

<b>Request for Proposal</b>	 <p align="center"><b>Marshall University</b>  <b>Office of Purchasing</b>  <b>One John Marshall Drive Huntington, WV</b>  <b>25755-4100</b>  Direct all inquiries regarding this order to: (304) 696-3157</p>	<b>Proposal #</b>  MU19POUR
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<b>Vendor:</b>  <b>FEIN/SSN:</b> <b>Phone</b> <b>Fax:</b>	<b>For information contact:</b>  <b>Buyer:</b> Tracey Brown-Dolinski <b>Email:</b> <a href="mailto:purchasing@marshall.edu">purchasing@marshall.edu</a> <b>Phone:</b> (304) 696-3157
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Sealed requests to bid for furnishing the supplies, equipment or services described below will be received by the Institution. TO RECEIVE CONSIDERATION FOR AWARD, UNLESS OTHERWISE NOTED, THE PROPOSAL WILL BE SUBMITTED ON THIS FORM IN ORIGINAL AND (1) COPY AND (11) COPIES, SIGNED IN FULL IN INK, AND RECEIVED IN THE OFFICE OF PURCHASING TO HAVE A DATE/STAMP AFFIXED, ON OR BEFORE THE DATE AND TIME SHOWN FOR THE PROPOSAL OPENING. The Institution reserves the right to accept or reject proposals separately or as a whole, to reject any or all proposals, to waive informalities or irregularities and to contract as the best interests of the Institution may require. PROPOSALS ARE SUBJECT TO THE GENERAL TERMS AND CONDITIONS AS SET FORTH HEREIN.

<b>DATE</b> 3/11/2019	Delivery Requirements Mandatory Pre-Proposal Conference 3/4/2019	<b>DEPARTMENT REQUISITION NO.</b>	<b>BID OPENS:</b> <b>3:00pm on</b> <b>March 21, 2019</b>	<b>BIDDER MUST ENTER DELIVERY DATE FOR EACH ITEM BID</b>
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Item #	Quantity	Description	Unit Price	Extended Price
		<p align="center"><u>ADDENDUM No. 2</u></p> <p>The purpose of this addendum is to clarify/modify proposal documents as follows.</p> <p>Respond to written questions and to extend the proposal opening date.</p> <p>(Questions are unchanged from the original as received but similar questions are combined).</p>		

<b>Total</b>	
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To the Office of Purchasing,  
In compliance with the above, the undersigned offers and agrees, if this offer is accepted within \_\_\_\_\_ calendar days (30 calendar days (unless a different period is inserted by the purchaser) from the proposal opening date, specified above, to furnish any or all items upon which prices are offered, at the price set opposite each item, delivered at the designated point(s), within the time specified.

Proposer guarantees shipment from _____ _____ within _____ days	Proposer's name _____ Title _____
FOB _____ After receipt of order at address shown	Signed By _____
Terms _____	Typed Name _____
	Street Address _____
	City/State/Zip _____
	Date: _____ Phone _____
	Fein: _____

1. Can we get actual case volume and gallon volume currently purchased by Sodexo for each campus location for the last three years? This report can be provided by your current beverage provider.

*Response: One year (FY 2017/2018) provided by vendor, Appendix G.*

2. What is the software platform currently used by the University campus ID card program?

*Response: Blackboard Transact*

3. If minimum financial thresholds outlined in the RFP for IMG, Athletics, and Student Center Operating are not met, will the best financial proposal be awarded?

*Response: Financial minimums are required per the RFP. If not met, disqualification may be possible.*

4. Scope of Work (page 7 of RFP) states Dispensed Juice is excluded from the exclusivity of the RFP. Who provides the dispensed juice to the campus today?

*Response: Food Service vendor purchases dispensed juice from Sysco.*

- a. When does that contract expire?

*Response: N/A*

- b. and will the university allow responders to include an option in their offers for dispensed juice?

