

## Our Mission

River City Merchandising offers superior on-site merchandise sales at concerts and special events in Texas and throughout the rest of lower 48 United States. We take the concern of event merchandise from the artist or venue, so their concentration can be placed in other areas.

## The Company and Management

River City Merchandising is based in San Antonio and has been for 40 years. Originally opened by Wallace C. Harding in 1979 and was ran by him till his passing in 2009. At that point his son, Wallace A. Harding took over the company and formed River City Merchandising, LLC. Having grown up in the business it was very smooth transition from one to the next.

## Our Services

River City Merchandise prides itself on being a turnkey merchandise vending company. There are no events that are too small or too large for River City Merchandising to handle. With each event being different we are able to customize on an event-by-event basis to make sure that both the artist and venue are happy with the job being done.

016 - RFP ATTACHMENTS

RFP ATTACHMENT A, PART ONE

GENERAL INFORMATION

- 1. Respondent Information: Provide the following information regarding the Respondent. (NOTE: Co-Respondents are two or more entities proposing as a team or joint venture with each signing the contract, if awarded. Sub-contractors are not Co-Respondents and should not be identified here. If this proposal includes Co-Respondents, provide the required information in this Item #1 for each Co-Respondent by copying and inserting an additional block(s) before Item #2.)

Respondent Name: River City Merchandising

(NOTE: Give exact legal name as it will appear on the contract, if awarded.)

Principal Address: 8801 Lockway

City: San Antonio State: Texas Zip Code: 78261

Telephone No. 210-654-4447 Fax No: 210-650-5353

Website address: RiverCityMerchandising.com

Year established: 1979, incorporated in 2009

Provide the number of years in business under present name: Same as above

Social Security Number or Federal Employer Identification Number: 27-0278247

Texas Comptroller's Taxpayer Number, if applicable: 32039518496

(NOTE: This 11-digit number is sometimes referred to as the Comptroller's TIN or TID.)

DUNS NUMBER: 108556036

Unique Entity ID (generated by SAM.gov):

Business Structure: Check the box that indicates the business structure of the Respondent.

Individual or Sole Proprietorship. If checked, list Assumed Name, if any:

Partnership

X Corporation If checked, check one: X For-Profit Nonprofit

Also, check one: X Domestic Foreign

Other If checked, list business structure:

Printed Name of Contract Signatory: Wallace Harding

Job Title: President

Provide any other names under which Respondent has operated within the last 10 years and length of time under for each:

N/A

Provide address of office from which this project would be managed:

City: 8801 Lockway San Antonio State: Texas Zip Code: 78217

Telephone No. 210-654-4447 Fax No: 210-650-5353

Annual Revenue: \$ 13,000,000

Total Number of Employees: 4

Total Number of Current Clients/Customers: 24

Briefly describe other lines of business that the company is directly or indirectly affiliated with:  
Production of merchandise and/or promotional products

List Related Companies:

N/A

2. **Contact Information:** List the one person who the City may contact concerning your proposal or setting dates for meetings.

Name: Wallace Harding Title: President

Address: 8801 Lockway

City: San Antonio State: Texas Zip Code: 78217

Telephone No. 210-654-4447 Fax No: 210-650-5353

Email: Wallace@RiverCityMerch.com

3. Does Respondent anticipate any mergers, transfer of organization ownership, management reorganization, or departure of key personnel within the next twelve (12) months?

Yes  No

4. Is Respondent authorized to do business with the State of Texas Secretary of State?

Yes  No  If "Yes", provide registration number.

0801122848

5. Where is the Respondent's corporate headquarters located? San Antonio

6. **Local/County Operation:** Does the Respondent have an office located in San Antonio, Texas?

Yes  No  If "Yes", respond to a and b below:

- a. How long has the Respondent conducted business from its San Antonio office?

Years 15 Months         

- b. State the number of full-time employees at the San Antonio office. 3 Full, 1 Part

If "No", indicate if Respondent has an office located within Bexar County, Texas:

Yes  No  If "Yes", respond to c and d below:

- c. How long has the Respondent conducted business from its Bexar County office?

Years          Months         

- d. State the number of full-time employees at the Bexar County office.

**7. Debarment/Suspension Information:** Has the Respondent or any of its principals been debarred or suspended from contracting with any public entity?

Yes \_\_\_ No X If "Yes", identify the public entity and the name and current phone number of a representative of the public entity familiar with the debarment or suspension, and state the reason for or circumstances surrounding the debarment or suspension, including but not limited to the period of time for such debarment or suspension.

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**8. Surety Information:** Has the Respondent ever had a bond or surety canceled or forfeited?

Yes \_\_\_ No X If "Yes", state the name of the bonding company, date, amount of bond and reason for such cancellation or forfeiture.

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**9. Bankruptcy Information:** Has the Respondent ever been declared bankrupt or filed for protection from creditors under state or federal proceedings?

Yes \_\_\_ No X If "Yes", state the date, court, jurisdiction, cause number, amount of liabilities and amount of assets.

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**10. Disciplinary Action:** Has the Respondent ever received any disciplinary action, or any pending disciplinary action, from any regulatory bodies or professional organizations? Yes \_\_\_ No X If "Yes", state the name of the regulatory body or professional organization, date and reason for disciplinary or impending disciplinary action.

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**11. Previous Contracts:**

a. Has the Respondent ever failed to complete any contract awarded?

Yes \_\_\_ No X If "Yes", state the name of the organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

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b. Has any officer or partner proposed for this assignment ever been an officer or partner of some other organization that failed to complete a contract?

Yes \_\_\_ No X If "Yes", state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

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c. Has any officer or partner proposed for this assignment ever failed to complete a contract handled in his or her own name?

Yes \_\_\_ No X If "Yes", state the name of the individual, organization contracted with, services contracted, date, contract amount and reason for failing to complete the contract.

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**12. Financial Review:** Is your firm publicly traded? Yes \_\_\_ No X If "Yes", provide your firm's SEC filing number.

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## REFERENCES

**Provide three (3) reference letters from three (3) separate organizations/companies/firms, that the Respondent has provided services to within the past three (3) years.** The contact person named on the reference letter should be familiar with the day-to-day management of the contract and would be able to provide type, level, and quality of services performed. In addition, please provide the contact information below of the references you have submitted.

### Reference No. 1:

Firm/Company Name Mississippi Coast Coliseum  
Contact Name: Matt McDonnell Title: Executive Director  
Address: 2350 Beach Boulevard  
City: Biloxi State: MS Zip Code: 39531  
Email: \_\_\_\_\_  
Telephone No. 228-594-3700 Fax No: 228-594-3812  
Date and Type of Service(s) Provided: \_\_\_\_\_  
Provided merchandise sales services for over 35 years

### Reference No. 2:

Firm/Company Name Payne Arena  
Contact Name: Gloria Tovar Title: Assistant General Manager  
Address: 2600 N. 10th Street  
City: Hidalgo State: TX Zip Code: 78557  
Email: Gtovar@hidalgoarena.com  
Telephone No. 956-732-9105 Fax No: \_\_\_\_\_  
Date and Type of Service(s) Provided: \_\_\_\_\_  
Provided merchandise sales for 20 years

### Reference No. 3:

Firm/Company Name Simmons Bank Arena  
Contact Name: Jared Lillard Title: Director of Finance  
Address: One Simmons Bank Arena Dr  
City: North Little Rock State: AR Zip Code: 72114  
Email: Jlillard@Simmonsbankarena.com  
Telephone No. 501-975-9036 Fax No: \_\_\_\_\_  
Date and Type of Service(s) Provided: \_\_\_\_\_  
Provided merchandise sales for 24 years



2350 Beach Boulevard  
Biloxi, Mississippi 39531

Phone: 228-594-3700  
Fax: 228-594-3812  
[www.mscoastcoliseum.com](http://www.mscoastcoliseum.com)

January 19, 2024

To whom it may concern,

The long-standing relationship we have enjoyed with River City Merchandising dates back over 38 years with The Mississippi Coast Coliseum and Convention Center being the first building to use River City Merchandising back in 1985.

The vendors are well trained, uniformed, and allow us to maximize revenue on merchandise sales. Wallace Harding and his team provide us with the flexibility needed to negotiate shows as we need to continue to get business in our facility. We continue to use them as our exclusive merchandise vendor and would recommend them to any other facility.

Sincerely,

A handwritten signature in blue ink that reads "Matt McDonnell". The signature is written in a cursive style with a large, prominent "M" and "D".

Matt McDonnell  
Executive Director,  
Mississippi Coast Coliseum



2600 N. 10<sup>th</sup> Street (Hwy 336)  
Hidalgo, Texas 78557  
Tel: (956) 646-1050  
[www.hidalgoarena.com](http://www.hidalgoarena.com)

January 18, 2024

To Whom It May Concern:

I am writing to wholeheartedly recommend River City Merchandise based on the outstanding services they have provided to Payne Arena in Hidalgo, Texas. We have had the pleasure of working closely with them since 2003.

River City Merchandise has demonstrated exceptional expertise in the industry. Their dedication to understanding each event's specific needs has greatly contributed to the success of events hosted at Payne Arena. One of their key strengths is their ability to handle large scale events efficiently such as Monster Trucks, Bad Bunny, Karol G, Luis Miguel, Daddy Yankee, WWE, among others.

