

**G7170 – Non-Alcoholic Beverage Vending Concession and Branding/Sponsorship Opportunity**

**RFP Questions & Answers**

**12/18/2023**

- Q:** Is a list of current beverage machine locations available?
- A:** There are 23 beverage machines throughout the Park. A map indicating their locations can be found at page 20 of the RFP.
- Q:** Can you elaborate on the sponsorship opportunity mentioned in the RFP?
- A:** The Concessionaire may propose a sponsorship value that can be made up of a combination of cash and in-kind contributions. Proportional to the sponsorship offer, the Concessionaire will have the opportunity for brand messaging through Trust-produced media as well as promotional activations (sampling, etc.) at any number of Trust-produced events.
- Q:** Do product prices have to be the same for all machines?
- A:** No. Product prices may vary based on user groups and other factors, e.g., machines in employee only areas may have a lower per item price than public-facing machines.
- Q:** Was the site visit tour on 12/12 mandatory in order to bid?
- A:** No. Attendance at the site visit was not mandatory in order to bid.
- Q:** Can you provide the annual vending only spend for a 12-month period?
- A:** As mentioned on page 3 of the RFP, gross revenue for the past two years of the contract was \$380,000.00. A significant portion of that revenue came from vending.
- Q:** Can you provide the annual spend of Park events for a recent 12-month period?
- A:** The Trust spends at least One Million dollars per year on events annually. The amount spent on events and beverage purchase for those events can vary widely from year to year.
- Q:** Can you provide the current commission percentage or commission payments?
- A:** Current commission percentage on all products is 30%.
- Q:** Are Coca-Cola brand beverages mandated?
- A:** No. Coca-Cola brand beverages are not mandated.
- Q:** The employee vending machines are discounted. Will that continue?
- A:** Answered above.