*Response: Yes, the University would like to see responders include an option and financial proposal for exclusivity in this area (dispenses juice) to be evaluated. However, this will need to be mutually agreed upon between the University, Food Service vendor and the selected Pouring Rights partner.*

5. Scope of Work (page 7 of RFP) states the bookstore is excluded from the exclusivity of the RFP. Is there a reason the bookstore won't follow the exclusivity of this contract?

*Response: Follett is not exclusive to any beverage provider per the contract. In addition, the University does not receive any commission from beverage sales.*

6. RFP Section 5.2.5 Financial Resources (page 12) – requests audited financial statements. We are a publicly traded company with our financial details provided in our annual report. Will the university be OK with an overview of financials and a link to our Annual Report that is available on-line?

*Response: Yes.*

7. RFP Section 6.1 IMG/ Athletic Media Rights Financial Workbook Synopsis lists Isotonic as part of the categories provided in the Exclusivity rights but Appendix E does not. Can the university clarify that Isotonics will be part of the exclusivity provided to the winning bidder?

*Response: Yes - Isotonics will part of the exclusivity.*

8. Page 7 Section 3. SCOPE OF SERVICES: The CBPS includes all non-alcoholic bottle and packaged products and then lists several categories. The following categories are not listed Energy, bottled juices, enhanced water, protein drinks along with cups/lids for hot & cold beverages are these part of the exclusivity in this pouring rights agreement?

*Response: No (only bottled water, carbonated beverages and isotonic are part of the pouring rights) the University would like to see responders include an option and financial proposal for all other areas for exclusivity to be evaluated.*

9. Page 7 Section 3. SCOPE OF SERVICES: If bottler provides dairy products and packaged iced coffees would those be available across campus in all retail, vending and dining services locations on an exclusive basis outside of Starbucks locations?

*Response: The University would like to see responders include an option and financial proposal for these areas for exclusivity in order to be evaluated.*

10. Page 7 Section 3. SCOPE OF SERVICES: If beverage provider has a wide variety of dispensed juice products, why would this not be part of the exclusive pouring rights agreement?

*Response: Only bottled water, carbonated beverages and isotonic are part of the exclusivity of the pouring rights. The University would like responders to include an option and financial proposal for dispensed juices for exclusivity to be evaluated.*

11. Page 15 Section 5.9.1.1. Programs: In order for beverage provider to build a detailed and comprehensive environmental & sustainability plan, the beverage provider would need to know what Marshall University's plan is today and what expectations the University has concerning the beverage provider in those plans moving forward?

*Response: Please see attached link as it relates to the University's sustainability efforts.*  
<https://www.marshall.edu/sustainability/>

12. Page 15 Section 6.1. IMG/ATHLETIC MEDIA RIGHTS FINANCIAL WORKBOOK SYNOPSIS: Our proposal would require exclusivity on flavored and/or vitamin enhanced water, energy drinks, and for our protein recovery drinks to be considered in the evaluation of the athlete's needs. Will this be considered as part of our proposal?

*Response: Yes – The University would like responders to include an option and financial proposal for these areas for exclusivity in order to be evaluated.*

13. Does this pouring rights agreement include the sideline rights to all athletic events?

*Response: Yes.*

- a. Can Marshall University provide Pepsi volume by package, by brand purchased by Athletics for concessions, Pepsi volume by Athletics Vending, Pepsi volume by Dining services through Sodexo locations for the 2017-2018 school year?

*Response: One year (FY 2017/2018) provided by vendor, Appendix G.*

14. 5 PROVISION OF ANNUAL PLAN 5.1 Need clarification on the following: What is the Quality Plan updates?

*Response: University requests your current Quality Plan.*

- a. Changes to Organizational Chart regarding contract?

*Response: Provide current Organizational Chart.*

- b. What specific employee training programs?

*Response: Provide your general employee training program.*

- c. What capital expenditures or FF& E budget pertains to this REP in particular?

