



Office of the Vice President
and Chief Financial Officer
Procurement Services
<https://procurement.ufl.edu/>

971 Elmore Drive
PO Box 115250
Gainesville, FL 32611-5250
(352) 392-1331 Fax 352-392-8837

September 13, 2021

ADDENDUM #2 to the University of Florida ITN22NH-100 Dining Services Management scheduled to be opened on **October 6, 2021 3:00 PM** at the University of Florida, Elmore Hall Conference Room, Radio Road, Gainesville, Florida.

This addendum shall be considered part of the Contract Documents for the above mentioned **ITN22NH-100** as though it had been issued at the same time and incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original document, this addendum shall govern and take precedence. All other terms, conditions, and regulations will apply.

This addendum consists of:

- 1. Responses to technical questions and inquires submitted prior to 5:30pm, September 3, 2021.**

Sincerely,

Nicola Heredia, Director
Procurement Services

Please acknowledge receipt of Addendum #2 by signing below, and returning this addendum with your proposal. Failure to include addendum with your proposal may result in rejection.

Signature

Company Name

Email Address

Company Address

City/State/Zip

General Questions:

1. Who is responsible to purchase the liquor license?

Per the current contract: "Contractor is required to possess two (2) COP licenses to serve beer and wine at the Orange and Brew and the Camelia Court facilities."

2. Reitz Union – Is their additional electrical capacity available or is the electricity capacity currently maxed out for the food service area?

According to the Union Facilities team, the common area prep kitchen is at capacity for electrical supply. Specific retail locations may have additional capacity.

3. Who is responsible to clean the floors, chairs, walls and windows within the dining locations?

Contractor.

4. Can you please provide the list of UF approved food trucks?

Go to www.bsd.ufl.edu/catering/caterers for the most current list of approved Mobile food suppliers

5. Attachment # 2 provides the operating hours for the residential dining locations but does not provide retail operating hours for the academic year, please provide the operating hours for each retail location that the vendor will operate during the academic year.

See Fall'21OpsHours file (Attachment 21).

6. Reitz Student Union, Level 1 floor plan. The plans provided are cut off and do not show the full Pollo Tropical and adjacent seating areas. Can we get the complete level 1 floor plan showing all retail and dining to the bookstore?

Unfortunately, as part of the building is an addition and considered a "separate" building, we do not have one drawing with all Food Court locations. Please see Attachment 22 -Union Food Court 1 of 2 and Attachment 23 - Union Food Court 2 of 2 for drawings of each part of the Food court.

7. Please provide the seat counts by each residential and retail dining location:

In addition to Attachment 24 - UF Dining Seat Counts_09021

Updated counts are as follows:

Broward Dining Center CFA	20
Heavener Hall Rising Roll	Closed
Law School Chomp It	Common Seating
Law School Starbucks	Common Seating

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Norman Hall Starbucks/The Market	0
Vet Med Einstein Bros. Bagels	Common Seating
Reitz Union	1,150
UAA Training Table	110

8. Are there any “unpaid” board days during fall move in period? If so, how many?

No, the dining plan starts with the first day of move in each semester.

9. Does UF have any equipment or supplies in inventory that could be used at the Racquet Club?

We have an inventory of used equipment in storage that if acceptable for the project, could be designated for use at the Racquet Club.

10. What is the Facilities Department process for construction/renovation of dining facilities on campus? From architects to construction/project management?

Refer to Attachment 25 -UF Development Process for Dining document.

11. Please provide projected freshman class for the next five years.

From UF Director of Freshman and International Admissions:

“While I don’t have specific projections 5 years out, my understanding from campus leadership is that we expect the freshman class to remain relatively the same size. There is no specific plan to grow or shrink currently. Here are the class sizes from the last 5 years, for on campus freshmen that started in Summer B or Fall:

2017	6428 students
2018	6799
2019	6566
2020	6350
2021	6822

As you can see the number has been relatively consistent, averaging just under 6,600. I’d expect us to be in that general range for the foreseeable future, assuming plans don’t change. This year was a bit higher, and I think the goal will to be a few hundred lower for 2022.”

12. Please provide the total number of freshman (1st Year) students that lived on campus for the past three years.

Numbers provided by UF Division of Student Life, include all first-year students which include a limited number of transfer students along with the freshmen numbers.

Fall 2019	5516
Fall 2020	3868
Fall 2021	5491

- 13. Please provide the date that the POD and Subway at Rawlings Hall will be closed to start construction.**

There are no current plans to close the building for construction.

- 14. Would you consider the renovations of Gator Corner Dining Center to be moved up to Summer of 2024?**

Yes, based on analysis of the proposal.

