

## Answers to Questions

### Beverage & Vending Services RFP# 2025-1117

Question	RFP Section	RFP Page	Question	Response
1	7.7	14	We would like clarification for exactly what is expected on a few main points in this section. Can you elaborate on the expectations for reporting and goals for recycling programs?	Vendors should propose clear, achievable, and measurable goals for reducing plastic bottle usage throughout the term of the agreement. Reporting should provide information on the volume and types of packaging distributed, estimated reductions in plastic usage relative to an established baseline year, and participation levels in recycling or refill initiatives. Reporting may be provided through annual or semi-annual sustainability reports, dashboards, or other tracking tools.
2	7.7	14	Can you please elaborate on what you mean by Volume-based pricing tiers for eco-friendly package options, as well as Investment requirements.	<p>Volume-based pricing tiers refers to pricing structures in which the unit cost of eco-friendly packaging options (e.g., aluminum cans, boxed water, glass bottles) changes based on purchase volume or deployment scale. Vendors should explain how pricing may improve (or change) as the volume of sustainable packaging increases, and how those tiers compare to traditional plastic bottle pricing.</p> <p>Investment requirements are intended to capture any capital or infrastructure needs necessary to support plastic reduction initiatives. Vendors should clearly identify any investments required to implement the proposed strategy and if the investments would be vendor-funded, shared, or require LC State participation.</p>
3	Attachment 5	30	Do customer credit card payments pertain to the requirements in the first 3 boxes? We see that it is brought up in box 5. We want to make sure we fully	No, customer credit card payments would not pertain to the first 3 questions.

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			understand what is being asked to make sure we are checking the correct boxes.	The questions in box 5 and subsequent related boxes do pertain to credit card payments.
4	1.3.1	3	What is the quantity of eaches <i>[each individual unit]</i> sold through all beverage vending machines for school term August 1 -July 31? By category of water, soda, hydration	See Addendum 1 – Snack and Beverage Vending – Units Sold - 8/1/2024 thru 7/31/2025
5	1.3.1	3	What is the quantity of eaches <i>[each individual unit]</i> sold through all the snack vending machines for the school term August 1-July 31	See Addendum 1 – Snack and Beverage Vending – Units Sold - 8/1/2024 thru 7/31/2025
6	1.3.5	4	What is the purchase quantity history of syrup gallons by Sodexo for most recent school term of August 1- July 31? By category of soda & juices	See Addendum 2 - Purchase Quantity History
7	1.3.2	3	What is the purchase quantity history of bottle/can cases by Sodexo for the most recent school term of August 1 – July 31.	See Addendum 2 - Purchase Quantity History
8	1.3.5	4	What is the historical purchase quantity of syrup gallons and bottle/can cases for the NAIA World Series event? Including all outside temporary vendors.	See Addendum 3 – Fountain and Bottle/Can Volume for NAIA
9	1.3.6 Exhibit4	5 & 44	Does the beverage provider sell directly to individual food/beverage vendors at the Art Under the Elms event? Or is this managed by Sodexo?	Beverage provider sells directly to individual vendors at Art Under the Elms.
10	Attachment 3 1.1.3	25	Will subcontractors need to sign proposals if they provide part of the services?	No
11	2.5	29	What are the current purchased items for Athletic training refueling products? How many cases of the products are purchased per school term?	We currently do not have a department-wide area where programs can get refueling products. We do have a small snack station leading into the coach's office that is stocked by our Association of Student Athletes. This snack station is stocked about every 2 months and the snacks in that area are typically gone within the first

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				<p>couple weeks. Because we don't have department-wide refueling options, programs offer refueling products to their student-athletes on a program-by-program basis. Considering what the programs purchase on a year-to-year basis plus what the ASA provide, our department purchase the following categories of product with the estimated quantities:</p> <ul style="list-style-type: none"> <li>• High protein drinks 18-24 packs (depending on brand purchased by programs, some examples include Muscle Milk, Premier Protein, Darigold Fit Chocolate Milk) <ul style="list-style-type: none"> <li>○ 330-350 cases</li> </ul> </li> <li>• Protein bars 18-24 packs depending on brand <ul style="list-style-type: none"> <li>○ 100-120 cases</li> </ul> </li> <li>• Granola/nutritional bars (soft and chewy bars, fig bars, cliff bars, etc) <ul style="list-style-type: none"> <li>○ 195-215 cases</li> </ul> </li> <li>• Hydration drinks (Gatorade, Liquid IV packets, etc.) <ul style="list-style-type: none"> <li>○ 135-150 cases</li> </ul> </li> <li>• Cases of water for travel <ul style="list-style-type: none"> <li>○ 45-60 cases</li> </ul> </li> <li>• Misc pre-package nutritional snacks (trail mix, fruit bars, fruit snacks, etc.) <ul style="list-style-type: none"> <li>○ 95-115 cases</li> </ul> </li> <li>• Misc nutritional snacks (deli meat, fruits, yogurt) <ul style="list-style-type: none"> <li>○ 50-60lbs</li> </ul> </li> </ul>
12	General		How many souvenir cups are typically ordered for the NAIA World Series tournament? Are these purchased directly from the cup supplier?	The beverage and vending services vendor purchases the souvenir cups from the cup supplier and submits the invoice to LC State for payment. Historically, approximately 2,000–2,600 cups have been purchased annually over the past several years.

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13	1.3.3	4	How does the fee to Atrium get paid and how is it calculated? Can it be paid internally by the university as a flat rate?	<p>Atrium invoices LC State for the current annual connection fee of \$2,200. The fee is set as part of the Atrium contract.</p> <p>The expectation is that LC State will invoice the Beverage and Vending Services provider for this fee on an annual basis.</p>
14	General		Can the bookstore location provide retail sales of bottle/can beverages?	This may be an option for consideration with LC State and the bookstore.
15	7.4	14	If the backflow prevention device annual inspections are not covered by beverage vendor, would that be cause for disqualification?	The expectation is that the Beverage and Vending Services provider would pay for the cost of the backflow prevention device annual inspections for the fountain equipment. LC State schedules and coordinates the inspections and would invoice the Beverage and Vending Services provider for the fountain-related inspections.
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