*Response: The capital expenditures would relate to the required concessions equipment as listed in the RFP and any annual required updates needed for proper service to spectators at athletic events. The equipment and supplies needed for isotonicics for sports medicine and the sidelines and bench areas for games and practices are noted in the financial workbook. The University is open to additional ideas and proposals for capital equipment and support.*

15. 8. KEY PERSONNEL AND STAFF SUPPORT 8.2 We agree to provide adequate staffing to provide quality services however, we cannot allow the University to determine our staffing levels. Is the expectation of the University to determine our staffing levels?

*Response: No. However, if quality of services are not satisfactory (based on staffing), the University will request staffing adjustments to provide acceptable results.*

16. 9. MARKETING AND MARKETING PLAN 9.5 How does this apply to Coca-Cola outside of product sampling on campus?

*Response: The University is simply requesting communication in the market place in order to make sure we are serving our campus community in the best possible manner.*

17. 10. GENERAL STANDARDS OF OPERATION 10.3. In relation to product pricing, Sodexo is a Coca-Cola national customer. All pricing is negotiated between The Coca-Cola Company and Sodexo at a national level. Marshall University will be extended those negotiated rates along with schedule of price increases.

*Response: University is in agreement with the negotiation.*

18. 11. EQUIPMENT INVESTMENT & MAINTENANCE 11.2. All vending equipment has option of advertising panels, in lieu of custom made vend fronts, would the University be agreeable to this option which provides flexibility to change messaging on a more frequent basis?

*Response: Yes.*

- a. 11.3. We have a comprehensive remanufacturing facility that returns our equipment to up to date market standards which include Energy Star rating, LED lighting, new refrigeration technology, etc. We cannot guarantee that all equipment will be manufactured before 2014. It will be up to date with all industry standards. Is that acceptable? 11.5. Please refer to 11.3.

*Response: Yes*

19. 14. FINANCIAL PROPOSAL AND CONSIDERATIONS 14.1. In relation to product pricing, Sodexo is a Coca-Cola national customer. All pricing is negotiated between The Coca-Cola Company and Sodexo at a national level. Marshall University will be extended those negotiated rates along with schedule of price increases.

#### LIFE OF CONTRACT PAGE MU19POUR EXHIBIT A PAGE 26

1) In relation to product pricing, Sodexo is a Coca-Cola national customer. All pricing is negotiated between The Coca-Cola Company and Sodexo at a national level. Marshall University will be extended those negotiated rates along with schedule of price increases.

#### ADDENDUM NO.1 MU19POUR ATTACHMENT A RFP SUPPLEMENTAL PACKAGE

##### 1) PAGE 5. II. RFP TERMS G. COST/FEE/PRICE/QUOTATIONS

In relation to product pricing, Sodexo is a Coca-Cola national customer. All pricing is negotiated between The Coca-Cola Company and Sodexo at a national level. Marshall University will be extended those negotiated rates along with schedule of price increases.

##### 2) PAGE 6. II. RFP TERMS H. BEST PRICE GUARANTEE

In relation to product pricing, Sodexo is a Coca-Cola national customer. All pricing is negotiated between The Coca-Cola Company and Sodexo at a national level. Marshall University will be extended those negotiated rates along with schedule of price increases.

*Response: University is in agreement with the negotiation.*

20. 15. CONTRACTOR'S ADMINISTRATIVE RESPONSIBILITIES 15.4. How is this applicable since we do not have food waste?

*Response: Please disregard food waste. Vendor will only be responsible for the appropriate disposal of any beverage packaging material(s).*

- a. 15.9. What are University owned FE & E items?

*Response: Equipment related to the specified nonalcoholic pouring rights are owned or provided by the contractor and not the University.*

- b. 15.11. Is this applicable to us?

*Response: No*

- c. 15.13. Is this applicable to us?

*Response: No – transportation for contractor staff only.*

- d. 15.15. Is this applicable to us?

*Response: No*

- e. 15.17. Is this applicable to us?

*Response: No*

- f. 15.18. Is this applicable to us?

*Response: No*

21. 18. RESTRICTIONS TO THE CONTRACTOR 18.3. HIRING OR USE OF EMPLOYEES

Is this applicable to us?

*Response: No*

22. 20. CONTRACTOR SPONSORSHIP Is this applicable to us?