Based on our positive and ongoing experience with River City Merchandise, I have no hesitation in recommending them, their professionalism and commitment make them an invaluable partner.

If you require any further information, please feel free to contact me at [gtovar@hidalgoarena.com](mailto:gtovar@hidalgoarena.com) or (956) 732-9105. I am more than willing to provide additional insights into the excellent services provided by River City Merchandise.

Thank you,

*Gloria Tovar*

Gloria Tovar  
Assistant General Manager  
Payne Arena

January 25, 2024

To whom it may concern:

I understand that you are considering merchandise service providers and I'd like to offer my recommendation for River City Merchandising.

Since we opened in 1999, we have engaged River City Merchandising as our sole merchandise sales team. They have vast experience in our industry with events both large and small and are knowledgeable and professional. Furthermore, I've found their reporting to be accurate and we are consistently paid in a timely manner. Wallace is always readily available to discuss and handle any questions that may arise. Our experience with River City has been great.

If you need any further information, please contact me at [jlillard@simmonsbankarena.com](mailto:jlillard@simmonsbankarena.com) or 501-975-9036.

Sincerely,



Jared Lillard, CPA – inactive  
Director of Finance  
Simmons Bank Arena

## RFP ATTACHMENT A, PART TWO

### EXPERIENCE, BACKGROUND, QUALIFICATIONS

Prepare and submit narrative responses to address the following items. If Respondent is proposing as a team or joint venture, provide the same information for each member of the team or joint venture.

1. Describe Respondent's experience relevant to each of the components of the Scope of Services requested by this RFP. List and describe relevant projects of similar size and scope performed over the past ten (10) years.

As mentioned in the Executive Summary, River City Merchandising has been in this form since 2009 but was established in 1979. We have always strived to meet and exceed the expectations of an event vendor. In the past 10 years, River City Merchandising has handled countless events in similar size and scope to include The Alamodome as well as The Alamodome itself. .

River City Merchandising implemented a dress code of a white polo/button down shirt with black pants in the early 90's and was one of the first companies to have a companywide dress code. With being based in San Antonio, there not be an issue in finding a qualified number of qualified vendors.

Having been in business for as long as we have, River City Merchandising has amassed a large inventory of the products needed to make a successful show. To the point that River City Merchandising has its own mold to make specific body forms that just River City Merchandising uses.

We have a great working relationship with Chase, Bank of America, and PNC financial institutions, but in 2021 started using a local San Antonio bank, Broadway Bank as it main financial institution In the past few years we have also switch to a more event driven credit card processor that allows us to have a better control of inventory in real time. RCM carries 54 machines on hand, but has access to as many as needed for any specific event.

2. Describe Respondent's specific experience with similarly sized venues/ arenas/ stadiums. If Respondent has provided services for the City in the past, identify the name of the project and the department for which Respondent provided those services.

We have handled The Alamodome in some capacity since the original event of Paul McCartney in 1993. We are in our final year of the contract that was

awarded to us for the Alamodome in March of 2021. In addition, we have handled numerous events at The Superdome in New Orleans, The Sun Bowl in El Paso, Chase Field and University of Phoenix Stadium in Phoenix area, Lucas Oil Stadium in Indianapolis, to name a few.

3. For each of the components, describe staffing and other resources to be dedicated:
  - a) List other resources, including a total number of employees and location of offices that will be utilized.

River City Merchandising has more than 150 local vendors that it has access to, this is through individuals as well as groups. With San Antonio being the home base of River City Merchandising it adds a degree of simplicity when finding staffing.

- b) List equipment available to support this project

River City Merchandising has amassed many supplies. While River City Merchandising has a focus in Texas, we also provide services in numerous other cities. We have over 200 pieces of grid, table clothes, countless number of hooks and clips, and create our own body forms and price signs thus giving us the ability to meet any need.

- c) List credit card processing equipment and software used to ensure accuracy.

River City Merchandising has a base inventory of 54 credit card machines and the ability to get as many as needed with one day advance notice. This is rarely used but is a good safety net to have in the case of emergency.

4. State the primary work assignment and the percentage of time key personnel will devote to the project if awarded the contract.

River City Merchandising's staff consist of Wallace Harding, Scott Hawn, Lynette Cances, and Jonathan Davis. Although not all staff will be at each event, we each dedicate the time that is needed to make sure the event is handled and ran smoothly.

5. Additional Information. Identify any additional skills, experiences, qualifications, and/or other relevant information about the Respondent's qualifications.

Wallace Harding has literally been raised in this business and Scott Hawn has been with the company since 1980, Lynette Cances since 2007. Between them RCM has handled hundreds of million dollars in sales throughout the years.

## RFP ATTACHMENT A, PART THREE

### PROPOSED PLAN

1. The City has implemented Ready to Work which is an education and job placement program. Respondents can learn more about this initiative at Ready to Work ([sanantonio.gov](http://sanantonio.gov)) whose goal is to connect residents to career opportunities. Describe how Respondent can leverage this initiative in their training and hiring practices.

River City Merchandising already has a large pool of local residents that help at events here locally. With the nature of this type of business and scheduling conflicts it is always nice to have another resource to use when looking for help

2. Provide a detailed agenda for proposed merchandise training.

River City Merchandising has thankfully been able to create a large vendor pool of seasoned and trained vendors. We have very few new vendors at one show and are able to take a hands-on approach to training. Typically, we start a new vendor on a slower/smaller event before using them at a larger event.

3. Provide a detailed plan for handling event conflicts with other venues.

Although it is inevitable that we will have a scheduling conflict, they are usually few and far between. Majority of the events we have in other cities have their own vendors locally. We have numerous people that have handled shows of any size and can ensure that the event will be staffed adequately and capable personnel.

4. List equipment that will be provided.

As mentioned, prior, we have more than enough of any item needed to produce a successful event. If in the case that we are running short on a piece of equipment for an event, we will just purchase more of that item. We just received our new order of 220 body forms that we have custom made to our standards.

5. Provide a plan for handling customer service/ line flow.

This has been a battle since the reopening from Covid pandemic. Most patrons are now used to single file lines and have more of a patient/non-decisive attitude. It is best to create the line but open the line before reaching the front of the table to allow more people across the front of the tables. When the customers wait in

line all the way to the front it hampers our ability to handle more than one at a time and thus slowing the process down as well the customers do not start making decisions on what item they may want until they are at the table. In addition when the event warrants more locations we will continue to open locations outside in the form of tents/trailers to take as much pressure off the locations inside.

**RFP ATTACHMENT B**

**PRICE SCHEDULE**

Respondent's proposal must be based on the proposed contract term, including renewal periods, stated in this RFP. Proposing a different term of the contract, or renewal terms may lead to disqualification of Respondent's proposal from consideration. As such, Respondent must provide pricing in the manner set forth in the RFP's Price Schedule. Failure to do so may lead to disqualification of Respondent's proposal from consideration.

Below proposed pricing should reflect services performed within the scope of services of this RFP.

Alamodome creates and sets contract terms with their clients regarding merchandise percentage split. This split is typically 80% net sales to the Licensee, 20% net sales to the Alamodome. However, some contract terms are 90% net sales to the Licensee, 10% net sales to the Alamodome.

The Alamodome's Net Sales shall be shared with the selected Respondent less applicable taxes, bootleg security, equipment rental fee, and credit card fees. At no point will the City be held responsible for any reimbursements if the respondent has shortages of any kind.

Identify proposed fees to be charged by Respondent. **Respondent's proposed fee (percentage of net sales) must not exceed 8%.**

<b>Service Category</b>	<b>Respondent Fee (proposed % of net sales)</b>
Full Event Merchandise Sales Services	<u>8</u> %
Inventory Only*	<u>3.5</u> %

Inventory Only\* refers to events held at the Alamodome that will not use Respondent for merchandise sales, but City staff will require an inventory count in/count out.



# CITY OF SAN ANTONIO

## Contracts Disclosure Form

Please print completed form and submit with proposal to originating department. All questions must be answered.

For details on use of this form, see Section 2-59 through 2-61 of the City's Ethics Code.