- 15. Are there approved areas on campus that Food Trucks are allowed to operate?**

Use of Mobile Food Vendors as a retail sales strategy as part of the dining program will be proposed by the supplier, with details and locations to be mutually agreed upon. For catered events on campus, Mobile food Vendors are overseen by the Office of Business Services. See the list of approved locations for those events at:

www.bsd.ufl.edu/catering/caterers

- 16. What are the university regulations for outside/on windows, directional/promotional signage for dining?**

Please refer to <https://identity.ufl.edu/faqs/signage/> for an overview of UF sign policies. Currently we work with the vendor to mutually agree upon and approve any additions/alterations/improvements to signage in the food service areas.

- 17. Please provide the refresh year for all national brands and the estimated amount for the refresh.**

See Attachment 26 Retail Concept Refresh Timeline for dates of opening or most current refresh. Please provide your intended set of proposals for the refresh/reconcept/expansion/reduction of all retail locations along with your proposed timeline for this schedule in Tab 6 of the proposal.

Financial/Sales:

- 18. Can you please let us know what dates and years those 15-minute counts are from?**

Fall 2019 Sourced from a typical Board Day in October.

- 19. Page 30 notes sales of \$38.3M in fiscal year 2018, Exhibit B show fiscal sales 2019 at \$36.8M, what is the reason for the sales decline from fiscal 2018 to 2019? What category declined the most retail, residential or catering?**

Exhibit B is referencing Fall 2018-Spring 2019 and Fall 2019-Spring 2020. Decrease in revenue in Spring of 2020 due to COVID and the closing of the campus during the spring and summer periods.

20. Exhibit B shows summer camps however, there are no sales for summer conferences and camps on the revenue tab? Where is that revenue captured and what is the breakdown of the sales?

Data is rolled up in to Catering and individual locations (both residential and retail).

21. Little Hall offers five retail concepts, exhibit B, revenue tab line 26 show sales of \$507K fiscal 2019. Could UF breakdown the sales by each retail concept?

For additional Information see Attachment 27 - Little Hall Sales Breakdown

	POD Little Hall
KFC	\$ 129,719
Freshens	\$ 66,442
Starbucks	\$ 56,874
POD Market	\$ 137,961
Sushi	\$ 29,657
Board Plan	\$ 58,595
Keene Faculty Center	\$ 28,339
Total 2019-2020	\$ 507,587

22. Please provide a breakdown in sales for the past two years for Orthopedic Building Café. Please provide breakdown in sales for the past two years and more history on Genetics Café, when was it built and slated to open?

Chomp and Go Ortho opened in August of 2020. Prior to that the unit was subcontracted with a series of vendors.

Chomp and Go Cancer/Genetics opened January 2021. Prior to that the unit was subcontracted. The following sales are for Fall '20 and Spring '21

	Ortho	Genetics
Store	72,209.33	30,314.73
Moe's	-	2,118.64
Sushi	4,397.21	8,830.82
Total	\$76,606.54	\$41,264.19

23. Unamortized Investments (if applicable). The Food Service Master Plan indicates the projected renovation cost at \$11.4M; please provide the backup detail that supports this investment amount.

See pages 39 and 40 from ITN22NH-100 Attachment 17 Food Service Master Plan 2019.pdf: "These renovations are projected to cost \$11.4 million based on recent comparable investments within food service facilities on other campuses. Architectural programs were not created to substantiate this estimated amount as part of the Plan."

24. Student Orientation

a. What are the scheduled dates that these occur each year?

Per UF Asst Dean of Students: “the bulk of the sessions run May-July with a few one-off sessions in August, December and January.”

b. How many people usually attend?

Per UF Asst Dean of Students: ‘Pre COVID, we averaged about 300-350 students (with equal number of family members) per session. For 2020 and 2021, orientation has been primarily virtual, and session sizes have varied. We anticipate returning to a traditional in person format for 2022.’ UF estimates a total of about 18000 combined student and family attendees for summer of 2022. He also states there will be numerous opportunities to provide meals for students and families but does not yet have information around that.

25. Amortization tab: Is the vendor expected to buy-out the existing investment? \$995,703.89 as of June 30, 2022.

Yes.

26. Historical Costs tab: Clarify the annual cost to the vendor for the utilities/electricity and waste removal for the last 3 years?

Vendor pays their own utility and waste removal cost. Due to COVID, UF provided the vendor with a relief program for months of May 2020 – December 2020 and shared 50% of the utility cost and 100% of refuse cost.

27. Meal Plans

a. How many free administrative or RA meal plans are provided each semester? What meal plan is offered?

420 RA meal plans provided annually, or 210 per semester on average.

The meal plan is: 35 meals per semester, \$300 Declining Balance funds

- i. Meals are free – part of the current in-kind agreement
- ii. DB - housing pays \$200.00, current vendor gives \$100.00 (part of the in-kind agreement)

b. The 2019 master plan notes 47% participation from 2019. How many of the swipes are being used at Gator and Fresh Food Company. If possible, please provide the (average) number of swipes per meal period.

