



Food & Vending Services

Commission & Incentives

Background

The District has been under contract for full service food, catering and vending services at all campuses with Chartwells since July of 2008. Chartwells was unwilling to renew their contract at the current commission and fee structure, which was 8% commission on food service and a fixed commission of \$10,000 annually for vending. The District received a combined minimum guarantee of \$40,000 annually for food and vending.

Options & Recommendation

The Request for Proposal (RFP) provided for the option of awarding vending separate from the food service. We received proposals for Food & Vending, Vending only, Food only and Catering only.

The recommended vendor, American Food and Vending Corporation, will provide full service food, catering and vending services at all campuses, which is considered to be the best value to the District.

Proposal for Food & Vending

- American Food & Vending

- Chartwells Dining Services

- Taher, Inc.

- ECI Management

11% commission on food, \$10,000 annually on vending;
guaranteed minimum \$88,500; 15% service charge to outside
groups with 10% back to college

- Rose Food Service

\$60,000 commission annually

Proposal for Vending Only

- Chartwells Alternate

28% commission; \$150,000 annual minimum

- Dr. Pepper Snapple Group

47% on vending cases; \$5,000 annually for 5 years and donation of 100 cases of 12 oz. product

- Fresh Healthy Vending

30% for 100 or more vends per day, 25% for 75-99 vends per day, 20% for 40-74 vends per day and 15% for 40 or less vends per day

- Mcliff Coffee + Vending

28.60% commission; no guaranteed minimum

Proposal for Food Only

- Subway

Proposal for Catering Only

- Jason's Deli

Incomplete Responses

- Healthier 4U Vending
- Valley Services

Shortlisted Providers

○ Subway

Commission and subsidy vary for 3-5 years based on sales at each campus. We would not earn any revenue from PRC or CPC until sales at each campus reach \$200,000.

PRC – 0.0%

CPC – College will subsidize \$3,000/mo

SCC – 3% of total sales for first 2 years

*Proposed moving locations at CPC and PRC

○ Taher, Inc.

They will offer an 8% commission on food, 7% commission on vending and a guaranteed minimum of \$115,000 annually. We would be paid the greater of \$115,000 or 8% commission on vending. Based on 2012 sales history, the total paid would be approximately **\$119,117.**

*Currently have no presence in the DFW area

○ American Food & Vending

They will offer a 5% commission on food, 20% commission on vending and a guaranteed minimum of \$100,000 annually with 2 years paid upfront. We would be paid the greater of \$100,000 or 5% commission on food and 20% commission on vending. Based on 2012 sales history, the total paid would be approximately \$143,182.

Recommendations Received for American Food & Vending

- Mineral Area College
Park Hills, MO
- Community College Of Philadelphia
Philadelphia, PA
- Alcatel/Lucent
Plano, TX

Select Corporate Clients

-  Alcatel-Lucent corporate headquarters
-  Boy Scouts of America
-  Cerner corporate headquarters
-  Chrysler Corporation (multiple sites)
-  Ford Motor Company (multiple sites)
-  General Motors Corporation (multiple sites)
-  GM Financial
-  Goodyear Tire & Rubber (multiple manufacturing facilities)
-  Homeward Residential
-  The Nelson Atkins Museum of Art
-  Harley Davidson (corporate headquarters & all USA manufacturing plants)
-  The Kauffman Foundation
-  Garmin corporate headquarters
-  Texas Instruments

Select Educational Clients

-  Broome Community College
-  Cayuga Community College
-  Cazenovia College
-  Colgate University
-  Community College of Philadelphia
-  Elmira College
-  Herkimer County Community College
-  Hamilton College
-  Mineral Area College
-  Onondago Community College
-  Ohio State University
-  SUNY Cortland
-  Thompkins Cortland Community College
-  University of Dallas