

#	Question	Answer																																																																																																
1	<p>What is required to properly submit the Financial Attestation form?</p>	<p>The Financial Attestation form must be completely filled out and manually signed by the independent accounting professional that audited your financial statements.</p> <p>A Financial Attestation form that is incomplete and/or unsigned will be deemed unresponsive and will disqualify your submittal.</p>																																																																																																
2	<p>Can you provide the Student Unduplicated Headcount for “online students” and Campus Attendance?</p> <p>I don’t know if I am explaining myself, but I would like to find out, out of the 30K students, how many actually come to campus for the past 5 years. So we can figure out trends.</p>	<table border="1"> <thead> <tr> <th></th> <th>Total credit & non-credit Headcount and Percentage</th> <th colspan="2">Exclusively Distance Learning</th> <th colspan="2">On-campus or not exclusively Distance Learning</th> </tr> </thead> <tbody> <tr> <td>Summer 2011</td> <td>21711</td> <td>1958</td> <td>9%</td> <td>19753</td> <td>91%</td> </tr> <tr> <td>Fall 2011</td> <td>32896</td> <td>1463</td> <td>4%</td> <td>31433</td> <td>96%</td> </tr> <tr> <td>Spring 2012</td> <td>31513</td> <td>1434</td> <td>5%</td> <td>30079</td> <td>95%</td> </tr> <tr> <td>Summer 2012</td> <td>19659</td> <td>1960</td> <td>10%</td> <td>17699</td> <td>90%</td> </tr> <tr> <td>Fall 2012</td> <td>32316</td> <td>1760</td> <td>5%</td> <td>30556</td> <td>95%</td> </tr> <tr> <td>Spring 2013</td> <td>31340</td> <td>1905</td> <td>6%</td> <td>29435</td> <td>94%</td> </tr> <tr> <td>Summer 2013</td> <td>19793</td> <td>2505</td> <td>13%</td> <td>17288</td> <td>87%</td> </tr> <tr> <td>Fall 2013</td> <td>32574</td> <td>2123</td> <td>7%</td> <td>30451</td> <td>93%</td> </tr> <tr> <td>Spring 2014</td> <td>31297</td> <td>2323</td> <td>7%</td> <td>28974</td> <td>93%</td> </tr> <tr> <td>Summer 2014</td> <td>19747</td> <td>3025</td> <td>15%</td> <td>16722</td> <td>85%</td> </tr> <tr> <td>Fall 2014</td> <td>32390</td> <td>2384</td> <td>7%</td> <td>30006</td> <td>93%</td> </tr> <tr> <td>Spring 2015</td> <td>30754</td> <td>2444</td> <td>8%</td> <td>28310</td> <td>92%</td> </tr> <tr> <td>Summer 2015</td> <td>20645</td> <td>3327</td> <td>16%</td> <td>17318</td> <td>84%</td> </tr> <tr> <td>Fall 2015</td> <td>32593</td> <td>2456</td> <td>8%</td> <td>30137</td> <td>92%</td> </tr> <tr> <td>Spring 2016</td> <td>30302</td> <td>2385</td> <td>8%</td> <td>27917</td> <td>92%</td> </tr> </tbody> </table>		Total credit & non-credit Headcount and Percentage	Exclusively Distance Learning		On-campus or not exclusively Distance Learning		Summer 2011	21711	1958	9%	19753	91%	Fall 2011	32896	1463	4%	31433	96%	Spring 2012	31513	1434	5%	30079	95%	Summer 2012	19659	1960	10%	17699	90%	Fall 2012	32316	1760	5%	30556	95%	Spring 2013	31340	1905	6%	29435	94%	Summer 2013	19793	2505	13%	17288	87%	Fall 2013	32574	2123	7%	30451	93%	Spring 2014	31297	2323	7%	28974	93%	Summer 2014	19747	3025	15%	16722	85%	Fall 2014	32390	2384	7%	30006	93%	Spring 2015	30754	2444	8%	28310	92%	Summer 2015	20645	3327	16%	17318	84%	Fall 2015	32593	2456	8%	30137	92%	Spring 2016	30302	2385	8%	27917	92%
	Total credit & non-credit Headcount and Percentage	Exclusively Distance Learning		On-campus or not exclusively Distance Learning																																																																																														
Summer 2011	21711	1958	9%	19753	91%																																																																																													
Fall 2011	32896	1463	4%	31433	96%																																																																																													
Spring 2012	31513	1434	5%	30079	95%																																																																																													
Summer 2012	19659	1960	10%	17699	90%																																																																																													
Fall 2012	32316	1760	5%	30556	95%																																																																																													
Spring 2013	31340	1905	6%	29435	94%																																																																																													