Fall 2019:

FFC:	Breakfast: 291	Lunch: 1065	Dinner: 805
GCDC:	Breakfast:344	Lunch: 825	Dinner: 927

c. Does the 47% participation include the meal plan exchanges?

No, does not include meal plan exchanges.

d. What is the value of a meal plan exchange for breakfast, lunch, and dinner?

\$6.50 per meal exchange.

e. Please provide the number of students that purchased the \$700 DCB in 2018-2019.

This plan was not available in 2018/2019. It was first offered in the Fall of 2019. Current count for '21/'22 is 163.

f. Can you please provide the past three years of flex dollar drop in the spring? *

FY 2021 - \$247,000

FY 2020 – no flex buck drop in Spring – everything for Spring 2020 was refunded due to COVID

FY 2019 - \$148,000

* Also includes extra board that was not prorated throughout the semester.

28. Can you please provide the past three years of declining balance dollars returned to students upon graduation?

Between May 2021 and September 2021, we refunded approximately \$47,000. Between December 2020 and January 2021, we refunded \$17,000. This is typical of a normal year.

**We do not have that number easily available as the refund includes amounts for all students' balances, including vending and bookstore. And student can request these refunds anytime shortly before the graduation and any time after the graduation.*

29. Please provide the amount of Faculty & Staff Meal Plan sold for FY2019 and FY2020.

Totals below are new plans sold per year, not total active plans. F&S meal plan roll from semester-to-semester and year-to-year.

FY2019-2020: 133

FY2020-2021: 9

There were 326 active Faculty/staff meal plans in FY2020 and 290 active Faculty/Staff meal plans in FY2019.

30. Can you please provide the meal plan usage percentage per meal plan for 2020 (actual meals used compared to total meals available per meal plan)?

Data distorted by COVID.

Fall 2020

	8%	32%	40%
Plan Name	Retail Participation	Residential Participation	Total Participation
5 Day All Access	7%	28%	35%
30 Block Commuter	0%	6%	6%
175 Block	0%	55%	55%
65 Block Commuter	0%	69%	69%
7 Day All Access PLUS	7%	24%	31%
7 Day All Access	9%	33%	42%
10 Meals Per Week	0%	32%	32%
10 Meals Per Week UAA	0%	31%	31%
35 Block Commuter	0%	46%	46%

Spring 2021

Plan Name	Retail Participation	Residential Participation	Total Participation
5 Day All Access	9%	27%	36%
30 Block Commuter	0%	4%	4%
175 Block	0%	42%	42%
65 Block Commuter	0%	76%	76%
7 Day All Access PLUS	7%	22%	30%
25 Block Greek	0%	6%	6%
7 Day All Access	9%	32%	42%
10 Meals Per Week	0%	29%	29%
10 Meals Per Week UAA	0%	17%	17%
60 Block UAA	0%	41%	41%
35 Block Commuter	0%	51%	51%

31. Please provide the amount of additional flex bucks sold to students beyond the meal plans for the previous two years.

Additional Flex Dollars are not sold at this time. Students can add Declining Balance funds only.

32. ITN notes students keep their unused declining dollars through their four years on campus. Please can you provide the amount of unused declining dollars returned to the vendor last year?

For Year Ending June 30th, 2020, \$87000.

33. Meal Plans: Please provide a breakdown of current meal plans by resident/non-resident, Fresh/Soph/Jr/SR.

We currently do not have this information.

34. How many Residents Assistants (RA) are there and how many subscribers by semester?

Gator Dining does not have access to total number of RAs on campus nor access to who is an RA that is not on the RA meal plan. Below are the counts on the 35 RA Plan based on requests submitted by Housing at the start of every semester.

2018-2019

Fall – 207
Spring – 207

2019-2020

Fall – 210
Spring – 210

2020-2021

Fall – 202
Spring – 193

Currently there are 200 RA meal plans this Fall 2021

35. What meal plan(s) are they currently on and what is the current pricing?

35 meals per semester, \$300 DB

- i. Meals are free – part of the in-kind agreement
- ii. DB - housing pays \$200.00, vendor gives \$100.00 (part of the in-kind as well)

General/Financial

36. What percentage of dining services revenues are currently reinvested in dining services?

100% of dining services revenues received by the University are retained by Business Services each year to support the dining program.

37. Is the revenue enough to support the program for capital improvements, annual refresh, and other programs?

While we are able to meet annual funding for program oversight and for basic support needs and improvements, the revenues do not fully support our long term projects and goals.

38. Are you looking to increase those revenues with a new partnership?

Yes, the ability to grow annual revenues is very important.

39. What is the current \$995k amortization paying off?

The \$995k is the remaining amortization balances for the remodel/refresh projects for : Graham Chomp It, Orange and Brew/Wing Zone, Starbucks/Library West, Starbucks/Marston, and Rising Roll. Refer to the ITN22NH-100 Dining Services Attachment 28 - June 2022-Unamortized Balance by Project-projected.pdf.