*Response: Currently, beverage services are provided to the Office of the President. The University requests that this sponsorship continues. All other sponsorship can be at the discretion of the contractor.*

23. 25. VENDOR OPERATED VENDING SERVICE: 25.13 & 25.15 Our normal commission payments cadence are made by the 20th day of each month, will that be acceptable?

*Response: Yes*

APPENDIX A BEVERAGE SALES (NON-ALCOHOL)- ATHLETIC CONCESSIONS  
2015-2018

24. We need further clarity around concession sales for athletics. Are these retail dollar sales on each of these items? If it is retail, please provide the retail price for each item on spreadsheet. If these are retail pricing totals, the volume seems very low based on athletic venues similar to attendance figures and venue size Marshall University.

*Response: These amounts should have been identified as the number of items sold instead of dollars. Attached is the pricing for each item and the calculated revenue. (See Appendix H)*

25. The amount of equipment requested seems disproportionate to the amount of volume being reported. Are the below equipment needs what are currently being provided by our competitor?

59 Fountain Units

59 Ice Bins

106 BIB racks

35 Double Door Coolers

55 Single Door Coolers

23 Small Counter Top Coolers

9 Small Single Door Coolers

2 Small Double Door Coolers

34 Texas Tanker Ice containers

61 Digital Menu Boards

*Response: See response for 11 above. The Fountain units, ice bins and bib racks is an increase to what is currently being provided. Menu boards currently are backlit trac menu boards. We are requiring those to be updated to digital menu boards. The other items listed are equivalent to what is currently being provided.*

26. To adequately prepare a response and provide the university with the most competitive partnership proposal, we request the due date of the RFP be extended 30 days to a new due date of April 19, 2019. This extension would not impact our ability to convert the campus if awarded the business.

In able to put together the best possible proposal for this RFP, we are asking for an extension to April 9, 2019 to allow for proper due diligence to get all the approvals necessary from Coca-Cola Consolidated, Inc. and The Coca-Cola Company in response to this RFP.

*Response: The new opening date will be **March 21 at 3:00pm.***

27. What is the reason for the term being 1 year with 9 successive one year periods?

Can this be negotiated?

Page 4 Section 1.1. PURPOSE: Is this a one-year agreement with 9 consecutive one-year periods for total of 10 years?

Exhibit A 2. TERM OF CONTRACT as well as 21.1 TERMINATION OF CONTRACT FOR CONVENIENCE 2.3 CONTRACT EXTENSION We understand that due to WV State Law that contracts can only be awarded in 1 year increments. There is a concern with amount of capital and upfront monetary expenses with the existing language in the RFP. We would like verification that the intent of this agreement is to be 10 years in length. Related in 21.1 TERMINATION OF CONTRACT FOR CONVENIENCE, also concern around 120 (revised in Addendum to 30 days) without cause regarding costs associated with executing this contract.

*Response: The term of agreement is for one-year with 9 optional renewals. Optional renewals allows both parties mutually agree to continue or discontinue. If renewed both parties can discuss and mutually agree to modifications to the original contract as necessary.*

28. University Background (page 8 of RFP) states Sodexo contract ends 2019 and a new contract will expire in 2029. Is this new contract still with Sodexo?

*Response: Sodexo will continue to offering dining services to Marshall University.*

29. RFP Section 5.11 Transition mentions “non-exclusive” proposal but this is not mentioned anywhere else in the RFP. Can the university provide details on what the “non-exclusive” proposal would be?

