

1. What was the total 2022 reported gross sales reported for all vending machines/locations included in this RFP? **See grid below.**
2. What was the total commission paid in 2022 for the existing vending services for the machines/locations included in this RFP? **See grid below.**

The two previous questions are answered in the following grid for FY 22-23:

	Gross Sales	Net Sales	Commissions
Palatka	\$ 25,482.40	\$ 23,992.58	\$ 5,139.84
Orange Park	\$ 44,217.66	\$ 41,494.47	\$ 8,739.01
Saint Augustine	\$ 37,765.25	\$ 35,564.67	\$ 7,604.19
Total	\$ 107,465.31	\$ 101,051.72	\$ 21,483.04

3. The RFP indicates that 50% of all product offerings must be “healthy snack options” – what are the nutritional standards required that these products must meet? Page 11, Section 7 – Products (b)(3) states that “Healthy snack and drink options meeting the nutritional standards in Exhibit (1)...”, but there are no nutritional standards provided in Exhibit 1.

Page two of the RFP under section 1.0 states the following (emphasis highlighted):

To further meet the needs of our students, the vending machines shall offer a variety of snacks and drinks to include a minimum of fifty percent (50%) of the products as healthy snack and beverage options which include low calorie, low sugar, and low fat with some dairy and gluten free options.

The intent is not to define healthy snack options, but to emphasize the desire for such options for our students, faculty, and staff. We are willing to work with the successful proposer to understand the industry options for these types of snacks and beverages. If the 50% figure is not attainable based on your industry knowledge and expertise, please address this within your proposal.

4. The RFP indicates that items identified as “healthy snack options” must be “sold at a price equivalent to or lower than similar items that do not meet the standards”. Given that unit costs of these products from a supplier may be 20% - %100 more than other items, is there an expectation that a vendor must sell 50% of items available without generating any profit or even at a loss?

We expect our vendors to make a profit. We also expect our vendors to understand the student populations and the counties our campuses are located within. We expect open and honest discussion with the successful proposer creating an agreement that will balance customer needs with vendor profits.

5. Does St Johns River State College have any existing contracts that would require the use of only specific beverage manufactures (Coca-Cola or Pepsi exclusive)?

No, we do not have contracts with any beverage manufacturers.

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