40. In ITN22NH-100 attachment 3 document it states the following.

Year 1 Revenue Assumptions

You MUST use the following revenue assumptions for your Year 1 Pro Forma Financial Projections.

Sales Type	Year 1
Retail Sales	
Cash/Credit Card/Debit Card/Campus Card	\$23,848,700
Meal Plan Flex Bucks	Supplier derived
Meal Plan Revenue	
Voluntary Meal Plan Revenue	Supplier derived
Catering Sales	\$2,460,640
Summer Camps/Conferences Sales	\$349,400
Athletic Dining - Training Table	\$389,500
Athletic Dining - Fueling Stations	\$235,400
Athletic Dining - Team Catering	\$89,100

Please clarify do we have to use these numbers, and can we not add new revenue on top of the retail sales, catering, summer camps, or UAA meal plans? Or can we propose our own projections?

Please use the stated sales number in the table as your baseline starting point for revenues to be used in year one of your sales assumptions. You may add additional sales to these baseline levels if you are anticipating that via your individual dining proposals.

41. On ITN attachment 10, there is a net book value of small wares, POS, signage, TV's, other Trad Dress of \$537,195. Is that all University owned equipment?

No, these small ware assets are owned by Aramark.

42. Can you provide details about the financial structure for Wing Zone? Subcontractor or franchise agreement?

Aramark operates this unit as part of a licensing agreement with Wing Zone.

43. Can you provide details about the financial arrangement with Restaurant Row local vendors? Can students use meal plan flex or is it all cash/credit?

Currently all local restaurants are paying a 15% commission to Aramark. UF is currently receiving 50% of the 15% commission. Currently meal plan holders can utilize their Flex Dollars at this location.

44. Per the equipment section the “University desires to receive a monthly rental payment for the use of University” what is the desired monthly rental payment? What has been the historical number paid to the University? What equipment is this number based upon?

For the historical number, and per the current contract: (Contractor) “To pay the University for the use of equipment owned by the University, monthly rental in the amount of \$15,000...” The original number was set to help defray the annual cost of certain equipment purchases, equipment maintenance and repairs, and potential replacement of varied equipment.

45. Who is responsible to purchase the back of the house production equipment for the Racquet Club?

As we ask for a proposed solution for the renovation of the Racquet Club space, we are seeking proposals where you will describe the level of vendor financial commitment.

46. Can we get sales figures for off campus catering companies being used by UFL employees?

FY 2021	\$192K
FY 2020	\$907K
FY 2019	\$2.9M
FY 2018	\$2.4M

47. Our ‘Plate Cost’ is calculated as only residential *food* product purchases, minus catering, divided by residential meals served, and audited through the patron management system. Given proposed ‘Plate Cost’ is an important benchmark, what are the variables and the formula that should be used to calculate and exhibit?

Plate cost should be the total cost of food at a resident dining location (less any food not used for that location, i.e., food transferred out for catering or retail) divided by the guest count (meal swipes, cash sales, promo meals) in a period.

Labor

48. In the Statement of Work, we read that “to ensure the vendor can fulfill the requirement to University requires that all active, qualified non-management employees of the previous Vendor be hired for a similar position at their current wage rate and comparable or better benefits.” Please provide the position and exact wages for the current staff by residential and retail location.

Full information not in UFs possession. We are currently aligned with University’s minimum wage for full-time employees (\$15.00). Wage rates by statute will increase October 1, 2021, and each subsequent October for the next five years. We recommend that everyone adjust wages on parity in the marketplace.

Job Title	Salary Basis	#Employees	Hourly Wages Market Data
Baker	Hourly	6	Min \$15.99; Max \$18.50
Barista	Hourly	29	Min \$10.00; Max \$13.50
Cashier	Hourly	15	Min \$10.00; Max \$11.22
Catering Service Worker	Hourly	19	Min \$10.00; Max \$16.32
Cook	Hourly	12	Min \$12.00; Max \$18.47
Food Prep Worker	Hourly	16	Min \$11.00; Max \$12.00
Food Service Lead Worker	Hourly	22	Min \$10.00; Max \$20.00
Food Service Worker	Hourly	626	Min \$10.00; Max \$22.15
General Utility Worker	Hourly	8	Min \$10.00; Max \$15.00
Grill Cook	Hourly	8	Min \$12.00; Max \$16.32
Hourly Supervisor	Hourly	22	Min \$11.20; Max \$21.98
HVAC Maintenance Worker	Hourly	2	Min \$23.46; Max \$41.61
Lead Baker	Hourly	6	Min \$12.73; Max \$19.32
Lead Cook	Hourly	8	Min \$12.73; Max \$21.44
Lead Student Worker	Hourly	6	Min \$9.50; Max \$14.78
Office Worker	Hourly	5	Min \$11.59; Max \$19.39
Student Worker	Hourly	464	Min \$8.75; Max \$20.52

49. Does the current vendor offer paid/unpaid internships to students? If so, please identify how many are paid versus unpaid and the role of each intern.