Summer 2013	19793	2505	13%	17288	87%																																																																																													
Fall 2013	32574	2123	7%	30451	93%																																																																																													
Spring 2014	31297	2323	7%	28974	93%																																																																																													
Summer 2014	19747	3025	15%	16722	85%																																																																																													
Fall 2014	32390	2384	7%	30006	93%																																																																																													
Spring 2015	30754	2444	8%	28310	92%																																																																																													
Summer 2015	20645	3327	16%	17318	84%																																																																																													
Fall 2015	32593	2456	8%	30137	92%																																																																																													
Spring 2016	30302	2385	8%	27917	92%																																																																																													
3	<p>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 vendor for the past three years?</p>	<p>This amount of detail is not currently available. Current commission structure is based on a guarantee, not on sales by machine. This resulted in reporting that does not meet these specifics. In the Appendix E, you will see sales data over the last 8 ½ years. The following link will provide sales data by location for approximately the last 2 years.</p> <p>Snack vending only Snack and beverage vending Beverage vending only</p>																																																																																																

#	Question	Answer
4	Please provide the current rate of commission received?	<p>The current vending agreement is a guaranteed royalty payment that is valued at \$2,220,000 over ten years. The payments are \$204,000 in the first year and an additional \$4,000 each year thereafter.</p> <p>Year 1: \$204,000 Year 2: \$208,000 Year 3: \$212,000 Year 4: \$216,000 Year 5: \$220,000 Year 6: \$224,000 Year 7: \$228,000 Year 8: \$232,000 Year 9: \$236,000 Year 10: \$240,000</p>
5	Can you provide us with any corporate sponsorship or additional incentives that may currently be received?	See question #40.
6	What is the current vending machine pricing by product and location?	This is listed in Appendix E of the solicitation document and all locations are consistent in pricing.
7	What is the current contract term?	The current contract term is ten years (2006-2016).
8	Is the proposed contract term negotiable?	No. Proposals should be based on the requirements of the ITN.
9	Can you provide us with name of the current snack vending, beverage vending and food service provider and any applicable contract terms?	<p>The current vending agreement is with PepsiCo. PepsiCo is managing the beverage service and they have assigned the snack portion of the existing agreement to Right Choice Vending/Coffee, LLC (as of June 2015). The current vending agreement expires August 31, 2016.</p> <p>College Café, Inc. is the food service provider at the Lake Worth, Palm Beach Gardens, and Boca Raton campuses. Their current contract expires in March 2017 but is eligible for one additional two year renewal term.</p> <p>The College also has a Dunkin Donuts Franchise that operates on the Lake Worth and Palm Beach Gardens campuses. The current agreement with Dunkin Donuts expires in December 2016, but is eligible for two additional one year renewals.</p> <p>The food service provider at the Belle Glade campus is the Pepe James Café. The current agreement expires July 2016 and is under review.</p>
10	How often has the current vendor(s) requested a price change in the past two years?	No price changes have been requested in the past 2 years.
11	Are there any special nutritional requirements?	The College community often requests to have healthier options available; however, there are no specific requirements. We are interested in any creative programs that may be available to highlight the availability of such items.