\*This is a:

New Submission  Correction  Update to previous submission

### \*1) Name of person submitting this disclosure form.

<b>* First</b> Wallace	<b>M.I.</b> A	<b>* Last</b> Harding	<b>Suffix</b>
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### \*2) Contract Information

**a) Contract or Project Name:**  
Event Merchandise Servises at Alamodome

**b) Originating Department:**  
Convention Sports and Entertainment Facilities

### \*3) Disclosure of parties, owners, and closely related persons.

**a) Name of individual(s) or entity(ies) seeking a contract with the city. (NOTE: Give exact legal name as it will appear on the contract, if awarded.)**

Name
River City Merchandising, LLC

**b) Name and title of contract signatory**

Name	Title
Wallace Harding	President

**c) Name of all owners, board members, executive committee members, and officers of entities listed in question 3a.**

Type	Name
Owner	Wallace Harding

**\*4) List any individual(s) or entity(ies) that is a partner, parent, joint venture, or subsidiary entity(ies) of the individual or entity listed in Question 3.**

- Not applicable. Contracting party(ies) does not have partner, parent, joint venture, or subsidiary entities.**
- Names of partner, parent, joint venture or subsidiary entities, and all the owners, board members, executive committee members, and officers of each entity:**

**\*5) List any individuals or entities that will be subcontractors on this contract.**

- Not applicable. No subcontractors will be retained for this contract.**
- Subcontractors may be retained, but have not been selected at the time of this submission.**
- List of subcontractors, including the name of the owner(s), and business name:**

**\*6) List any attorneys, lobbyists, or consultants retained by any individuals listed in Questions 3, 4, or 5 to assist in seeking this contract.**

- Not applicable. No attorneys, lobbyists, or consultants have been retained to assist in seeking this contract.**
- List of attorneys, lobbyists, or consultants retained to assist in seeking this contract:**

**\*7) Disclosure of political contributions.**

List any campaign or officeholder contributions made by the following individuals in the past 24 months to any current member of City Council, former member of City Council, any candidate for City Council, or to any political action committee that contributes to City Council elections:

- a. any individual seeking contract with the city (Question 3)
- b. any owner or officer of entity seeking contract with the city (Question 3)
- c. any individual or owner or officer of an entity listed above as a partner, parent, or subsidiary business (Question 4)
- d. any subcontractor or owner/officer of subcontracting entity retained for the contract (Question 5)
- e. the spouse of any individual listed in response to (a) through (d) above
- f. any attorney, lobbyist, or consultant retained to assist in seeking contract (Question 6)

- Not applicable. No campaign or officeholder contributions have been made in preceding 24 months by these individuals.**
- List of contributions:**

**Updates on Contributions Required**

Information regarding contributions must be updated by submission of a revised form from the date of the submission of this form, up through the time City Council takes action on the contract identified in response to Question 2 and continuing for 30 calendar days after the contract has been awarded.

**Notice Regarding Contribution Prohibitions for "High-Profile" Contracts**

Under Section 2-309 of the Municipal Campaign Finance Code, the following listed individuals are prohibited from making a campaign or officeholder contribution to any member of City Council, candidate for City Council or political action committee that contributes to City Council elections from the 10th business day after a contract solicitation has been released until 30 calendar days after the contract has been awarded:

- a. Any individual seeking a high-profile contract;
- b. Any owner, officer, officer of board, and executive committee member of an entity seeking a high-profile contract, excluding board officers and executive committee members of 501(c)(3), 501(c)(4) and 501(c)(6) non-profit organizations not created or controlled by the City whose board service is done strictly as a volunteer with no financial compensation and no economic gain from the non-profit entity;
- c. The legal signatory of the high-profile contract;
- d. Any attorney, lobbyist or consultant hired or retained to assist the individual or entity in seeking a high-profile contract;
- e. Subcontractors hired or retained to provide services under the high-profile contract; and

f. Any first-degree member of the household of any person listed in (1), (2), (3) or (5) of this subsection.

**Penalty.** A high-profile contract cannot be awarded to the individual or entity if a prohibited contribution has been made by any of these individuals during the contribution "black-out" period, which is the 10th business day after a solicitation has been released until 30 calendar days after the contract has been awarded.

### \*8) Disclosure of conflict of interest.

Are you aware of any fact(s) with regard to this contract that would raise a "conflict of interest" issue under Sections 2-43 or 2-44 of the City Ethics Code for any City Council member or board/commission member that has not or will not be raised by these city officials?

- I am not aware of any conflict(s) of interest issues under Section 2-43 or 2-44 of the City Ethics Code for members of City Council or a city board/commission.
- I am aware of the following conflict(s) of interest:

### \*9) Prohibited Interest in Contracts.

Currently, or within the past twelve (12) months, have you, your spouse, sibling, parent, child or other family member within the first degree of consanguinity or affinity served on a City board or commission?

- No
- Yes

Currently, or within the past twelve (12) months, has an owner, partner or employee of a business entity in which you, your spouse, parent, child own 10% or more of the voting stock or shares, or 10% or more of the fair market value served on a City board or commission?

- No
- Yes

Currently, or within the past twelve (12) months, has an owner, partner, or employee of a business entity who owns 10% or more of the voting stock or shares, or 10% or more of the fair market value, that will be a subcontractor for this contract, served on a City board or commission?

- No
- Yes

### Notice Regarding Prohibited Interest in Contracts.

Please be aware, the City's Charter and Ethics Code prohibits members of certain more-than-advisory boards and commissions, as well as their close family members and any businesses they or their families hold a 10% or greater ownership interest from obtaining a contract with the City during their board or commission service. The prohibition extends to subcontracts on City contracts, and would also apply to parent, subsidiary or partner businesses owned by the member of the board or commission and their family. Please see Section 141 of the City Charter and Section 2-52 of the City Ethics Code (Prohibited Interests in Contracts) for complete information.

Former members of certain more-than-advisory boards and commissions, their family members and the businesses they own will continue to be prohibited from obtaining any discretionary contracts for one year after leaving City service. Please see Section 2-58 of the City Ethics Code (Prohibited Interest in Discretionary Contracts) for complete information.

Please note that any contract in place at the time the applicant becomes a City officer may remain in effect, but cannot be amended, extended, modified, or changed in any manner during the officer's City service on the more-than-advisory board.

If you have any questions, please contact the Office of the City Attorney to request to speak with a member of the Ethics staff: (210) 207-8940

## Acknowledgements

### \*1. Updates Required

I understand that this form must be updated by submission of a revised form if there is any change in the information before the discretionary contract, housing and retail development incentive, or the purchase, sale, or lease of real estate to or from the City is the subject of action by the City Council, and no later than 5 business days after any change has occurred, whichever comes first. This includes information about political contributions made after the initial submission and up until 30 calendar days after contract has been awarded.

**\*2. No Contact with City Officials or Staff during Contract Evaluation**

I understand that a person or entity who seeks or applies for a city contract or any other person acting on behalf of that person or entity is prohibited from contacting city officials and employees regarding the contract after a Request for Proposal (RFP), Request for Qualification (RFQ), or other solicitation has been released.

This no-contact provision shall conclude when the contract is posted as a City Council agenda item. If contact is required with city officials or employees, the contact will take place in accordance with procedures incorporated into the solicitation documents. Violation of this prohibited contacts provision set out in Section 2-61 of the City Ethics Code by respondents or their agents may lead to disqualification of their offer from consideration.

**\*3. Contribution Prohibitions for "High-Profile" Contracts**

- This is not a high-profile contract.
- This is a high-profile contract.

**\*4. Conflicts of Interest Questionnaire (CIQ)**

Chapter 176 of the Local Government Code requires all contractors and vendors to submit a Conflict of Interest Questionnaire Form (CIQ) to the Office of the City Clerk, even if contract is not designated as "High Profile".

I acknowledge that I have been advised of the requirement to file a CIQ form under Chapter 176 of the Local Government Code.

## \*Oath

I swear or affirm that the statements contained in this Contracts Disclosure Form, including any attachments, to the best of my knowledge and belief are true, correct, and complete.

**\* Your Name:**

**Title:**

Wallace Harding

President

**\* Company Name or DBA:**

**Date:**

River City Merchandising, LLC

1/22/2024

Please print completed form and submit with proposal to originating department. All questions must be answered.

If necessary to mail, send to:

Purchasing

P.O. Box 839966

San Antonio, Texas 78283-3966

GR.1075-01.PUR.REPORT.Contracts Disclosure Form  
Rev. 09/07/2021

**RFP ATTACHMENT D**

**LITIGATION DISCLOSURE FORM**

**Respond to each of the questions below by checking the appropriate box. Failure to fully and truthfully disclose the information required by this Litigation Disclosure form may result in the disqualification of your proposal from consideration or termination of the contract, once awarded.**

Have you or any member of your Firm or Team to be assigned to this engagement ever been indicted or convicted of a felony or misdemeanor greater than a Class C in the last five (5) years?

Yes  No

Have you or any member of your Firm or Team to be assigned to this engagement been terminated (for cause or otherwise) from any work being performed for the City of San Antonio or any other Federal, State or Local Government, or Private Entity?

Yes  No

Have you or any member of your Firm or Team to be assigned to this engagement been involved in any claim or litigation with the City of San Antonio or any other Federal, State or Local Government, or Private Entity during the last ten (10) years?

Yes  No

**If you have answered “Yes” to any of the above questions, please indicate the name(s) of the person(s), the nature, and the status and/or outcome of the information, indictment, conviction, termination, claim, or litigation, as applicable. Any such information should be provided on a separate page, attached to this form, and submitted with your proposal.**

## SBEDA

Attached is the City of San Antonio Subcontractor/Supplier Utilization Plan as well as a confirmation letter of River City Merchandising being certified as a Small Business that expired in 2022. River City Merchandising has not made any changes that would exclude it from being considered a Small Business and is still headquartered in San Antonio.



