings, conceptual layouts, or schematic plans if available

Financial Proposal (up to 30 points)

Provide:

- Proposed lease structure
- Proposed rent or revenue-sharing model
- Capital investment overview
- Financial capability and funding sources
- Preliminary operating budget or financial projections

Other Information

Include any other information you consider relevant to the proposal.

Questions and Communication

Proposers are strictly prohibited from contacting SportsOhio staff, elected officials, or other City representatives outside of the official communications process for this RFP. All inquiries must be submitted by email to Joseph Bauserman at jbauserman@sportsfacilities.com no later than 5:00 p.m. ET on June 12, 2026. Any communication outside of this protocol, including attempts to lobby or influence the process, may result in disqualification from the RFP evaluation process.

Procurement Schedule

SportsOhio will use the following timetable, which is intended to result in the selection of a successful operator by July 2026:

Milestone	Date
Issue RFP / Announcement	May 27, 2026
Site Visit*	June 4, 2026
Deadline to submit written RFP questions by 5:00 p.m. ET	June 12, 2026
Deadline for SFC to issue responses to pre-proposal questions and addenda	June 19, 2026
Deadline for submission of proposals by 2:00 p.m. ET	June 26, 2026
Anticipated selection and contract negotiation	July 10, 2026

*Site visit will begin at 2:00 p.m. ET on June 4, 2026. Please RSVP by emailing jbauserman@sportsfacilities.com.

Deadline

Proposals delivered after the time and date set for receipt of proposals will not be accepted and may be returned unopened to the proposer. It is the proposer's responsibility to ensure timely delivery of its proposal. Weather, flight delays, carrier errors, and other acts are risks allocated to proposers and will not be exempted from deadline requirements.

Disclaimer

SportsOhio may share proposals with the City of Dublin and other advisors involved in the review of this opportunity. Proposers should clearly identify any confidential or proprietary information contained in their submission and provide the basis for confidential treatment. SportsOhio does not guarantee confidential treatment except as may be required by applicable law, agreement, or approval process involving the City as property owner.

Conditions

- SportsOhio reserves the right to reject any and all proposals and to waive minor irregularities in any proposal.
- SportsOhio reserves the sole right to determine whether a proposal substantially complies with the requirements of this RFP, to accept or reject any proposal, and to negotiate modifications to any proposal.
- SportsOhio reserves the right to request clarification of information submitted and to request additional information from any proposer.
- SportsOhio reserves the right to award any agreement to the next most qualified proposer if the selected proposer does not execute an agreement within thirty (30) days after award.
- Any contract resulting from this RFP shall be in a form supplied and approved by the City of Dublin and shall generally reflect the specifications contained in this RFP.
- SportsOhio shall not be responsible for any costs incurred by an organization in preparing, submitting, or presenting its response to this RFP.

Exhibit A – Building Diagram

Building diagram referenced in the RFP as Exhibit A.