UF interns are referred to as paid Student Managers. Currently including 19 Student Managers in administrative roles.

50. How many students currently work in dining services?

267

51. How many students are on a work-study?

The current provider does not currently utilize work study students.

52. Is the vendor reimbursed for work-study students?

The current provider does not currently utilize work study students.

53. Are the students on the school's payroll or vendor pay roll?

All student workers, working in Gator Dining locations are vendor employees, and are on vendors payroll.

54. Please provide the average wage for each worker classification provided.

Please refer to question 48 for current list of hourly positions and wage scales.

55. How many total hours do students work?

Current weekly average: 2990 hours.

56. We read the master plan which provides the bundled T&B rate. Please provide the 2019 and 2020 current tax and benefit rate charged by the incumbent broken down by management and hourly associates in the monthly P&L statement you receive.

From information we have, taxes average 8% of total wages and benefits average 37% of total wages.

57. How many of the 810 nonstudent associates (per classification) are full time and part time?

Full information not in UFs possession

58. Please provide a breakdown of the 810 nonstudent hourly associates by venue.

Full information not in UFs possession

59. How many of the 464 student associates are full time or part time?

Full information not in UFs possession. Traditionally the vast majority of student associates are part time, excluding Student Managers.

60. May we request "total" hours worked per classification per week?

Full information not in UFs possession.

61. What is the current full time to part time associate ratio? The goal in the statement of work is 51/49.

Full information not in UFs possession.

62. What are the meals per labor hour metric for the Gator Corner and Fresh Food Company?

Full information not in UFs possession.

63. What are the sales per labor hour metric for each retail dining location?

Full information not in UFs possession.

64. The Food Service Master Plan (page 30) provides historical labor numbers, please confirm that “Direct salaries and wages” includes the cost of all management, hourly and student associates.

Yes.

65. For the Mi Apa station at Gator Dining – are these staff members ARA associates or provided by Mi Apa?

The Mi Apa platform in the Gator Corner Dining Center is manned by Aramark employees.

66. For the Mi Apa station at Broward – are these staff members ARA associates or provided by Mi Apa?

Aramark employees.

67. Is UF expecting the vendors to honor the length of service for all current associates?

Yes.

68. Are there any campus specific holidays that dining service associates are currently provided?

New Year’s Day, Martin Luther King Day, Memorial Day, Independence Day, Thanksgiving Day, Day after Thanksgiving, Christmas Day, Two Floating Holidays.

69. Please provide the count for hourly employee and kindly provide a seniority list

Full information not in UFs possession.

UAA/Training Table (Please note that we are waiting for some final information from UAA for the specific questions that do not include responses in this section).

- 70. The Training table shows revenue of about \$389,000, per the ITN, the fueling station is \$235,000 and the team catering for Athletics is \$89,000. Are those numbers inclusive of the Athletic Meal Plans, pre-game meals and early meals? Can you please provide the historical operating cost for athletics for the past two years?**

Training Table and the fueling station are a part of the student athlete meal plan program and not incremental revenue. Please see the ITN22NH-100 Dining Services Management Attachment 29 - UAA TT PNL 2020-21.

- 71. Please confirm when the new student athlete-dining hall in the Athletic Training Center is scheduled to open.**

Information not yet available.

- 72. On page 8 of the master plan it states the following: "student athletes are required to purchase a meal plan." In the ITNNH-100 exhibit there are 221 in the fall and 181 in the spring on meal plans that are athletes. Are these all the required athletes on the meal plan?**

UAA provides scholarship meals for certain number specified athletes, and these meals are billed to and paid for by UAA. The 221 and 181 counts are for the purchased scholarship meal plans. Any athletes not provided scholarship meal plans are free to purchase their own individual and regular dining meal plan, and many do, but that exact number is not available to us.

- 73. How many athletes are not on any meal plan? On the URL attachment it states that there are over 500.**

There are an estimated 700-800 student athletes at UF. With an average of 200 scholarship meals, that would mean there are about 500 student athletes that do not have a scholarship meal plan. Many of those students do purchase a regular dining meal plan, so the 500 number is really a potential number of student athletes that could be marketed to for potential meal plan sales, not a true number of athletes without a plan.

- 74. Will the Heavener Center be used to facilitate food for concessions and suites?**

Information not available.

- 75. Can we see the current station design and layouts for the dining and fueling bars in the Heavener Center? Can we also get square footage for the spaces?**

Information not available.

76. Would all pregame meals be served in the new Heavener Center?

Information not available.

77. In the camps tab for 2019, it shows UAA having 39 camps in total. Will those camps be served in the Heavener Center?

Information not available.