# CITY OF SAN ANTONIO

## SUBCONTRACTOR/SUPPLIER UTILIZATION PLAN

SOLICITATION NAME: **Event Merchandise Services at the Alamodome**

PRIME CONTRACTOR NAME: River City Merchandising

**Please review the following information before completing the form:**

1. Prime contractor must list **ALL** certified and non-certified Subcontractors/Suppliers that will be utilized for the entire contract period (see page 2).
2. A Subcontractor/Supplier Utilization Plan that does not satisfy City subcontracting goal(s) placed on this solicitation and absent an approved Subcontracting Goal- Waiver (at the time of bid submission) by the Small Business Office will be deemed NON-RESPONSIVE.
3. For a Prime contractor or Subcontractor to count toward a City required subcontracting goal(s), the Prime contractor or Subcontractor must be SBEDA eligible and have the same certification(s) from the South Central Texas Regional Certification Agency ([www.SCTRCA.org](http://www.SCTRCA.org)) as the City required subcontracting goal(s).

To be SBEDA eligible, a Prime contractor or Subcontractor must be certified as a Small Business Enterprise (SBE) through SCTRCA **AND** must be headquartered or have a significant business presence in the San Antonio Metropolitan Statistical Area. SBEDA eligibility can be verified through the link <http://www.sanantonio.gov/purchasing/vendorinformation/cosavendorlisting>. For further clarification, please contact Small Business Office at [SBEDAdocs@sanantonio.gov](mailto:SBEDAdocs@sanantonio.gov), call (210) 207-3922 or refer to the SBEDA language within the solicitation document(s).

To be Completed by City Staff			To be Completed by Prime Contractor		
SOLICITATION API's	EVALUATION POINTS APPLIED	CITY REQUIRED SUBCONTRACTING GOAL	PERCENT SBEDA ELIGIBLE PARTICIPATION	MEETING THE GOAL? (Y/N)	WAIVER SUBMITTED? (Y/N)
Small Business Enterprise (SBE) Prime Contract Program	10 points			<div style="border: 1px solid black; height: 40px; width: 100%;"></div>	NO

**I hereby affirm that the information on this form is true and complete to the best of my knowledge and belief. I possess internal documentation from all proposed Subcontractors/Suppliers confirming their intent to perform the scope of work for the price or percentage indicated. I understand and agree that if approved, this document shall be attached thereto and become a binding part of the contract.**

Prime Contractor's Authorized Agent: Sign and Date  1/24/24 Name Wallace Harding Title President

Director or Designee of Economic Development: Sign and Date

APPROVED       DENIED

**All sections of the following table must be completed for all firms listed. List all *certified or non-certified* Subcontractors/Suppliers that will be utilized for the entire contract period, excluding possible extensions, renewals and/or alternates. Use additional pages if necessary.**

ROLE	NAME OF FIRM	SBEDA ELIGIBLE (YES/NO)	DOLLAR AMOUNT BY FIRM	% OF TOTAL CONTRACT VALUE BY FIRM	WORK TO BE PERFORMED (5 DIGIT NIGP CODE)
PRIME CONTRACTOR					
SUB					

**Subject:** Certification Letter - S/M/W/AA/DI/VBE Certification Letter  
**Date:** Tuesday, January 21, 2020 at 4:27:04 PM Central Standard Time  
**From:** South Central Texas Regional Certification Agency  
**To:** wallace@rivercitymerch.com

January 21, 2020

Wallece Alexander Harding  
River City Merchandising, LLC  
8801 Lockway St  
San Antonio, TX 78217

Dear Wallece Alexander Harding:

We are pleased to inform you that your application for certification in our Small, Minority, Woman and Veteran Business Enterprise (S/M/W/V) Program has been approved. Your firm met the requirements of the SCTRCA Policy and Procedure Manual and is currently certified as a:

\*Small Business Enterprise (SBE)

Certification Number: 220013740  
Certification Expiration: January 31, 2022

Providing the following products or services:

NAICS 711320: PROMOTERS OF PERFORMING ARTS, SPORTS, AND SIMILAR EVENTS  
WITHOUT FACILITIES

On the two year anniversary date of your certification, you are required to provide a renewal application affirming that no changes have occurred affecting your certification status. The SCTRCA will send you a Certification Renewal reminder sixty (60) days prior to your expiration date. The SCTRCA will no longer include a certificate upon certification renewals. Your expiration date is January 31, 2022.

Please notify this office within thirty (30) days of any changes affecting the size, ownership, control requirements, or any material change in the information provided in the submission of the certification application. Thank you in advance.

Sincerely,

Charles Johnson,  
Executive Director

**City of San Antonio**  
**Finance Department - Procurement Division**  
**Local Preference Program Identification Form**

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The City of San Antonio Local Preference Program, described in the San Antonio City Code Chapter 2, Article XII, establishes a local preference for specific contracting categories. Each time a bidder or respondent submits a bid for a solicitation, this Local Preference Program Identification Form must be completed and turned in with the solicitation response in order to be identified as a City Business and receive the preference described below. The City will not rely on Local Preference Program Identification Forms submitted with prior or contemporaneous bids or proposals.

The Local Preference Program allows the City to grant a preference to a business meeting the definition of *City Business* in the award of the following types of contracts, when selection is made based on price alone:

- Personal Property (Goods / Supplies): The local bidder's price must be within 5% of the price of the lowest non-local bidder for contracts of \$50,000 to under \$500,000; or within 3% of the price of the lowest non-local bidder for contracts of \$500,000 or more
- Non-professional Services: The local bidder's price must be within 5% of the price of the lowest nonlocal bidder for contracts of \$50,000 to under \$500,000;
- Construction Services: The local bidder's price must be within 5% of the price of the lowest non-local bidder for contracts of \$50,000 to under \$100,000, excluding contracts awarded using alternative delivery methods.

The Local Preference Program also allows the award of additional points, when multiple evaluation criteria are used in the award of professional service contracts, where the selection process is not governed by statute and in revenue generating and concession contracts. A business meeting the definition of *City Business* stated below may be awarded 10 points for being headquartered within the city, or 5 points for having a local office within the city.

Moreover, the program recognizes joint venture agreements and allows for apportioning of points based upon the percentage of ownership of joint ventures by *City Businesses* responding to solicitations for which discretionary points are applied. For solicitations where selection is made based on price alone, all members of a joint venture must be *City Businesses* for the preference to be applied.

Effective January 1, 2023, the Local Preference Program may be applicable to federally funded contracts where federal statutes or the federal grantor expressly mandates or encourages local geographic preference.

**City Business** is defined as a business, or non-profit organization, headquartered within the incorporated San Antonio city limits for one year or more OR one that meets the following conditions:

- Has an established place of business for one year or more in the incorporated limits of the City:
  - (a) from which at least 100 of its employees OR at least 20% of its total full-time, part-time and contract employees are regularly based; and
  - (b) from which a substantial role in the business' performance of a commercially useful function or a substantial part of its operations is conducted by those employees.

A location utilized solely as a post office box, mail drop or telephone message center or any similar combination, with no other substantial work function, is not a *City Business*.

For the purposes of this program, Headquartered is defined as the place where a business entity's officers direct, control, and coordinate the entity's activities.

**City of San Antonio**  
**Finance Department - Procurement Division**  
**Local Preference Program Identification Form**

NOTE: Bidders / Respondents are required to submit documentation to substantiate that the requirements of a City Business have been met. Examples of documentation may include, but are not limited to the following:

1. Existence of local headquarters or office: For corporations, Texas Comptroller's listing of names/addresses of officers and directors. For partnerships, partnership agreement and any documents identifying the current managing partners and their current work addresses
2. Evidence of local headquarters or office in existence for one year or more: Utility bills, real property lease agreements, equipment leases, personal property taxes, real property taxes
3. Evidence of number of employees: Organizational charts, payroll records by location

CITY RESERVES THE RIGHT TO REQUEST ADDITIONAL INFORMATION TO VALIDATE BIDDERS'/RESPONDENTS' DESIGNATION AS A CITY BUSINESS.

COMPLETE THE FOLLOWING FORM AND SUBMIT WITH YOUR RESPONSE EVEN IF YOU ARE NOT SEEKING A LOCAL PREFERENCE. THE BIDDER / RESPONDENT MUST COMPLETE THE FOLLOWING FORM TO BE IDENTIFIED AS A CITY BUSINESS. IF BIDDER / RESPONDENT IS SUBMITTING AS A JOINT VENTURE, EACH CITY BUSINESS THAT IS A MEMBER OF THE JOINT VENTURE MUST COMPLETE AND SIGN THIS FORM.

**PROVIDE THE FOLLOWING INFORMATION IF BIDDER/ RESPONDENT IS SUBMITTING AS PART OF A JOINT VENTURE.** Joint Venture means a collaboration of business or non-profit entities, in response to a solicitation, which is manifested by a written agreement, between two or more independently owned/governed and controlled business firms to form a third business entity solely for purposes of undertaking distinct roles and responsibilities in the completion of a given contract. Under this business arrangement, each joint venture partner shares in the management of the joint venture and also shares in the profits or losses/surplus or deficits of the joint venture enterprise commensurately with its contribution to the venture.

STATE BIDDER'S / RESPONDENT'S PERCENTAGE OF OWNERSHIP IN THE JOINT VENTURE: \_\_\_\_\_%

SUBMIT A COPY OF THE JOINT VENTURE AGREEMENT. SUBMIT ANY OTHER DOCUMENTATION REQUESTED BY CITY TO SUBSTANTIATE THE EXISTANCE OF AND/OR PARTICIPATION IN THE JOINT VENTURE. NO PREFERENCE POINTS WILL BE ALLOCATED TO A JOINT VENTURE THAT FAILS TO SUBMIT REQUIRED DOCUMENTATION.

