

Addendum No. 2
To
Exclusive Beverage Pouring Rights – Western Connecticut State University
Bid No. 2019-MRC-0002
Date: October 22, 2018

The following addendum will expand, amend, revise and clarify the specifications bearing the above title and will become a part of them – not replace them. All information in the original contract documents still applies unless specifically omitted or revised by the addendum.

This addendum is issued for the following:

1. **Question:** Can the University provide a list of the type and number of fountain dispensing units required?
Answer: Please see the vendor supplied equipment list accompanying this addendum.
2. **Question:** Can the University provide the gallons purchased by flavor for FY 2016-17?
Answer: Please see the attached summary of purchases accompanying this addendum.
3. **Question:** Will we have the availability of presenting in person?
Answer: While there is a likelihood that the evaluation committee will reach out to a proposer for additional information or a detailed overview of a proposal which would generally come in the form of a presentation, confirming Section 4 under “Presentations”, the University reserves the right but is not obligated to request a formal presentation at a date and time to be determined.
4. **Question:** Regarding Section 2.6, Can the University list the exact permitted exceptions that the campus has or will have on campus?
Answer: To the best of our recollection, the only exception under the current agreement was bottled water to be used in catering when the current vendor could not supply the required bottle size.
5. **Question:** Regarding Section 2.7 Athletic Expansion, It is not listed in Appendix II, but is the University looking for an annual Athletics Sponsorship or something else for athletics?
Answer: The University is open to proposals that might have a portion of the proceeds earmarked for Athletics or not earmarked and leaves the University to decide to use the said funds.
6. **Question:** In Appendix II (B), what is the minimum Annual Guarantee referring to – vending commissions?
Answer: Yes, the minimum annual guarantee refers to an annual guarantee (if any) for vending commissions.
7. **Question:** Can the University provide the annual volume breakdown of fountain gallons, bottle/can cases, vending cases, CO2 and cups volume by size, package and brand/flavor?
Answer: Please see the attached sales summary accompanying this addendum.

8. **Question:** Can the University provide the list of all fountain, bottle/can and vending equipment that is needed for the University?

Answer: Please see the attached summary of vendor supplied equipment accompanying this addendum for fountain and cooler equipment. For vending, please reference the vending equipment identified in the request for proposal. Note that this is the current equipment configuration. Needs will change over time.

9. **Question:** Concerning Section 2.6.1 “Permitted Exceptions”, please detail the premium sodas and drinks that are currently sold that will be part of the permitted exceptions.

Answer: There have not been exceptions for premium sodas or drinks.

10. **Question:** Concerning Section 2.7 “Athletics Expansion”, what year will the multi-year expansion plan be completed and will concession items be sold?

Answer: While the University does not currently have a fixed timetable for the completion of the Athletic expansion plan, it does hope to continue adding sports; with these additions anticipated to be during the term of a contract awarded through this request for proposal. Over time, the University hopes to be able to explore beverage sales and related expanded opportunities (including concessions) with the awarded contractor.

11. **Question:** For Section 4 “Bid Evaluation Criteria” is there a point system by which the criteria will be evaluated?

Answer: Yes, the University in its evaluation will employ a point system which will take into account the evaluation criteria noted. To confirm, while all aspects of the proposals will be considered, the order in which the evaluation criteria is listed in the RFP is not indicative of their relative importance.

12. **Question:** Please provide a list of the type and number of vending machines required.

Answer: In sum, the University has a number of different types of machines on the campus, including glass fronts, solid fronts, and multi-machines. The University finds these machines acceptable. Vending locations are identified in Appendix IV of the bid specification. The University will work with the contractor on the type of equipment needed for each location.

13. **Question:** Please provide the current vend prices.

Answer: Current vending prices range from \$1.75 for bottles of soft drinks and water to \$2.00 for flavored drinks, including teas, Gatorade, orange juices, and Mountain Dew.

14. **Question:** Please advise the current vending commission rate.

Answer: The current commission rate for vending is 42%.

END OF ADDENDUM

Vendor Supplied Equipment
Beverage Program
(as of October 2018)

<u>Type of Dispenser</u>	<u>Campus</u>	<u>Building</u>	<u>Location</u>	<u>Comments</u>
8 nozzle	Westside	Campus Center	Market Place	4 Carbonated and 4 Non-Carbonated
8 nozzle	Westside	Campus Center	Market Place	4 Carbonated and 4 Non-Carbonated
4 nozzle juice	Westside	Campus Center	Market Place	2 Orange, 1 Apple and 1 Cranberry
8 nozzle	Westside	Student Center	Student Center Restaurant	6 Carbonated and 2 Non-Carbonated
8 nozzle	Westside	Student Center	Student Center Restaurant	5 Carbonated and 3 Non-Carbonated
4 nozzle juice	Westside	Student Center	Student Center Restaurant	2 Orange, 1 Apple and 1 Cranberry
2 nozzle Lipton tea dispenser	Westside	Student Center	Student Center Restaurant	1 Unsweetened, 1 Citrus Green Tea
<u>Type of Cooler</u>				
Full 2 door	Westside	Campus Center	Market Place	
Full 3 door	Westside	Campus Center	Market Place	
1 single door swing	Westside	Campus Center	Market Place	Naked
2 full 2door	Westside	WAC	WAC Concessions	
1 full 2 door	Westside	O'Neill	O'Neill Center Concessions	
1 single door swing	Westside	O'Neill	O'Neill Center Concessions	
Half Size Swing Door	Westside	Campus Center	Information Desk	Pepsi
2 door slide	Midtown	Student Center	MM	Gatorade
1 single door swing	Midtown	Student Center	MM	Naked
1 single door swing	Midtown	Student Center	MM	
Half Size Swing Door	Midtown	Student Center	Information Desk	
Table Top Swing Door	Midtown	Student Center	Game Room	
1 single door swing WS	Midtown	Student Center	Danbury Room	
Triple Sliding Door Cooler	Midtown	Student Center	Bookstore	
1 single door swing	Midtown	Student Center	Storage	Tropicana