#	Question	Answer
12	Are there any competing venues (convenience stores, markets, retail) that directly compete with vending?	<p>The food service operations:</p> <ul style="list-style-type: none"> • Lake Worth Café • Lake Worth ETA Building Café • Lake Worth TC Building Café • Lake Worth Dunkin Donuts • Palm Beach Gardens Café • Palm Beach Gardens Dunkin Donuts • Boca Raton Café <p>Bookstores at all 4 campuses.</p>
13	Is any preference given to minority or disadvantaged vendors?	<p>Palm Beach State College encourages the participation of Minority / Women Owned / Veteran Owned companies as designated by the State of Florida in all solicitations. However, specific scoring bonuses within the evaluation criteria is not provided based on these designations.</p>
14	Can you say how many people use the machines annually?	<p>Please refer to the headcounts provided in question #2 of this document for information on the potential audience. A count of how many people use the machines is not available.</p>
15	What stimulated or caused the release of the RFP?	<p>The current contract will be expiring August 30, 2016.</p>
16	Will we have access to the decision makers or executive leadership team in your organization?	<p>Only after the contract is awarded by the District Board of Trustees.</p>
17	Why did you include us?	<p>We created a listing of potential vendors through online searches and other inquiries and also placed public advertisements as required.</p>
18	Who owns the ideas that we submit or present?	<p>This is explained in Section II C, Public Record Law. Any material submitted in response to this Solicitation will become a public document pursuant to Section 119.07, F.S. This includes material which the responding proposer might consider to be confidential or a trade secret. Any claim of confidentiality is waived upon submission, effective after opening pursuant to Section 119.07, Contractor’s refusal to comply with this provision shall constitute sufficient cause for termination of the contract resulting from this Solicitation.</p>
19	What role will pricing play in the final decision?	<p>Pricing will be considered as part of the Merchandising category (Sec. IV B). The value of this category is up to 20 points.</p>
20	How many firms are competing?	<p>We will not know until the final proposals are submitted.</p>

#	Question	Answer																																				
32	<p>Item D Special Conditions 6. "All machines must comply with current Americans with Disabilities Act guidelines and any current FDA labeling guidelines or those imposed during the life of this Contract."</p> <p>Can you elaborate Further? Does Each machine need to comply with the ADA as if each machine stood alone, or will the college accept just one machine per bank of machines? Or just one machine per Structure/Building?</p>	<p>The College prefers all machines meet ADA guidelines; however, we will accept one machine per bank of machines at a minimum.</p>																																				
33	<p>What fees are charge by the college card provider?</p>	<p>There are no fees to the vending provider from the college card provider. The cost of this would be covered by the College. However, any equipment costs would be the responsibility of the vending provider.</p>																																				
34	<p>Do you know how many machines have been Vandalized/Burglarize during the past 5 years?</p>	<table border="1"> <thead> <tr> <th></th> <th>Lake Worth</th> <th>Boca</th> <th>Belle Glade</th> <th>Palm Beach Gardens</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>2016</td> <td></td> <td></td> <td></td> <td></td> <td>0</td> </tr> <tr> <td>2015</td> <td>1</td> <td></td> <td></td> <td></td> <td>1</td> </tr> <tr> <td>2014</td> <td>1</td> <td></td> <td>1</td> <td></td> <td>2</td> </tr> <tr> <td>2013</td> <td>1</td> <td>1</td> <td></td> <td>1</td> <td>3</td> </tr> <tr> <td>2012</td> <td></td> <td></td> <td></td> <td></td> <td>0</td> </tr> </tbody> </table>		Lake Worth	Boca	Belle Glade	Palm Beach Gardens	Total	2016					0	2015	1				1	2014	1		1		2	2013	1	1		1	3	2012					0
	Lake Worth	Boca	Belle Glade	Palm Beach Gardens	Total																																	
2016					0																																	
2015	1				1																																	
2014	1		1		2																																	
2013	1	1		1	3																																	
2012					0																																	