*Response: The resulting contract is expected to be exclusive. Vendors are requested to provide a transition plan in case the resulting award was non-exclusive.*

30. Page 6 & Section 2.8. METHOD OF EVALUATION: Are the criteria outlined weighted? If weighted, how so?

*Response: See Addendum No. 1*



**APPENDIX G**

**CASE/VOLUME OF PRODUCT PURCHASE BY VENDOR FY 2017-2018**

<b>LOCATION</b>	<b>DESCRIPTION</b>	<b>SIZE</b>	<b>BRAND</b>	<b># CASES</b>
SOD MARSHALL UNIV-HARLESS	SYRUP MOUNTAIN BLAST SPORT BIB	1 2.5GAL	POWRADE	83
SOD MARSHALL UNIV-HARLESS	SYRUP COKE CLASSIC 5X1 BIB	1 5 GAL	COCACOL	77
SOD MARSHALL UNIV-HARLESS	SYRUP SPRITE 5X1 BIB	1 5 GAL	SPRITE	58
SOD MARSHALL UNIV-HARLESS	SYRUP TEA SWEET SOTHRN STY BIB	1 2.5GAL	GLDPEAK	58
SOD MARSHALL UNIV-HARLESS	SYRUP LEMONADE BIB	1 5GAL	MINMAID	54
SOD MARSHALL UNIV-HARLESS	SYRUP PIBB XTRA BIB	1 5 GAL	COCACOL	50
SOD MARSHALL UNIV-HARLESS	SYRUP LEMONADE PINK POPPIN BIB	1 5GAL	HI C	33
SOD MARSHALL UNIV-HARLESS	SYRUP GINGER ALE 5X1 BIB	1 2.5GAL	SEAGRAM	28
SOD MARSHALL UNIV-HARLESS	SYRUP CHERRY COKE BIB	1 5 GAL	COCACOL	25
SOD MARSHALL UNIV-HARLESS	SYRUP ORANGE 5X1 BIB	1 5 GAL	FANTA	20
SOD MARSHALL UNIV-HARLESS	SYRUP ROOT BEER BIB	1 5 GAL	BARQS	19
SOD MARSHALL UNIV-HARLESS	SYRUP COKE DIET 5X1 BIB	1 5 GAL	COCACOL	18
SOD MARSHALL UNIV-HARLESS	SYRUP TEA BLACK SWEET BIB	1 2.5GAL	GLDPEAK	10
SOD MARSHALL UNIV-HARLESS	SYRUP MELLO YELLOW 5X1 BIB	1 5 GAL	COCACOL	5
SOD MARSHALL UNIV-HARLESS	SYRUP COKE CLASSIC 5X1 BIB	1 2.5GAL	COCACOL	2
SOD MARSHALL UNIV-HARLESS	SYRUP MOUNTAIN DEW BIB	1 5 GAL	MTN DEW	1
SOD MARSHALL UNIV-HARLESS	SYRUP LEMONADE BIB	1 5 GAL	TROPCNA	1
SOD MARSHALL UNIV-STUDENT	SYRUP COKE CLASSIC 5X1 BIB	1 5 GAL	COCACOL	99
SOD MARSHALL UNIV-STUDENT	SYRUP PIBB XTRA BIB	1 5 GAL	COCACOL	81
SOD MARSHALL UNIV-STUDENT	SYRUP MOUNTAIN BLAST SPORT BIB	1 2.5GAL	POWRADE	74
SOD MARSHALL UNIV-STUDENT	SYRUP SPRITE 5X1 BIB	1 5 GAL	SPRITE	73
SOD MARSHALL UNIV-STUDENT	SYRUP CHERRY COKE BIB	1 5 GAL	COCACOL	67
SOD MARSHALL UNIV-STUDENT	SYRUP LEMONADE PINK POPPIN BIB	1 5GAL	HI C	48
SOD MARSHALL UNIV-STUDENT	SYRUP COKE DIET 5X1 BIB	1 5 GAL	COCACOL	45
SOD MARSHALL UNIV-STUDENT	SYRUP ROOT BEER BIB	1 5 GAL	BARQS	31
SOD MARSHALL UNIV-STUDENT	SYRUP ORANGE 5X1 BIB	1 5 GAL	FANTA	22
SOD MARSHALL UNIV-STUDENT	SYRUP MELLO YELLOW 5X1 BIB	1 5 GAL	COCACOL	6
SOD MARSHALL UNIV-STUDENT	SYRUP MOUNTAIN DEW BIB	1 5 GAL	MTN DEW	4
SOD MARSHALL UNIV-STUDENT	EGG BIB W/CITRIC	1 20 LB	PAPETTI	4
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP FRUIT PUNCH FLSH 5X1 BIB	1 2.5GAL	HI C	93