SOLICITATION NAME/NUMBER: Event Merchandise Services at Alamodome RFP 24-037, RFx 6100017606

**PROVIDE THE FOLLOWING INFORMATION REGARDING BIDDER'S / RESPONDENT'S HEADQUARTERS:**

Name of Business or Non-Profit Entity:	River City Merchandising
Physical Address:	8801 Lockway
City, State, Zip Code:	San Antonio, TX 78217
Phone Number:	210-654-4447
Email Address:	Wallace@RiverCityMerch.com
Provide the total number of full-time, part-time, and contract personnel employed by Bidder / Respondent: _____	120

**City of San Antonio**  
**Finance Department - Procurement Division**  
**Local Preference Program Identification Form**

Is Business or Non-Profit Entity headquartered within the incorporated San Antonio city limits? (circle one)	<input checked="" type="radio"/> Yes	<input type="radio"/> No
Has the business or non-profit entity been headquartered in the incorporated San Antonio city limits for one year or more? (circle one)	<input checked="" type="radio"/> Yes	<input type="radio"/> No
If the answers to the questions above are "Yes", stop here. If the answer to either of the above questions is "No", provide responses to the following questions:		

**PROVIDE THE FOLLOWING INFORMATION REGARDING BIDDER'S / RESPONDENT'S LOCAL OFFICE (IF APPLICABLE):**

Name of Business or Non-Profit Entity:		
Physical Address:		
City, State, Zip Code:		
Phone Number:		
Email Address:		
Provide the total number of full-time, part-time, and contract personnel employed by Bidder / Respondent in the local office: _____		
Is the business or non-profit entity located in the incorporated San Antonio city limits? (circle one)	Yes	No
Has the business been located in the incorporated San Antonio city limits for one year or more? (circle one)	Yes	No
Are at least 100 full-time, part-time or contract employees regularly based in the San Antonio office? (circle one)	Yes	No
Are at least 20% of the business' total full-time, part-time or contract employees regularly based in the San Antonio office? (circle one)	Yes	No
Do the employees in the San Antonio office perform a substantial role in the business' performance of a commercially useful function or are a substantial part of the business' operations conducted in the San Antonio office? (circle one)	Yes	No

ACKNOWLEDGEMENT

THE STATE OF TEXAS

I certify that my responses and the information provided on this Local Preference Program Identification Form are true and correct to the best of my personal knowledge and belief and that I have made no willful misrepresentations on this form, nor have I withheld any relevant information in my statements and answers to questions. I am aware that any information given by me on this Local Preference Program Identification Form may be investigated and I hereby give my full permission for any such investigation, including the inspection of business records and site visits by City or its authorized representative. I fully acknowledge that any misrepresentations or omissions in my responses and information may cause my offer to be rejected or contract to be terminated. I further acknowledge that providing false information is grounds for debarment.

**City of San Antonio**  
**Finance Department - Procurement Division**  
**Local Preference Program Identification Form**

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BIDDER'S / RESPONDENT'S FULL NAME:

Wallace Harding  
(Print Name) Authorized Representative of Bidder / Respondent

  
(Signature) Authorized Representative of Bidder / Respondent

President  
Title

1/22/24  
Date

**This Local Preference Identification Form must be submitted with the bidder's /  
respondent's bid/proposal response.**

## City of San Antonio

### Veteran-Owned Small Business (VOSB) Preference Program Identification Form

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**Authority.** San Antonio City Code Chapter 2, Article XI describes the City's veteran-owned small business preference program.

**Certification.** The City relies on inclusion in the database of veteran-owned small businesses maintained by the U.S. Small Business Administration to verify VOSB status; however, veteran status may also be confirmed by certification by another public or private entity that uses similar certification procedures.

**Preference.** The VOSB preference applies to procurements of discretionary expenditure and revenue contracts for goods, services, and concessions, where the selection criteria are not limited by state or federal law. The preference consists of 5% of the evaluation points for a business that is certified as a Veteran-Owned Small Business. Moreover, the program recognizes joint venture agreements and allows for apportioning of points based upon the percentage of VOSB ownership of a joint venture responding to solicitations for which discretionary points are applied. There are no points available for VOSB subcontractors.

**Tracking.** In order to determine whether the program can be expanded at a later date, the City tracks VOSB participation at both the primary contract and subcontract levels.

**Exclusions.** This program does not apply to any expenditure or revenue contract with a value that is less than the amount that is required to be bid pursuant to state law (Chapter 252, Texas Local Government Code, as amended), currently \$50,000 or less, or where limited by state or federal law.

#### Definitions.

The program uses the federal definitions of veteran and veteran-owned small business found in 38 CFR Part 74.

- The term "veteran" means a person who served on active duty with the U.S. Army, Air Force, Navy, Marine Corps, Coast Guard, for any length of time and at any place and who was discharged or released under conditions other than dishonorable. Reservists or members of the National Guard called to federal active duty or disabled from a disease or injury incurred or aggravated in line of duty or while in training status.
- A veteran-owned small business is a business that is not less than 51 percent owned by one or more veterans, or in the case of any publicly owned business, not less than 51 percent of the stock of which is owned by one or more veterans; the management and daily business operations of which are controlled by one or more veterans and qualifies as "small" for Federal business size standard purposes.

The program uses the below definition of joint venture.

- Joint Venture means a collaboration of for-profit business entities, in response to a solicitation, which is manifested by a written agreement, between two or more independently owned and controlled business firms to form a third business entity solely for purposes of undertaking distinct roles and responsibilities in the completion of a given contract. Under this business arrangement, each joint venture partner shares in the management of the joint venture and also shares in the profits or losses of the joint venture enterprise commensurately with its contribution to the venture.

The program does not distinguish between a veteran and a service-disabled veteran-owned business and is not limited geographically.

COMPLETE THE FOLLOWING FORM AND SUBMIT WITH YOUR RESPONSE EVEN IF YOU ARE NOT SEEKING A VETERAN'S PREFERENCE. THE RESPONDENT MUST COMPLETE AND SUBMIT THE FOLLOWING FORM TO BE IDENTIFIED AS A VETERAN-OWNED SMALL BUSINESS. IF RESPONDENT IS SUBMITTING AS A JOINT VENTURE, EACH VOSB MEMBER OF A JOINT VENTURE MUST COMPLETE AND SIGN THIS FORM.

## City of San Antonio

### Veteran-Owned Small Business (VOSB) Preference Program Identification Form

---

**PROVIDE THE FOLLOWING INFORMATION IF RESPONDENT IS SUBMITTING AS PART OF A JOINT VENTURE.**

SUBMIT A COPY OF THE JOINT VENTURE AGREEMENT AND ANY OTHER DOCUMENTATION TO SUBSTANTIATE THE EXISTANCE OF AND/OR PARTICIPATION IN THE JOINT VENTURE. NO PREFERENCE POINTS WILL BE ALLOCATED TO A JOINT VENTURE THAT FAILS TO SUBMIT REQUIRED DOCUMENTATION.

#### **INSTRUCTIONS**

- IF SUBMITTING AS A PRIME CONTRACTOR ONLY, COMPLETE **SECTION 1** OF THIS FORM.
- IF SUBMITTING AS A PRIME CONTRACTOR UTILIZING A SUBCONTRACTOR, COMPLETE **SECTIONS 1 AND 2** OF THIS FORM.
- IF SUBMITTING AS PART OF A JOINT VENTURE, COMPLETE **SECTION 3** OF THIS FORM.
- IF SUBMITTING AS A JOINT VENTURE UTILIZING A SUBCONTRACTOR, COMPLETE **SECTIONS 2 AND 3** OF THIS FORM.

## City of San Antonio

### Veteran-Owned Small Business (VOSB) Preference Program Identification Form

SOLICITATION NAME/NUMBER: Event Merchandise Services at Alamodome RFP 24-037, RFx 6100017606

**Section 1: Prime Contractor**

Name of PRIME CONTRACTOR:	River City Merchandising	
Physical Address:	8801 Lockway	
City, State, Zip Code:	San Antonio, TX. 78217	
Phone Number:	210-654-4447	
Email Address:	Wallace@RiverCityMerch.com	
Is PRIME CONTRACTOR certified as a VOSB with the U.S. Small Business Administration? (circle one)	Yes	<input checked="" type="radio"/> No
If yes, provide the SBA Certification #		
If not certified by the SBA, is PRIME CONTRACTOR certified as a VOSB by another public or private entity that uses similar certification procedures? (circle one)	Yes	<input checked="" type="radio"/> No
If yes, provide the name of the entity who has certified PRIME CONTRACTOR as a VOSB. Include any identifying certification numbers.		
Participation Percentage:		
Participation Dollar Amount:		

**Section 2: Subcontractor**

Is PRIME CONTRACTOR subcontracting with a business that is certified as a VOSB? (circle one)	Yes	No
Name of <b>SUBCONTRACTOR</b> Veteran-Owned Small Business:		
Physical Address:		
City, State, Zip Code:		
Phone Number:		
Email Address:		
Is <b>SUBCONTRACTOR</b> certified as a VOSB with the U.S. Small Business Administration? (circle one)	Yes	No
If yes, provide the SBA Certification #		
If not certified by the SBA, is <b>SUBCONTRACTOR</b> certified as a VOSB by another public or private entity that uses similar certification procedures? (circle one)	Yes	No
If yes, provide the name of the entity who has certified <b>SUBCONTRACTOR</b> as a VOSB. Include any identifying certification numbers.		
Participation Percentage:		
Participation Dollar Amount:		