78. The Heavener Football Training Center shows the available area reflected on the plans as only 1107 sq ft. We just want to confirm that is the correct square footage for dining.

Information not available.

79. Please provide the latest detailed plans of the training table venue under construction.

Information not available.

80. How many service days should be assumed for the training table operations?

Information not available.

81. Please provide blueprints / CAD drawing of the planned Athletic Feeding Facility. What is the projected seating capacity of this building? What space is allocated to dining and refueling? Will the dining area be accessible for all UF students? UAA?

Information not available.

82. What locations on campus accept the Red Card utilized by athletics?

Au Bon Pain, Chic Fil A Broward, Firehouse Subs, UAA Grab and Go, Panda Express Reitz Union, Pollo Tropical Reitz Union, Subway Reitz Union.

83. Under which tender category are the Red Card sales captured at Gator Dining?

Included as retail sales in respective locations as redeemed.

84. Exhibit B shows athletic meal plans of 238 fall and 221 spring, are all athletes on meal plans for the full academic year or is this number just for in season athletes? These numbers appear to be low.

Refer to the responses for questions 72 and 73 above for details to this question.

85. What are the total Red Card sales for fiscal 2020 / 21? Also please provide by venue. Are these sales currently captured in Exhibit B? If so, which tender?

Client FY 2020-2021: \$40,133.42

Chick-fil-A Broward: \$2,636.57

Firehouse Subs: \$1,166.36

UAA Grab & Go: \$28,426.16

Pollo Tropical: \$1,206.97

Subway Reitz Union: \$6,697.36

Red Card not available prior to 2020. Sales captured as DB sales.

86. Gator Dining – Can you please provide the sales for the Red Card?

FY '20-'21: \$40133.42

87. How are Athletic Meal Plans Sold? Please provide details on who collects revenue for the past three years.

UAA purchases an average of 200 scholarship meal plans each semester from Aramark.

Scholarship Athletes – UAA provides list to Gator Dining of all athletes and the plan to assign.

Gator Dining invoices UAA for meal plans.

Non-Scholarship Athletes – Athletes contact Gator Dining directly and pay via credit card directly to dining or by having the charge manually posted to their student account. If the charge is posted, the University collects the money and then pays Gator Dining.

Honors College

88. Is there a site plan drawing of the future honors residential complex that can be shared?

See the ITN22NH-100 Dining Services Management Attachment 30 - Honors College Site Plan document.

89. What is the projected square footage for the food services in the Honors College building?

Total complex is approximately 406000 square feet for 1400-1407 residents. Each of the 4 residential buildings has 50-100 square feet of vending space on the first floor. The common building is being shelled out and the interior area of approximately 28000 square feet will not be finalized until a donor for the space has been finalized. As of now there is 677 square feet set aside for a food space, with 4000-6000 sf of seating space around the interior perimeter and the adjacent outdoor space. This could change with input from the vendor.

90. Which residential dining locations are open during Summer A and B sessions?

See ITN22NH-100 Dining Services Management Attachments 31 and 32 for SummerA'21OpsHours and SummerB'21OpsHours

91. How many stations are open at each residential dining location during this time?

For Fall '21 reopening, all stations and platforms were open during the reopening of the two resident dining locations on August 23rd.

92. Are there any plans for Honors College that could be shared? Specifically, for the 2,000 sq location in the commons area?

As relayed during the Preproposal Conference and Tour, the Gator Village residential buildings are projected to open for Fall '23. Each of the 4 residential buildings has 50-100 square feet of vending space on the first floor. The common building is being shelled out and the interior area of approximately 28000 square feet has not been finalized until a donor for the space has been finalized. As of now there is 677 square feet set aside for a food space, with 4000-6000 sf of seating space around the interior perimeter and the adjacent outdoor space. This could change with input from the vendor.

93. Please provide planned breakdown of the residents in Honors Dorm – Freshman, Upperclassmen.

From ITN22NH-100 Dining Services Management Attachment 30 - Honors College Site Plan document:

For the first year and expected thereafter:

First Year's: 700 (100% of FY)
Sophomores: 350 (50% of SO to return)
Juniors: 350 (50% of JR to return)
Total: 1400 Beds (44% of Honors)

ITN Documents

94. Can you please clarify how many people from each company can attend the vendor engagement roundtable on 8/31/2021?

Five attendees from each company were allowed during the zoom call.

95. Tab 7 asks for a lot of important information, and only allows 40 pages. There is also a request for 12 resumes as part of that section. May we request that the resumes do not count as part of the 40-page count for Tab 7.

You may include the resumes in the Tab 9, which does not have a page limit.

ITN22NH-100 Dining Services Management

96. Please provide details of the role that Envision Strategy will play in the evaluation process.

Envision Strategies Consultant is a non-voting member of the Selection Committee.

97. If the incumbent is unsuccessful and with an award date of 1/22, how does UF envision the transition for the 6 months until opening?