Beverage Sales
Follett Bookstore - 2016-2017

		2016-2017
Pkg	Brand Agg	Volume
1 Liter 12L	LifeWTR	3
13.7oz 12L	Frappuccino	25
18.5oz 12L	Lipton	35
20oz 12L	SoBe Juice	0
20oz 12L	SoBe Tea	2
20oz 24L	Aquafina Base	29
20oz 24L	CSD & NCB	62
700ml 12L	LifeWTR	4
750ml 12L	Propel	3
Can 12oz 12L	1893	2
Can 12oz 12L	Mt Dew Kickstart Total	1
Can 16oz 12L	AMP	6
Can 16oz 12L	Mt Dew Kickstart	5
Can 16oz 12L	Mt Dew Lbl	5
Can 16oz 12L	Mt Dew Spiked	2
Can 16oz 24L	Rockstar	9
Can 24oz 12L	Lipton	4
Grand Total		197

Pepsi Beverage Vending Volume
2017-2018

Account	Channel	Pkg	Brand Agg	2017-2018 Volume
WESTCONN	FSV	11oz 12L	Starbucks IceCoffee	18
		13.7oz 12L	Frappuccino	16
		15.2oz 12L	Juice	47
		18.5oz 12L	Lipton	143
		20oz 12L	SoBe Life Water	6
		20oz 24L	Aquafina	217
		20oz 24L Total	CSD & NCB	497
		20oz 24P	Gatorade G2	7
		20oz 24P	Gatorade Propel	8
		20oz 24P	Gatorade	184
		Can 12oz 12L	Mt Dew Kickstart	68
		Can 15oz 12L	Starbucks DS Energy	9
		Can 16oz 12L	Mt Dew Kickstart	27
		Can 16oz 24L	Rockstar Total	6
Total:				1,254

Beverage Dining Volume
Sodexo Food Service - 2017-2018

			2017-2018	
Channel	Pkg	Brand Agg	Volume	
B&C Total	1 Liter 12L	LifeWTR	263	
	1 Liter 15L	Aquafina	140	
	10oz 6P	Schweppes	1	
	11oz 12L	Starbucks Cold Brew	12	
	11oz 12L	Starbucks IceCoffee	2	
	12oz 12L	Stubborn Soda	19	
	12oz 8P	Aquafina Base	40	
	12oz LN 24L	CSD Glass	11	
	12oz LN 4P	CSD Glass 4pk	6	
	13.7oz 12L	Frappuccino	190	
	13.8oz 12L	Tazo Total	26	
	14oz 12L	Lipton	50	
	14oz 12L	Muscle Milk Pro	52	
	14oz 12L	Muscle Milk	99	
	14oz 12L	Starbucks	8	
	15.2oz 12L	Juice	453	
	16.9oz 12L	ONE Total	27	
	18.5oz 12L	Lipton Pure Leaf	462	
	2.0oz 12L	Gatorade Bars	10	
	2.11oz 12L	Quaker Bars	14	
	2.1oz 12L	Gatorade Bars	42	
	2.8oz 12L	Gatorade Bars	130	
	20oz 24L	Aquafina	1,298	
	20oz 24L	CSD & NCB	1,289	
	20oz 24L UTC	Pepsi	(8)	
	28oz 15L	Gatorade	288	
	375ml 4P	Bundaberg	3	
	700ml 12L	LifeWTR	385	
	Can 11oz 12L	Starbucks	19	
	Can 12oz 12L	Mt Dew Kickstart	10	
	Can 12oz 12P FM	CSD Cans	70	
	Can 15oz 12L	Starbucks DS Energy	51	
	Can 16oz 12L	AMP	18	
	Can 16oz 12L	Mt Dew Kickstart	46	
	Can 16oz 12L	Mt Dew Lbl	2	
	Can 16oz 12L	Mt Dew Spiked	2	
	Can 16oz 12L	Yachak Total	4	
	Can 16oz 24L	Rockstar	85	
	Can 6.5oz 12L	Starbucks Dble Shot	39	
	Can 7.5oz 6P Total	CSD Cans	82	
	Can 7.5oz 8P	CSD Cans	2	
	FTN Total	BIB 1G	Juice	819
		BIB 1G	Flavorworks Total	182
BIB 3G		Juice	12	
BIB 3G		CSD & NCB 3 - gallon	3,018	
BIB 5G		CSD 5-gallon	<u>1,035</u>	
Total:			10,807	

Beverage Sales
 Follett Bookstore - 2016-2017

			2017-2018
Channel	Pkg	Brand Agg	Volume
B&C Total	1 Liter 12L	LifeWTR	3
	13.7oz 12L	Frappuccino	17
	18.5oz 12L	Lipton Pure	26
	20oz 12L	SoBe Juice	(1)
	20oz 24L	Aquafina	23
	20oz 24L	CSD & NCB	41
	700ml 12L	LifeWTR	4
	750ml 12L	Gatorade Propel	(0)
	Can 12oz 12L	1893	(1)
	Can 12oz 12L	Mt Dew Kickstart	(1)
	Can 16oz 12L	AMP	2
	Can 16oz 12L	Mt Dew Kickstart	(2)
	Can 16oz 12L	Mt Dew Lbl	1
	Can 16oz 12L	Mt Dew Spiked	(0)
	Can 16oz 24L	Rockstar	<u>12</u>
Total:			125