**City of San Antonio**

**Veteran-Owned Small Business (VOSB) Preference Program Identification Form**

**Section 3: Joint Ventures**

Is Respondent submitting as part of a joint venture? (circle one)	Yes	No
Name of Joint Venture VOSB Member:		
Physical Address:		
City, State, Zip Code:		
Phone Number:		
Email Address:		
Percentage of Ownership of Joint Venture by VOSB Member:		
Is Joint Venture VOSB Member certified as a VOSB with the U.S. Small Business Administration? (circle one)	Yes	No
If yes, provide the SBA Certification #		
If not certified by the SBA, is Joint Venture VOSB Member certified as a VOSB by another public or private entity that uses similar certification procedures? (circle one)	Yes	No
If yes, provide the name of the entity who has certified Joint Venture VOSB Member as a VOSB. Include any identifying certification numbers.		
VOSB Member's Percentage Share in Profits / Loss of Joint Venture		

**City of San Antonio**  
**Veteran-Owned Small Business (VOSB) Preference Program Identification Form**

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ACKNOWLEDGEMENT

THE STATE OF TEXAS

I certify that my responses and the information provided on this Veteran-Owned Small Business Preference Program Identification Form are true and correct to the best of my personal knowledge and belief and that I have made no willful misrepresentations on this form, nor have I withheld any relevant information in my statements and answers to questions. I am aware that any information given by me on this Veteran-Owned Small Business Preference Program Identification Form may be investigated and I hereby give my full permission for any such investigation, including the inspection of business records and site visits by City or its authorized representative. I fully acknowledge that any misrepresentations or omissions in my responses and information may cause my offer to be rejected or contract to be terminated. I further acknowledge that providing false information is grounds for debarment.

RESPONDENT'S FULL NAME:

Wallace Harding

\_\_\_\_\_  
(Print Name) Authorized Representative of Respondent



\_\_\_\_\_  
(Signature) Authorized Representative of Respondent

President

\_\_\_\_\_  
Title

1/17/24

\_\_\_\_\_  
Date

**This Veteran-Owned Small Business Preference Program Identification Form must be submitted with the Respondent's proposal.**





PO BOX 226  
Helotes, TX 78023  
Office (210) 695-3511  
Fax (210) 695-3931

01/29/2023

To Whom It May Concern:

Village Insurance Agency, Inc. and Nationwide Insurance Company confirm our commitment to insuring River City Merchandising, LLC for the limits shown in the attached insurance certificate. River City Merchandising, LLC is covered to the levels specified in the RFP.

Sincerely,

A handwritten signature in black ink that reads "Matthew G. Mueller".

Matthew G. Mueller  
Vice President  
Village Insurance Agency, Inc.



## Summary

Order Reference: michael.bohner@dandb.com | Report as of: 01-19-2024 | using Currency as USD

### RIVER CITY MERCHANDISING, LLC

Tradestyle(s): -

**ACTIVE** **SINGLE LOCATION**

**Address:** 8801 Lockway St, San Antonio, TX, 78217,  
UNITED STATES  
**Phone:** +1 210-654-4447  
**D-U-N-S:** 10-855-6036  
**In Portfolio:** No

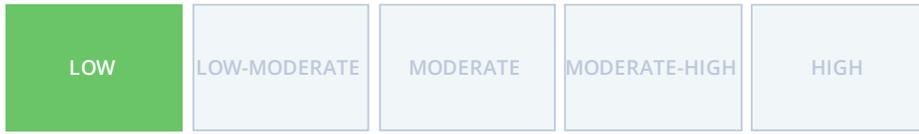
<b>Risk of Bad Debt Write-off</b>  <b>75</b> (No change since last month)	<b>Cash Flow Risk</b>  <b>98</b> (No change since last month)	<b>Age of Business</b>  <b>44 years</b> 1980 Year Started	<b>Employees</b>  <b>4</b>
--	--	--	----------------------------------

### Company Profile

<b>D-U-N-S</b> 10-855-6036 <b>Legal Form</b> Proprietorship <b>History Record</b> Clear <b>Date Incorporated</b> 05-14-2009 <b>State of Incorporation</b> Texas <b>Ownership</b> Not publicly traded	<b>Mailing Address</b> PO Box 33835 San Antonio, TX 78265 United States <b>Telephone</b> +1 210-654-4447 <b>Present Control Succeeded</b> 1980	<b>Employees</b> 4 <b>Age (Year Started)</b> 44 years (1980) <b>Named Principal</b> Wallace Harding, OWNER <b>Line of Business</b> Ret gifts/novelties
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### Risk Assessment

## Overall Business Risk



## Maximum Credit Recommendation

US\$ 15,000

The recommended limit is based on a low probability of severe delinquency.

## Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

## D&B Viability Rating

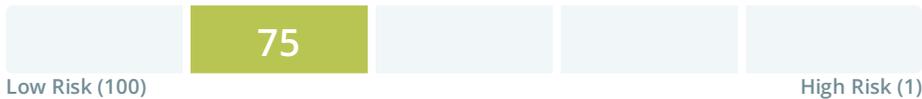
### Portfolio Comparison Score



Company's risk level is: **LOW**

Probability that a company will go out of business, become dormant/inactive, or file for bankruptcy/insolvency within the next 12 months: **3.00 %**

## Risk of Bad Debt Write-off (also known as the Failure Score)



Company's risk level is: **LOW-MODERATE**

Based on the D&B Failure Score, the probability of failure for this company in the next 12 months is **0.11 %**, which makes it a **Low-Moderate** risk for you to incur a write-off.

### Past 12 Months



## Cash Flow Risk (also known as the Delinquency Score)



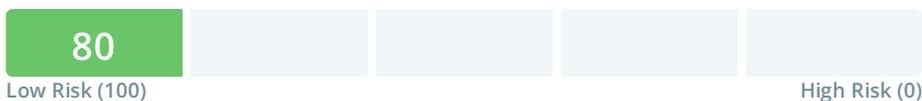
Company's risk level is: **LOW**

Based on the D&B Delinquency Score reporting a payment behavior of **CONSISTENT, TIMELY PAYMENTS**, this company is predicted to have a **Low** risk of a negative impact to your cash flow.

### Past 12 Months



## Payment Behavior



Company's risk level is: **LOW**

### Pays On Time

Based on a D&B PAYDEX® of **80**

According to the D&B PAYDEX® Score, this company paid its vendors on time

### Past 24 Months



## D&B Rating

Current Rating as of 04-20-2015

Employee Size

**2R**: 1 to 9 employees

Risk Indicator

**2**: Low Risk

Previous Rating

Employee Size

**2R**: 1 to 9 employees

Risk Indicator

**3**: Moderate Risk

## Legal Events

Events	Occurrences	Last Filed
Bankruptcies	0	-
Judgements	0	-
Liens	0	-
Suits	0	-
UCC	1	06-09-2020

## Trade Payments

### Highest Past Due

**US\$ 0**

Highest Now Owing

**US\$ 50**

Total Trade Experiences

**4**

Largest High Credit

**US\$ 750**

Average High Credit

**US\$ 300**

## Ownership

This company is a **Single Location**

## Financial Overview

This company does not have a Financial Summary.

## Country/Regional Insight

### United States



### Risk Category

**LOW**

Low Risk

MODERATE

HIGH

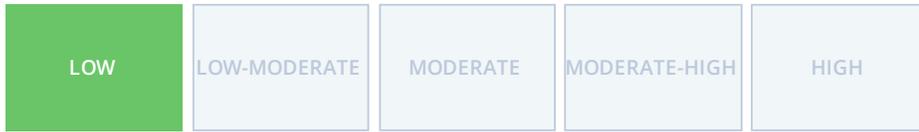
High Risk

Struggle to approve spending deal before looming deadline and new judicial challenges to former president Trump signal widening political schisms, setting stage for US November polls.

# Risk Assessment

## D&B Guidance

### Overall Business Risk



### Maximum Credit Recommendation

**US\$ 15,000**

The recommended limit is based on a low probability of severe delinquency.

### Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **VERY STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **HIGH LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **VERY LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

## D&B Viability Rating

### Portfolio Comparison Score



### Rating Confidence Level



### Data Depth

- Rich Firmographics
- Extensive Commercial Trading Activity
- Basic Financial Attributes

Level of Risk

**Low**

Probability of becoming no longer viable

**3.00%**

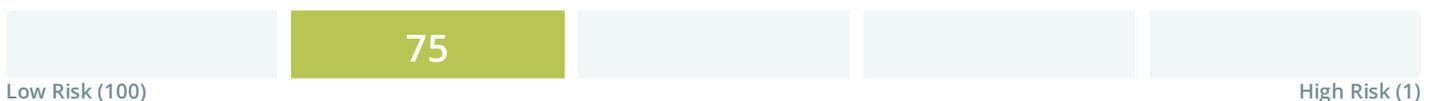
Percentage of businesses ranked with this score

**16.00%**

Average probability of becoming no longer viable

**5.00%**

## Risk Of Bad Debt Write-Off (Also Known As The Failure Score)



Based on a D&B Failure Score of 75

- Higher risk legal structure
- UCC Filings reported

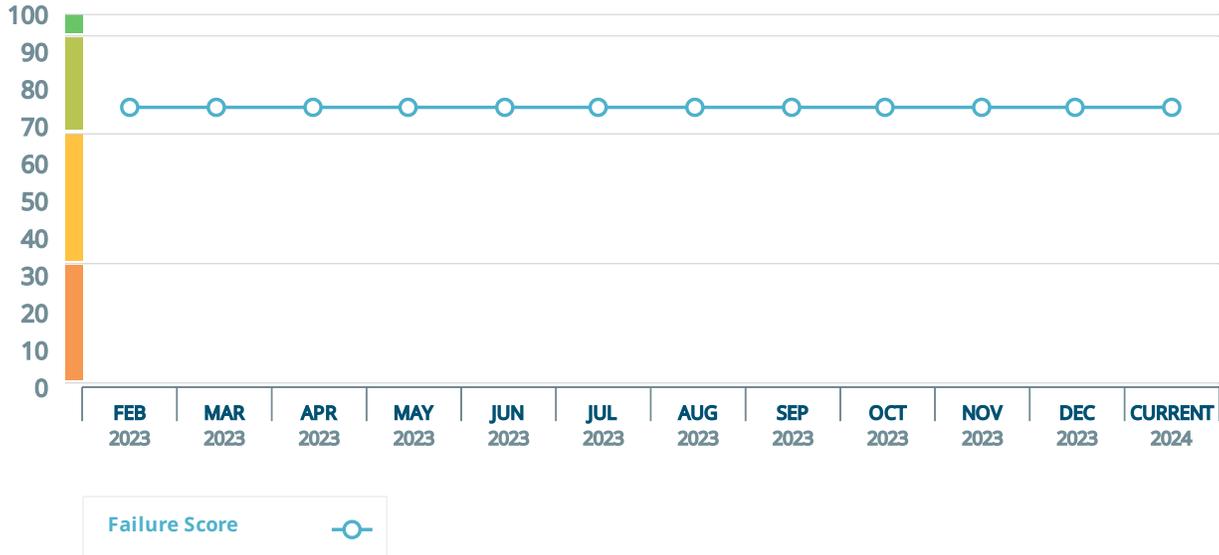
Level of Risk  
**Low-Moderate**

Raw Score  
**1521**

Probability of Failure  
**0.11%**

Average Probability of Failure for  
Businesses in D&B Database  
**0.48%**

### Business and Industry Trends



### Cash Flow Risk (Also Known As The Delinquency Score)



Based on a D&B Delinquency Score of 98

- Higher risk industry based on delinquency rates for this industry

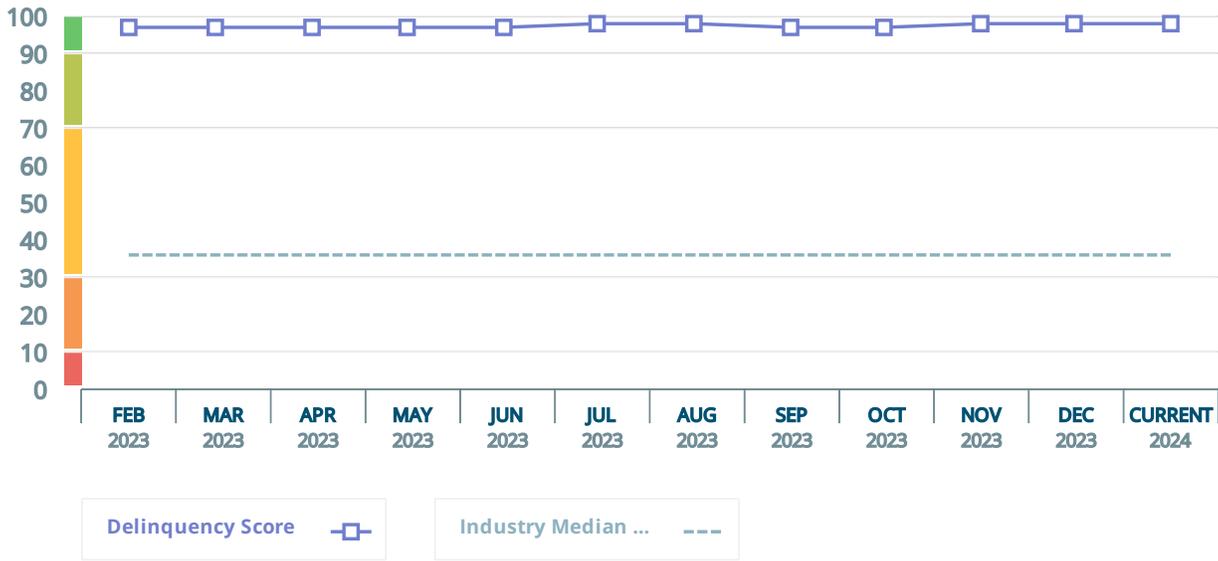
Level of Risk  
**Low**

Raw Score  
**616**

Probability of Delinquency  
**0.87%**

Compared to Businesses in D&B  
Database  
**10.20%**

### Business and Industry Trends



Payment Behavior

Based on 24 months of data

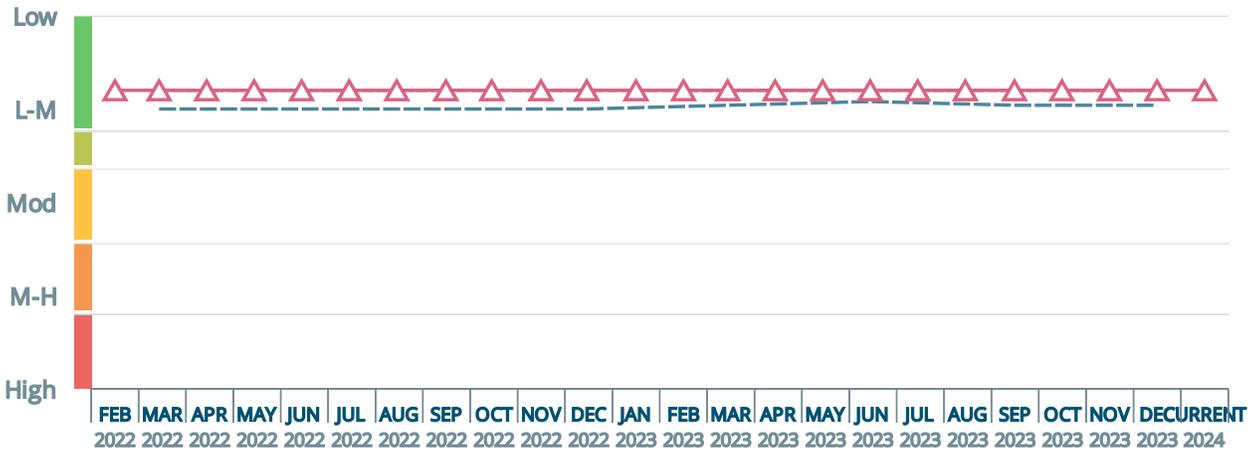


Risk of Slow Pay  
**Low**

Payment Behavior  
Pays on time:

Business and Industry Trends

5947 - Ret gifts/novelties



PAYDEX®



Industry Median ...

Industry Upper Q...

Industry Lower Q...

D&B Rating

Current Rating as of 04-20-2015

Previous Rating

Employee Size

Risk Indicator

Employee Size

Risk Indicator

2R : 1 to 9 employees

2 : Low Risk

2R : 1 to 9 employees

3 : Moderate Risk

## Trade Payments

### Trade Payments Summary (Based on 24 months of data)

Overall Payment Behavior

**0**

Days Beyond Terms

Highest Now Owing:

US\$ 50

% of Trade Within Terms

**100%**

Total Trade Experiences:

4

Largest High Credit:

US\$ 750

Average High Credit:

US\$ 300

Highest Past Due

**US\$ 0**

Total Unfavorable Comments:

0

Largest High Credit:

US\$ 0

Total Placed in Collections:

0

Largest High Credit:

US\$ 0

### Trade Payments By Credit Extended (Based on 12 months of data)

Range of Credit Extended (US\$)	Number of Payment Experiences	Total Value	% Within Terms
100,000 & over	0	US\$ 0	0
50,000 - 99,999	0	US\$ 0	0
15,000 - 49,999	0	US\$ 0	0
5,000 - 14,999	0	US\$ 0	0
1,000 - 4,999	0	US\$ 0	0
Less than 1,000	3	US\$ 900	100

### Trade Payments By Industry (Based on 24 months of data)

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
▼ 73 - Business Services	1	100					
7374 - Data processing svcs	1	100	100	0	0	0	0
▼ 93 - Public Finance Taxation and Monetary Policy	1	50					

Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)	1 - 30 Days Late (%)	31 - 60 Days Late (%)	61 - 90 Days Late (%)	91 + Days Late (%)
9311 - Public finance	1	50	100	0	0	0	0
▼ 96 - Administration of Economic Programs	1	750					
9611 - Admin economic prgm	1	750	100	0	0	0	0

## Trade Lines

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
12/23	Pays Promptly	-	100	50	0	1
07/23	Pays Promptly	-	50	-	-	1
07/23	-	Cash account	50	-	-	Between 2 and 3 Months
02/22	Pays Promptly	-	750	0	0	Between 6 and 12 Months

## Legal Events

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Judgements	Liens	Suits	UCC Filings
0 Latest Filing: -	0 Latest Filing: -	0 Latest Filing: -	1 Latest Filing: 06-09-2020

## Events

### UCC Filing - Original

Filing Date	06-09-2020
Filing Number	200024160792
Received Date	06-16-2020

<b>Collateral</b>	All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds and products - All Computer equipment including proceeds and products - and OTHERS
<b>Secured Party</b>	U.S. SMALL BUSINESS ADMINISTRATION, EL PASO, TX
<b>Debtors</b>	RIVER CITY MERCHANDISING LLC
<b>Filing Office</b>	SECRETARY OF STATE/UCC DIVISION, AUSTIN, TX

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. This information may not be reproduced in whole or in part by any means of reproduction

There may be additional UCC Filings in D&B's file on this company available by contacting 1-800-234-3867.