**APPENDIX G**

SOD MARSHALL UNIV-TWIN TOWERS	SYRUP SPRITE 5X1 BIB	1 5 GAL	SPRITE	56
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP COKE CLASSIC 5X1 BIB	1 5 GAL	COCACOL	45
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP PIBB XTRA BIB	1 5 GAL	COCACOL	44
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP CHERRY COKE BIB	1 5 GAL	COCACOL	41
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP MOUNTAIN BLAST SPORT BIB	1 2.5GAL	POWRADE	41
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP TEA BLACK SWEET BIB	1 2.5GAL	GLDPEAK	31
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP ROOT BEER BIB	1 5 GAL	BARQS	29
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP MOUNTAIN DEW BIB	1 5 GAL	MTN DEW	23
SOD MARSHALL UNIV-TWIN TOWERS	APRON BIB DISHWASH VINYL BLUE	1 36X45"	CHEF RV	22
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP COKE DIET 5X1 BIB	1 5 GAL	COCACOL	20
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP MELLO YELLOW 5X1 BIB	1 5 GAL	COCACOL	17
SOD MARSHALL UNIV-TWIN TOWERS	OIL OLIVE EXTRA VIRGIN BIB	1 10 LTR	AREZZIO	11
SOD MARSHALL UNIV-TWIN TOWERS	SYRUP LEMONADE BIB	1 5GAL	MINMAID	3

