11. What is the current equivalency \$ per swipe?

The Meal Equivalency is \$6.75.

12. Sales by location & by tender, last 3 years.

A: Provided in separate attachment.

13. Current terms with vending contractor & DB revenue.

A: Currently only the beverage vending accepts Dining Dollars. The current Dining Services Contractor does not benefit from this. The University's agreement with Coca-Cola benefits from the commission. Annual DD used in vending averages

About \$70K / year is spent from Dining Dollars in Beverage Vending. Beverage Vending overall averages ~\$200K / year in sales volume.

14. Please clarify 255/175 meals as a meal plan notes on Attachment 2.

A: This is just the 175-meal plan. We used to have a plan with 255, but it was replaced with the unlimited plan.

15. How many days per year does Mane Market accept mandatory meal plan swipes?

A: About 238 (this may vary a day here & there based on move-in dates & commencement timing)

- 16. Are we permitted to use the University of Alabama's logos and images in our proposal?
  - A: Yes, this is not an issue they may be located from our website: <a href="https://www.una.edu/brand/logos/index.html">https://www.una.edu/brand/logos/index.html</a>
- 17. Does the "academic year" include Summer?

A: The "Academic Year" is the Fall & Spring Semester. UNA's Fiscal Year runs October – September.

18. With refreshes being done at Chick-fil-

- 24. Does UNA offer discounted door rates for Faculty and Staff to eat in the residential dining hall? If yes, please provide the door rates for breakfast, lunch, and dinner.
  - A: Yes, faculty and staff may purchase meal swipes good at any time of the day whenever Mane Market is open. The cost is \$6.50 purchased as 10 swipes @ \$65 or 25 swipes @ \$162.50. These swipes do not expire.
- 25. Please provide retail sales broken down by each location for the past two years.
  - A: Provided below.
- 26. Please provide the last scores and comments from the two most recent campus-wide student satisfaction surveys.
  - A: We do not have any recent survey's
- 27. To provide ample time for our team to provide a customized response to the RFP would the University of Alabama consider an extension of the deadline from December 10<sup>th,</sup> 2024 to January 31<sup>st</sup>, 2025?
  - A: We are in agreement to extend the bid date to January 15, 2025 an Addendum will be published to acknowledge this change.
- 28. Stadium Revenue Information # of events, football games, concerts, high school games, annual attendance to events, annual concession revenue estimated in football stadium?
  - A: The estimated concession revenue is unknown as this is a new venue.
  - For the purpose of estimation please use the following information:
    - Standard Football season supports a minimum of 5 home games (8-10K in attendance) Concerts or other events 4 5 times a year in the beginning. This will likely increase over time. (10K +)
    - High School Games are not planned at this time. But if a few were planned they would host the same number of people and would just add to the event schedule.
    - Annual revenue for concession is unknown at this time.
- 29. Annual cost of equipment maintenance and repair of university owned equipment?

  A: this can certainly vary each year. It may be estimated be 29een \$

Sales by Location	2021-20222	2022-2023	2023-2024
Mane Market	Total	Total	Total
Cash/Credit	\$32,418.71	\$38,655.99	\$42,495.31
Group Sales Non Tax	\$72,952.13	\$71,526.95	\$71,085.10
Declining Balance	\$35,254.51	\$35,375.74	\$40,604.75
Board	\$2,561,812.23	\$2,989,831.48	\$3,291,784.65
Subtotal	\$2,702,437.58	\$3,135,390.16	\$3,445,969.81
Chick Fil A	Total	Total	Total
Cash/Credit	\$290,060.75	\$335,680.15	\$375,482.55
Group Sales Non Tax	\$0.00	\$880.00	\$0.00
Declining Balance	\$695,372.94	\$725,333.74	\$787,746.94
Board	\$73,817.70	\$143,776.66	\$212,561 0 0