## Special Events

12-26-2020

River City Merchandising LLC was reported by the SBA as a recipient of a Covid-19 EIDL loan for \$150,000 on 06/01/2020 under the Economic Injury Disaster Loan Program.

12-17-2020

RIVER CITY MERCHANDISING LLC was reported by the SBA as a recipient of a loan for \$54,165 from BBVA USA on 04/11/2020 under the Paycheck Protection Program as authorized under the CARES Act of 2020.

04-21-2015

A Rating change has occurred on this company.

04-20-2015

A Rating change has occurred on this company.

## Company Profile

### Company Overview

**D-U-N-S**

10-855-6036

**Legal Form**

Proprietorship

**History Record**

**Mailing Address**

PO Box 33835

San Antonio, TX 78265

United States

**Telephone**

**Employees**

4

**Age (Year Started)**

44 years (1980)

**Named Principal**

Clear

+1 210-654-4447

Wallace Harding, OWNER

**Date Incorporated**

05-14-2009

**Present Control Succeeded**

1980

**Line of Business**

Ret gifts/novelties

**State of Incorporation**

Texas

**Ownership**

Not publicly traded

**Business Registration**

Corporate and business registrations reported by the secretary of state or other official source as of: 01-10-2024  
This data is for informational purposes only, certification can only be obtained through the Office of the Secretary of State.

<b>Registered Name</b>	RIVER CITY MERCHANDISING, LLC
<b>Corporation Type</b>	Proprietorship
<b>Business Commenced On</b>	1980
<b>State of Incorporation</b>	TEXAS
<b>Registration ID</b>	0801122848
<b>Registration Status</b>	IN EXISTENCE
<b>Filing Date</b>	05-14-2009
<b>Where Filed</b>	SECRETARY OF STATE

**Registered Agent**

<b>Name</b>	WALLACE HARDING
<b>Address</b>	8801 LOCKWAY, SAN ANTONIO, TX, 782170000

**Registered Principal**

<b>Name</b>	WALLACE HARDING
<b>Title</b>	President
<b>Address</b>	8801 LOCKWAY ST, SAN ANTONIO, TX, 782170000
<b>Name</b>	WALLACE HARDING
<b>Title</b>	Director
<b>Address</b>	8801 LOCKWAY ST, SAN ANTONIO, TX, 782170000

**Principals**

**Officers**

WALLACE HARDING, OWNER

## Company Events

The following information was reported on: 06-30-2022

## Business Activities And Employees

The following information was reported on: 06-30-2022

### Business Information

Description	Operates as a concession stand at concerts, sports events and fairs, retailing souvenirs.  Sells for cash 80% also allows net 30 day terms (20%). Sells to general public and commercial concerns. Territory : Local.
Employees	4 which includes owner. Additional independent contractors are utilized as the jobs demand.
Financing Status	Unsecured
Seasonality	Nonseasonal.
Facilities	Occupies premises in a building.

### SIC/NAICS Information

SIC Codes	SIC Description	Percentage of Business
5947	Ret gifts/novelties	-
59470000	Gift, novelty, and souvenir shop	-

NAICS Codes	NAICS Description
459420	Gift, Novelty, and Souvenir Retailers

## Government Activity

### Activity Summary

Borrower(Dir/Guar)	Yes
Administrative Debt	No
Contractor	No
Grantee	No
Party excluded from federal program(s)	No

# Financials

D&B currently has no financial information on file for this company

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**RFP ATTACHMENT I**

**SIGNATURE PAGE**

Respondent, and co-respondent, if any, must complete City's Certified Vendor Registration (CVR) Form prior to the due date for submission of proposals. The CVR Form may be accessed at: <https://www.sa.gov/Directory/Departments/Finance/About/Divisions/Procurement>.

By submitting a proposal, electronically, Respondent represents that:

If awarded a contract in response to this RFP, Respondent will be able and willing to execute a contract in the form shown in the RFP, as attached and set out in RFP Exhibit 10, with the understanding that the scope and compensation provisions will be negotiated and included in the final document.

If Respondent is a corporation, Respondent will be required to provide a certified copy of the resolution evidencing authority to enter into the contract, if other than an officer will be signing the contract.

If awarded a contract in response to this RFP, Respondent will be able and willing to comply with the insurance and indemnification requirements set out in RFP Exhibits 2 & 3.

If awarded a contract in response to this RFP, Respondent will be able and willing to comply with all representations made by Respondent in Respondent's proposal and during Proposal process.

Respondent has fully and truthfully submitted a Litigation Disclosure Form with the understanding that failure to disclose the required information may result in disqualification of proposal from consideration.

Respondent agrees to fully and truthfully submit the Respondent General Information form and understands that failure to fully disclose requested information may result in disqualification of proposal from consideration or termination of contract, once awarded.

To comply with the City's Ethics Code, particularly Section 2-61 that prohibits a person or entity seeking a City contract - or any other person acting on behalf of such a person or entity - from contacting City officials or their staff prior to the time such contract is posted as a City Council agenda item.

(S) he is authorized to submit this proposal on behalf of the entity.

Complete the following and sign on the signature line below. Failure to sign and submit this Signature Page will result in rejection of your proposal.

River City Merchandising  
Respondent Entity Name \_\_\_\_\_

Signature:  \_\_\_\_\_

Printed Name: Wallace Harding

Title: President

(NOTE: If proposal is submitted by Co-Respondents, an authorized signature from a representative of each Co-Respondent is required. Add additional signature blocks as required.)

When submitting your proposal electronically, through City's portal, Co-Respondent must also log in using Co-Respondent's log-on ID and password, and submit a letter indicating that Co-Respondent is a party to Respondent's proposal and agrees to these representations and those made in Respondent's proposal. While Co-Respondent does not have to submit a copy of Respondent's proposal, Co-Respondent should answer any questions or provide any information directed specifically to Co-Respondent.

**RFP ATTACHMENT J**

**PROPOSAL CHECKLIST**

Use this checklist to ensure that all required documents have been included in the proposal and appear in the correct order. Respondent shall limit information regarding the Small Business Economic Development Advocacy Program (and associated certifications for any joint venturers or sub-contractors), the Local Preference Program, the Veteran-Owned Small Business Preference Program participation and any reference to the Respondent's proposed price to the respective section designated for this information. **PLACING PROGRAM PARTICIPATION OR PRICE INFORMATION IN OTHER SECTIONS OF A RESPONSE TO THIS RFP MAY RESULT IN THE RESPONDENT'S PROPOSAL BEING DEEMED NON-RESPONSIVE AND THEREFORE DISQUALIFIED FROM CONSIDERATION.**

Document	Initial to Indicate Document is attached to Proposal
Table of Contents	↑ 1/26
Executive Summary	↑ 1/26
General Information Form and Three (3) Reference Letters RFP Attachment A, Part One	↑ 1/26
Experience, Background and Qualifications RFP Attachment A, Part Two	↑ 1/26
Proposed Plan RFP Attachment A, Part Three	↑ 1/26
Price Schedule RFP Attachment B	↑ 1/24
+Contracts Disclosure Form RFP Attachment C	↑ 1/24
Litigation Disclosure Form RFP Attachment D	↑ 1/24
+SBEDA Form RFP Attachment E, and Associated Certificates, if applicable	↑ 1/31
+Local Preference Program Identification Form RFP Attachment F	↑ 1/24
+Veteran-Owned Small Business Preference Program Identification Form RFP Attachment G	↑ 1/24
Proof of Insurability (See RFP Exhibit 2) Insurance Provider's Letter and Copy of Current Certificate of Insurance	↑ 1/29
Financial Information	↑ 1/24
+Certificate of Interested Parties (Form 1295) RFP Attachment H	↑ 1/24
+Signature Page RFP Attachment I	↑ 1/24
Proposal Checklist RFP Attachment J	↑ 1/31
+Signed Addenda, if applicable	
One <b>COMPLETE</b> (1) electronic submission through SAePS.	

+Documents marked with a (+) on this checklist require a signature.

**Be sure all forms that require a signature are done so prior to submittal of the proposal.**