Appendix H

Product	Retail Price	Football 2015		Football 2016		Football 2017		Football 2015-2017	
		Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$
21 oz Fountain Beverage	\$4.00	5798	\$ 23,192.00	5745	\$ 22,980.00	5624	\$ 22,496.00	17167	\$ 68,668.00
32 oz Fountain Beverage	\$6.00	13409	\$ 80,454.00	9534	\$ 57,204.00	6252	\$ 37,512.00	29195	\$ 175,170.00
12 oz Fountain Beverage	\$3.00	0		0		0		0	
Aquafina 20 oz	\$3.50	25361	\$ 76,083.00	19910	\$ 59,730.00	9435	\$ 28,305.00	54706	\$ 164,118.00
Bottled Soda 20 oz	\$3.00	3241	\$ 12,964.00	3757	\$ 15,028.00	2269	\$ 9,076.00	9267	\$ 37,068.00
20 oz Gatorade	\$4.00	4540	\$ 18,160.00	2472	\$ 9,888.00	1680	\$ 6,720.00	8692	\$ 34,768.00
Lifewater One Liter	\$5.50	0		0		897	\$ 4,933.50	897	\$ 4,933.50
Can 12 oz	\$2.00								
		MBB 2015-2016		MBB 2016-2017		MBB 2017-2018		MBB 2015-2018	
		Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$
21 oz Fountain Beverage	\$4.00	4352	\$ 17,408.00	3921	\$ 15,684.00	3059	\$ 12,236.00	11332	\$ 45,328.00
32 oz Fountain Beverage	\$5.50	3132	\$ 17,226.00	2993	\$ 16,461.50	2825	\$ 15,537.50	8950	\$ 49,225.00
12 oz Fountain Beverage	\$2.00	0		571	\$ 1,142.00	0		571	\$ 1,142.00
Aquafina 20 oz	\$3.00	4537	\$ 13,611.00	4973	\$ 14,919.00	5441	\$ 16,323.00	14951	\$ 44,853.00
Bottled Soda 20 oz	\$3.50	1983	\$ 6,940.50	1489	\$ 5,211.50	2047	\$ 7,164.50	5519	\$ 19,316.50
20 oz Gatorade	\$4.00	231	\$ 924.00	434	\$ 1,736.00	913	\$ 3,652.00	1578	\$ 6,312.00
Lifewater One Liter	\$4.50	0		0		222	\$ 999.00	222	\$ 999.00
Can 12 oz	\$2.00								
		WBB 2015-2016		WBB 2016-2017		WBB 2017-2018		WBB 2015-2018	
		Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$
21 oz Fountain Beverage	\$4.00	812	\$ 3,248.00	564	\$ 2,256.00	510	\$ 2,040.00	1886	\$ 7,544.00
32 oz Fountain Beverage	\$5.50	270	\$ 1,485.00	291	\$ 1,600.50	339	\$ 1,864.50	900	\$ 4,950.00
12 oz Fountain Beverage	\$2.00	0		0		0		0	
Aquafina 20 oz	\$3.00	364	\$ 1,092.00	359	\$ 1,077.00	353	\$ 1,059.00	1076	\$ 3,228.00
Bottled Soda 20 oz	\$3.50	119	\$ 416.50	305	\$ 1,067.50	0	\$ -	424	\$ 1,484.00
20 oz Gatorade	\$4.00	109	\$ 436.00	106	\$ 424.00	135	\$ 540.00	350	\$ 1,400.00
Lifewater One Liter	\$4.50	0		0		19	\$ 85.50	19	\$ 85.50
Can 12 oz	\$2.00								
Juice	\$3.00								
		All Other Sports 2015-2016		All Other Sports 2016-2017		All Other Sports 2017-2018		All Other Sports 2015-2018	
		Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$
21 oz Fountain Beverage	\$4.00	1473	\$ 5,892.00	543	\$ 2,172.00	1078	\$ 4,312.00	3094	\$ 12,376.00
32 oz Fountain Beverage	\$5.50	550	\$ 3,025.00	256	\$ 1,408.00	801	\$ 4,806.00	1607	\$ 9,239.00
12 oz Fountain Beverage	\$2.00	0		0		0		0	
Aquafina 20 oz	\$3.00	1894	\$ 5,682.00	1459	\$ 4,377.00	2159	\$ 6,477.00	5512	\$ 16,536.00
Bottled Soda 20 oz	\$3.50	1267	\$ 4,434.50	1187	\$ 4,154.50	1075	\$ 3,762.50	3529	\$ 12,351.50
20 oz Gatorade	\$4.00	804	\$ 3,216.00	1197	\$ 4,788.00	662	\$ 2,648.00	2663	\$ 10,652.00
Lifewater One Liter	\$4.50	0		0		139	\$ 625.50	139	\$ 625.50
Can 12 oz	\$2.00	0		0		411	\$ 822.00	411	\$ 822.00
Juice	\$3.00	0		0		41	\$ 123.00	41	\$ 123.00
		All Sports 2015-2016		All Sports 2016-2017		All Sports 2017-2018		All Sports 2015-2018	
		Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$	Pieces	Retail \$
21 oz Fountain Beverage	\$4.00	12435	\$ 49,743.00	10773	\$ 43,092.00	10271	\$ 41,384.00	33479	\$ 134,219.00
32 oz Fountain Beverage	\$5.50	17361	\$ 107,002.00	13074	\$ 76,674.00	10217	\$ 59,720.00	40652	\$ 243,396.00
12 oz Fountain Beverage	\$2.00	0	\$ -	571	\$ 1,142.00	0	\$ -	571	\$ 1,142.00
Aquafina 20 oz	\$3.00	32156	\$ 96,468.00	26701	\$ 80,103.00	17388	\$ 52,164.00	76245	\$ 228,735.00
Bottled Soda 20 oz	\$3.50	6610	\$ 24,755.50	6738	\$ 25,461.50	5391	\$ 20,003.00	18739	\$ 70,220.00
20 oz Gatorade	\$4.00	5684	\$ 22,736.00	4209	\$ 16,836.00	3390	\$ 13,560.00	13283	\$ 53,132.00
Lifewater One Liter	\$4.50	0		0		1277	\$ 6,643.50	1277	\$ 6,643.50
Can 12 oz	\$2.00	0		0		411	\$ 822.00	411	\$ 822.00
Juice	\$3.00	0		0		41	\$ 123.00	41	\$ 123.00
		Total Sales							