We are asking all potential vendors to submit a thorough and well thought out transition plan that will ensure a successful transition.

98. Will the new vendor have office space and access to the community to plan renovations, sell meal plans for Fall 2022, etc.?

We are committed to supporting the vendor transition plan in any way that we can, whether for an incumbent or if a change in vendor occurs.

99. The University has supported and sought approval for meal plan price increases for the current and prior four years on behalf of dining services. These requests are traditionally supported by data and analysis that reflect demonstrated cost increases, programmatic enhancements, and inflationary pressures. Except for 2019 the State and/or Board has declined the University's request for any increase for the years 2017, 2018, 2020 and 2021. Given normal inflation, statutory increases in minimum wage, the University's internal minimum wage and the current hyper-inflationary increases in food and labor, what contractual mechanisms will allow the successful provider to recover these costs on an annual basis?

The university will include language in the final contract that provides for annual inflationary increases based on the appropriate consumer index.

ITN22NH-100 Exhibit B Site Data

100. Amortization tab: Is the vendor expected to buy-out the existing investment? \$995,703.89 as of June 30, 2022.

Yes.

101. Historical Costs tab: Clarify the annual cost to the vendor for the utilities/electricity and waste removal for the last 3 years?

Vendor pays their own utility and waste removal cost. Due to COVID, UF provided the vendor with a relief program for months of May 2020 – December 2020 and shared 50% of the utility cost and 100% of refuse cost.

ITN22NH-100 Exhibit A MSA SOW

- 102. Page 2, Section iv) Meal Plan Definitions: (4) (a) Resident (Assistant) Meal Plans: Meals plans sold by the University at a mutually agreed upon price to Resident Assistants**

Resident meal plan – plan sold to students living in on-campus housing, Resident Assistant MP – plan provided to RAs

- 103. Page 4, Section 6) a) i) 1) Fresh Food Company. Confirm this is the same location as Broward Dining Commons on ITN22NH-100 Attachment 3 Financial Proposal and ITN22-100 Attachment 2 Staffing Workbook**

Yes, it is.

- 104. Page 5, Section 6) a) ii) h) Sun Terrace Center. Confirm these are the same locations noted as HSC (Health Science Center) on ITN22NH-100 Attachment 3 Financial Proposal and ITN22-100 Attachment 2 Staffing Workbook.**

Yes, it is.

ITN22NH-100 Attachment 3 Financial Proposal

- 105. Are we able to make corrections to formulas in the Attachment 3 Financial Proposal document?**

Generally, yes.

- 106. Formula error on MP Projection tab in calculating estimated daily value, columns Q and R. Formulas calculates on mandatory AYCTE revenue only for fall and voluntary AYCTE revenue for spring. If only voluntary plans are provided, then estimated daily value is captured in full under spring.**

Formula for cell Q13 (and all of column Q): should include the AYCTE voluntary revenue (cell L13). Formula for cell R13 (and all of column R): should include the AYCTE mandatory revenue (cell I13).

- 107. MP Projection tab: Is there an expectation for meal plan counts for year 1 or will each provider determine their own projection?**

Please provide your estimated meal plan sales for year one and every year after.

- 108. MP Projection tab: Should the Athletic meal plans be included on this tab? They are not listed for the first year.**

You may estimate as additional meals plans sold if you would like, with a notation of the additional information provided.

109. MP Projection tab: Should the current Faculty & staff 30 Block meal plan be included on this tab? They are not listed for the first year.

Suppliers are welcome to propose additional plans to the plans listed, if so desired.

110. Formula for Retail Sales on all Retail proforma tabs is calculating based on food cost provided in line 11. Is it the intent of food costs to be check average?

Yes.

111. If extra locations are added, can we add a proforma sheet where appropriate?

Yes, add worksheets to the workbook as needed. Ensure summary formulas are modified.

ITN22-100 Attachment 2 Staffing Workbook

112. Confirm there are no staffing charts required for Athletic Training Table, Athletic Fueling Station and Athletic Team Catering? There are no separate tabs for these locations in the workbook.

No staffing tables are required. If you'd like to provide clarifying labor information for Athletics with these additional worksheets, please do so.

113. Are we able to make corrections to formulas in the Attachment 2 Staffing Workbook?

Generally, yes.

Hours tab

114. Row 22 – renamed to match tab Local RU.

That change is correct.

115. Row 32 – renamed to match tab Firehouse TP.

That change is correct.

116. Row 36 renamed to CFA, was mis-spelled as CFS.

That change is correct.

117. Added row 59 for Rising Roll

Attachment 2 has Rising Roll as Row 58

118. Added row 60 and 61 for Extra 1 and Extra 2

Attachment 2 has Row 60 and Row 61 as blank and can be used for 'Extra'

119. Extra 1, Extra 2, Catering, Summer and G&A tabs are in a different format for student labor than all of the other tabs. Changed Extra 1 and Extra 1 to match, left the other 3 the same as they were originally.

