

INITIAL BID QUESTIONS

Request for Proposal #17-01

Beverage Vending Contract

1. Could you please provide a copy of the most current monthly and annual commission reports specifying the locations of equipment, commissions per machine paid by each vendor for the past three years? **Monthly is available and can be requested. Annual not available**
2. Please provide the current rate of commission received for snacks and bookstores? **Bookstore is tiered based on Gross Revenue: 14.1% up \$1,000,000, 14.6% over \$1,000,000 but less than \$1,250,000 and 15.6% over \$1,250,000. Snack is 10%**
3. Can you provide us with any corporate sponsorship or additional incentives that may currently be received? **Sponsorship \$9500.00 and Scholarship \$1000.00**
4. What is the current vending machine pricing by product category and location? **Vending prices are the same in all campus locations \$1.50 see Exhibit B**
5. What is the current contract term? **July 1, 2010-June 30, 2016**
6. Is the proposed contract term negotiable? Will options to extend be permitted? **See "Term of Contract" in RFP**
7. Is any preference given to minority or disadvantaged vendors? **None**
8. How many machines accept regular debit/credit cards presently? **None at present**
9. Is there presently a surcharge for cashless purchases? **N/A**
10. Please describe any healthy criteria or healthy restrictions? **None at present**
11. The following locations did not specify the type of Vending Machine in service in 2016:

Desoto – O/S 2nd floor gym - 13 cases

Desoto – Health Science Bld. (location 1) - 37 cases

Desoto – Health Science Bld. (location 2) - 31 cases

Jacaranda – SFSC Teacherage – Sebring – Room – 3 cases

Unknown at this time, for specific machine type you may visit any vending machines at any of the locations

12. How much free product was supplied to SFSC under the previous Vending Agreement? **100 Cases per year**. What was the value added services provided to SFSC the previous Vending Agreement? **Sponsorship, Scholarship and free product**

13. Please provide the contact information for the following:

Subway Restaurant: **Lew Carter 863-453-5858** and Follett Bookstore on the Highlands Campus **Christine Andrewski 863-784-7112** Hotel Jacaranda **same as South Florida State College**

14. Please provide the sizes of the following Signage Locations:

Softball and Baseball Scoreboards = **None at present**

Cafeteria Menu board = **4 each 3X5**

15. What marketing services were executed by the prior Vending Company? **None**

16. Athletic team member count for all teams? **Cross Country: 8, Volleyball: 12, Softball:20, Baseball:23.**

17. Enrollment Growth, athletic growth, any new sport teams for the next 5 years? **We currently expect an average of 3% growth per year over the next 5 years.**

18. Building Growth 5 years? **We currently do not plan on adding new buildings.**

19. Would like to meet with athletic director to talk about his goals! **Please e-mail me your list of questions for Rick Hitt and I will personally take them to him to ensure he receives them this is his busy-busy time of year and I will get the answers since we have to provide all questions and answers to all vendors**

20. What is SFSC growing toward, goals for next 5 years? [Strategic Plan available by request](#)

21. Requested to do a presentation. [Request noted, but there is no guarantee that time will allow for a presentation necessarily](#)