35	<p>Can we have a copy of the Exclusivity agreement?</p>	<p>The College expects to enter into a pouring rights agreement with Coca-Cola Refreshments USA, Inc. Those vendors proposing vending service for the College will be expected to adhere to vending exclusively those products that fall under the Coca-Cola Product line. An executed copy of this agreement is not available at this time. No competing products will be permitted to be sold on campus.</p>																																				
36	<p>About how many areas currently have area décor? And how many are expected in the future?</p>	<p>Per Amendment 1, this was removed from the ITN specifications.</p>																																				
37	<p>How much weight will New equipment have against refurbished equipment during the evaluation process?</p>	<p>The equipment category is currently designated to capture up to ten points of the 25 points available in the technology group.</p>																																				

#	Question	Answer																																
38	Can you Provide a price list of all food service providers in campus (bookstore, Cafeteria, carts, etc.)?	<p>The following is a sampling of some items offered by the College Café and Follett Bookstore.</p> <table border="1" data-bbox="824 294 1567 1018"> <thead> <tr> <th data-bbox="829 300 1122 527">Item</th> <th data-bbox="1127 300 1268 527">Portion</th> <th data-bbox="1273 300 1414 527">College Café Price (before tax)</th> <th data-bbox="1419 300 1560 527">Bookstore price (before tax)</th> </tr> </thead> <tbody> <tr> <td data-bbox="829 533 1122 590">Bottled Soda</td> <td data-bbox="1127 533 1268 590">20 oz.</td> <td data-bbox="1273 533 1414 590">1.51</td> <td data-bbox="1419 533 1560 590">1.41</td> </tr> <tr> <td data-bbox="829 596 1122 653">Bottled Water</td> <td data-bbox="1127 596 1268 653">20 oz.</td> <td data-bbox="1273 596 1414 653">1.50</td> <td data-bbox="1419 596 1560 653">1.41</td> </tr> <tr> <td data-bbox="829 659 1122 716">Bottled sports drink</td> <td data-bbox="1127 659 1268 716">20 oz.</td> <td data-bbox="1273 659 1414 716">1.98</td> <td data-bbox="1419 659 1560 716">1.69-1.79</td> </tr> <tr> <td data-bbox="829 722 1122 779">Bottled Coffee</td> <td data-bbox="1127 722 1268 779">9.5 oz.</td> <td data-bbox="1273 722 1414 779">2.26</td> <td data-bbox="1419 722 1560 779">2.29</td> </tr> <tr> <td data-bbox="829 785 1122 842">Standard Candy Bar</td> <td data-bbox="1127 785 1268 842"></td> <td data-bbox="1273 785 1414 842">1.27</td> <td data-bbox="1419 785 1560 842">1.19</td> </tr> <tr> <td data-bbox="829 848 1122 905">Snack size chips</td> <td data-bbox="1127 848 1268 905"></td> <td data-bbox="1273 848 1414 905">1.27</td> <td data-bbox="1419 848 1560 905"></td> </tr> <tr> <td data-bbox="829 911 1122 968">Chips</td> <td data-bbox="1127 911 1268 968">2 ¾ oz</td> <td data-bbox="1273 911 1414 968"></td> <td data-bbox="1419 911 1560 968">1.49</td> </tr> </tbody> </table>	Item	Portion	College Café Price (before tax)	Bookstore price (before tax)	Bottled Soda	20 oz.	1.51	1.41	Bottled Water	20 oz.	1.50	1.41	Bottled sports drink	20 oz.	1.98	1.69-1.79	Bottled Coffee	9.5 oz.	2.26	2.29	Standard Candy Bar		1.27	1.19	Snack size chips		1.27		Chips	2 ¾ oz		1.49
Item	Portion	College Café Price (before tax)	Bookstore price (before tax)																															
Bottled Soda	20 oz.	1.51	1.41																															
Bottled Water	20 oz.	1.50	1.41																															
Bottled sports drink	20 oz.	1.98	1.69-1.79																															
Bottled Coffee	9.5 oz.	2.26	2.29																															
Standard Candy Bar		1.27	1.19																															
Snack size chips		1.27																																
Chips	2 ¾ oz		1.49																															
39	We noticed very low prices at the bookstore, primarily on snacks, who sets these prices?	The vendor (Follett Bookstores) sets these prices.																																
40	I would like to make a formal request for a copy of the current vending services contract for Palm Beach State College. Please confirm if this is available.	<p>The current vending contract and snack vending assignment have been made available through the following links:</p> <p>http://www.palmbeachstate.edu/purchasing/documents/Pepsi-Vending-Contract-2006.pdf</p> <p>http://www.palmbeachstate.edu/purchasing/documents/Pepsi-Assignment-of-Right-Choice-Vending-May-2015.pdf</p>																																