Preferably all worksheets should be the same. Please use format of prior worksheets for Extra 1, Extra 2, Catering, Summer, G&A

Summary tab

120. Added row 54 for Rising Roll.

That change is correct.

121. Added row 57-50 for Catering, Summer and G&A.

Do not make this change, summary is intended for a Summary of Dining Locations, not a Summary of the Program

122. Corrected formula in cells B66, B67, B68.

That change is correct.

All tabs

123. Student Worker section where you detail the job by titles, the formula for Total Annual Wages is incorrect.

Cell O76 has the correct formula.

124. The Invitation to Negotiate reflects a 10-year term with the option to renew for two (2) additional five (5) year periods. However, pursuant to Section 6.48, termination rights are afforded to the University of Florida only. Will the University grant to Successful Vendor the right to terminate for Default (Cause) or Convenience?

This can be discussed as part of final contract negotiations.

125. Who owns the naming rights for Chomp & Go and Chomp It?

UF. Current contract states: "Notwithstanding CONTRACTOR'S provision of amortization of funds, at no time shall CONTRACTOR hold any ownership, claim, or other interest in the facilities developed or contracted with such funds."

126. Are there more details around the presentation that can be shared now? Will there be one presentation to the dining committee? Or will there be several to include a student open forum?

There will be one presentation. We have student representation on the ITN committee and have requested their presence at the presentations.

127. Can you provide the names of the UF stakeholders that will be on the ITN committee?

ITN Committee comprised of:

Assistant Vice President, Student Engagement
Assistant Vice President, Business Services
Director of Planning, Design & Construction
Associate Vice President, Business Affairs
Director, Operations, Health Science Center
Senior Director, Housing & Residence Life
Professor, Agriculture
Assistant Vice President, IFAS
Marketing & Communications Specialist, Business Services
Assistant Director, Event & Customer Services, JWRU
Director, Small Business & Supplier Diversity
Assistant Athletics Director, UAA
Accountant, Dept. of Dermatology, APA representative
Faculty Senate Representative
Student, Food Service Advisory Committee
Student, Reitz Union Board of Managers representative
Student, IRHA representative
Director, Office of Sustainability
Director, Food & Beverage Services, Business Services

128. Can Tab 9 Additional Information (the appendix) be glue bound or does it need to be spiral bound, or in a 3-ring binder, to take sections pieces out?

Please provide however is appropriate for your submittal.

IT/Technology

129. Card Access System/POS. How much is the annual fee, and who has historically paid for it?

Contractor has paid this fee.

130. Who owns the current POS system the school or the incumbent?

The Incumbent owns the current POS system.

131. What is the system charge per retail transaction / flex dollar transactions?

No system charges.

132. Is there a cost from the campus IT (BATS) department for transitioning POS removal and replacement?

No.

133. Additional information is needed for technology equipment. – Kindly provide the following information:

- **Point of Sale by Venue / by Concept**
 - **Registers**
 - **Kitchen Display Systems**
 - **Kitchen Printers**
 - **Side Cars / etc.**
- **Digital Signage by Venue / by Concept**
 - **Is there network connectivity at each**
 - **Size**
 - **Mounting Style**

ITN22NH-100 Dining Services Management

	# of registers	KDS?
Au Bon Pain @ Newell Hall	3	N
Fresh Food Co	2	N
GCDC	2	N
UAA	1	N
Beaty POD	1	N
Engineering Bldg Java City	1	N
Graham POD	2	N
Harrell WPS	1	N
Hough POD	1	N
Hub POD	2	N
Hub Starbucks	2	N
Law School Starbucks	2	N
Library West Starbucks	2	N
Little Hall Express	4	N
Marston Science Library Starbucks	2	N
Moe's Southwest Grill	2	N
Norman Starbucks	2	N
Norman POD	1	N
Rawlings P.O.D. Market	1	N
Rawlings Subway	1	N
Sun Terrace Panda Express	2	N
Sun Terrace Salad Creations	2	N
Sun Terrace Starbucks	2	N
SWRC Shake Smart	1	N
Turlington Jamba Juice	2	N
Turlington Subway	4	N
RU Panda Express	4	N
Papa John's	2	N
RU P.O.D. Market	2	N
RU Shake Smart	1	N
Starbucks @ Reitz Union	2	N
RU Subway	4	N
Broward Dining Center Chick-fil-A	5	Y
Chomp-it RCDC	3	Y
Chomp-it Law	2	Y
Heavener Hall Rising Roll	3	Y
Hub Chick-fil-A	7	Y
Sun Terrace Chick-fil-A	4	Y
Sun Terrace Einstein Bros. Bagels	2	Y
Vet Med Einstein Bros. Bagels	1	Y
Pollo Tropical	6	Y
Wendy's	4	Y
Wing Zone @ Orange & Brew	3	Y