

**NECC22-AF001**  
**Snack and Beverage Vending and Pouring Rights Services**  
Bid Questions and Answers

1. **To best provide you with a detailed proposal and financial package could you please extend the bid submission date an additional two weeks? With the level of additional information and approvals needed, the short time window will make it extremely difficult to hit the August 1<sup>st</sup> due date.** We are unable to extend the bid deadline at this time.
2. **Do you have a contract foodservice company managing your dining services or are you self-operated?** Opportunity Works a non profit organization manages the Haverhill Campus Café.
3. **Can you please provide an annual breakdown of the beverage vending volume and beverage dining bottle/can volume by package and by case quantity (separately) so that we may do a detailed financial analysis of this opportunity? Would you be able to provide this information for July 2021- June 2022 as well as calendar year 2019 (to get an idea of pre-Covid volume levels)?** See below table for the sales info we had on file.
4. **Can you please provide an annual breakdown of the dining fountain volume by brand and by gallon so that we may do a detailed financial analysis of this opportunity? Would you be able to provide this information for July 2021- June 2022 as well as calendar year 2019 (to get an idea of pre-Covid volume levels)?** Volume for the Café located on the C Building on the Haverhill Campus that is operated by Opportunity Works states they purchased approx. \$2,500 from Oct 2021 to early May 2022.
5. **Can you please provide the snack vending volume by package by unit for July 2021- June 2022 as well as calendar year 2019 (to get an idea of pre-Covid volume levels)?** See below table for the sales info we had on file.
6. **Can you please provide the number of coolers currently on campus by type (i.e., # of 2 door coolers, # of 1 door coolers, # of countertop cooler, etc.)?** D Building 1 door cooler, C Building and SC Building each have a 2 door cooler.
7. **Can you please provide the number of beverage vending machines currently on campus by type (i.e., # of traditional stack vending machines, # of glass front vending machines)?** See bid docs
8. **Can you please provide the number of snack vending machines currently on campus?** See bid docs
9. **Can you please provide the number of fountain dispensing machines currently on campus by type (juice, soda, how many valves of each, are they counter electric or ice combo units).** C building café has one counter soda machine with ice
10. **Would you be able to provide the past 3 years of estimated Gross sales?** See below table for the sales info we had on file.
11. **Can Pepsi bid only on the beverage business as we don't do snacks?** – Yes, bidders can choose to bid Snack and Vending only, Pouring Rights only or both components of the bid.
12. **Do you have beverage vending volume? FY 2019 would be preferred if possible, Pre-Covid.** See below table for the sales info we had on file.
13. **If Pouring Right is fountain drink, how many of them are required and who supplies the cups, lids and straws?** – Pouring Rights is more than just supplying fountain drink machines and supplies. The awarded pouring rights vendor will have the exclusive rights to supplying all beverage items as outlined in the bid documents. Please note: bidders can choose to bid Snack and Vending only, Pouring Rights only or both components of the bid.
14. **Who collects the retail money for the fountain drink? I will assume the Vendor. If that is the case, the Vendor will have to have a staff at every event? I'll really appreciate a better explanation on how the NECC Pouring Right works for one to make an informed projection and proposition.** – The retail money for the fountain drinks would be collected by the operator of the café. As the exclusive pouring rights vendor, the operator of the café would purchase wholesale the beverage items from the pouring rights vendor.
15. **What were the vending revenue and commission for Haverhill and Lawrence for last year and the year pre-Covid?** See below table for the sales info we had on file.

### Vending Sales Data

Year	Snack	Beverage	Other	Total
2018	\$ 60,789	\$ 47,092	\$ 3,825	\$ 111,706
2019	\$ 60,469	\$ 49,545	\$ -	\$ 110,014
2020	\$ 10,623	\$ 9,806	\$ -	\$ 20,429
2021	\$ 11,056	\$ 8,688	\$ -	\$ 19,744
2022	\$ 15,599	\$ 12,763	\$ -	\$ 28,362

### Beverage Pouring Rights Sales Data

Bookstore - July 2021 - July 2022 approx \$11,000