



Request for Qualifications and Proposals (RFQ&P)

No. 373D

Vending and Pouring Rights for Beverage Products

Proposal Due Date

Friday, May 03, 2019

At 12:00PM

Procurement, Central Services and Risk Management

28000 Marguerite Parkway

Health Sciences – 3rd Floor

Mission Viejo, CA 92692

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Notice to Firms

Request for Qualification/Proposal (RFQ&P) No. 373D

District:	SOUTH ORANGE COUNTY COMMUNITY COLLEGE DISTRICT
Project:	RFQ&P 373D Vending and Pouring Rights for Beverage Products South Orange County Community College District
RFQ&P Deadline:	Friday, May 03, 2019 12:00PM
Mailing Address & Place of RFQ&P Receipt:	South Orange County Community College District Health Sciences Building, 3rd Floor, Room HS-357 Procurement, Central Services & Risk Management 28000 Marguerite Parkway Mission Viejo, CA 92692 Attn: Nick Newkirk

NOTICE IS HEREBY GIVEN that the South Orange County Community College District, of Orange County, California, acting by and through its Governing Board, hereinafter referred to as "DISTRICT," will receive up to, but not later than, the above-stated time, responses to the Request for Qualifications and Proposals for the above Project.

There will be a mandatory pre-proposal meeting at 1:00 PM, Monday, April 22, 2019 at the South Orange County Community College District, Health Sciences Building, 3rd Floor, IT Training Room, 28000 Marguerite Parkway, Mission Viejo, CA 92692. All RFQ&P respondents shall confirm their attendance by email to purchasing-dept@socccd.edu by 5:00 PM on Thursday, April 18, 2019. The subject line should read: "RFQ&P 373D Pre-Proposal Meeting Confirmation." A parking permit will be provided to those firms who confirm attendance. A map showing the meeting location is included with the RFQ&P document available online. Physical presence is not required. A call in number will be provided prior to the meeting day to those who confirm attendance. Any proposer that does not attend the entire conference and/or does not arrive on-time shall be deemed non-responsive.

Any and all questions must be sent via email to Nick Newkirk, Purchasing and Contracts Manager, at purchasing-dept@socccd.edu. Firms shall reference RFQ&P 373D: Vending and Pouring Rights for Beverage Products in the email subject line. The final day for questions shall be Tuesday, April 16, 2019, no later than 5:00 PM.

A complete Request for Qualifications and Proposals may be viewed at the Purchasing Department offices at the above address, telephone (949) 348-6125 or by email at purchasing-dept@socccd.edu. The documents are also available online at www.socccd.edu at the Bids link.

SOCCCD reserves the right to reject any or all submittals or to waive any irregularities or informalities in any proposals.

No proposer may withdraw any proposal for a period of one hundred eighty (180) calendar days after the submission deadline.

Nick Newkirk

Purchasing and Contracts Manager

PUBLISH: OC REGISTER
 April 2, 2019 &
 April 9, 2019

RFQ&P No. 373D Vending and Pouring Rights for Beverage Products

SCHEDULE

Date of Issue / Document Available	4/2/2019
Advertisement Dates	April 2, 2019 April 9, 2019
Publication	OC Register
Requests for Information (RFI)	4/16/2019
Mandatory Pre-Proposal Meeting	4/22/2019 1:00PM South Orange County Community College District Health Sciences Building, 3rd Floor IT Training Room 28000 Marguerite Parkway Mission Viejo, CA 92692
District Responds to RFI's	4/24/2019 End of Day
Due Date	Friday, May 03, 2019 12:00PM
Interview/Presentations (if needed)	May 15, 2019
Contract Negotiations (if needed)	May 20 and May 21, 2019
Anticipated Governing Board Approval	June 24, 2019

1. DISTRICT OVERVIEW

South Orange County Community College District encompasses 382 square miles in South Orange County serving over 909,000 residents in 26 communities. We know that higher education is directly linked to the quality of life and economic vitality. We have helped generations of families achieve their educational and career goals since 1967.

This multi-campus District is comprised of Saddleback College (Saddleback) in the City of Mission Viejo (1967), Irvine Valley College (IVC) in the City of Irvine (1985) and Advanced Technology Education Park (ATEP) in the City of Tustin (2007) that houses IVC's School of Integrated Design, Engineering and Automation (IDEA).

Saddleback College celebrated its 50th anniversary on September 23, 2018 and serves approximately 41,981 students with a Full-Time Equivalency Student (FTES) count of 17,523 students.

IVC serves approximately 22,650 students with an FTES count of 10,093 students including the School of IDEA at ATEP.

The District is governed by a seven-member elected Board of Trustees and the District's chief executive officer is the Chancellor.

District Services provides centralized administrative services to our three campuses including: Chancellor and Trustee Services, Business Services, Technology and Learning Services, and Human Resources. These departments provide accounting, benefits, facilities planning, fiscal services, human resources, information technology, institutional research and planning, payroll, public affairs, purchasing, risk management, and warehouse/mailroom services to our District.

The District continually assesses the effectiveness of its services through district-wide surveys, shared governance committees and task forces that are established to accomplish specific projects. Strategic planning is an essential tool for guiding our direction and assuring compliance with accreditation standards.

CAPITAL PROJECTS

Over the next five (5) years, the District will be witness to extensive development of new facilities and the re-development of existing facilities such as:

- New Stadium Complex – Saddleback College
- New Advanced Technology & Applied Science Building – Saddleback College
- New Gateway Building – Saddleback College
- Renovation of the Science & Mathematics Building – Saddleback College
- Renovation of the Cafeteria – Saddleback College
- New Building for Saddleback College at the ATEP facility
- New Health Center and Concessions Building – Irvine Valley College
- New Fine Arts Building – Irvine Valley College
- Renovation of the Cafeteria – Irvine Valley College

2. INSTRUCTIONS, INFORMATION AND GENERAL CONDITIONS

PURPOSE OF RFQ&P

South Orange County Community College District (SOCCCD) is seeking to retain qualified firms to provide Vending and Pouring Rights for Beverage Products. The District plans to select firms with specific experience with California Community Colleges. The entirety of this RFQ&P sets forth the District's requirements in detail. All responses should be submitted in accordance with the terms and conditions contained in the foregoing document.

DEFINITION OF TERMS

- The designation of District refers to the South Orange County Community College District, a political subdivision of the State of California.
- The term "**Proposers**" refers to Firms that elect to submit proposals for Vending and Pouring Rights for Beverage Products.
- The terms "**Contract**" and "**Agreement**" shall be used interchangeably within this document.
- Throughout this document, the term "**District**" shall be used to designate the rights and responsibilities of the South Orange County Community College District
- The term "**Proposer**" shall be used to designate the rights and responsibilities of the successful firm responding to this RFQ&P.

PROPOSAL QUESTIONS

All questions regarding this RFQ&P must be sent via e-mail to Nick Newkirk at purchasing-dept@socccd.edu.

Questions will only be accepted until 4/16/2019 no later than 5:00 PM. The e-mail subject line should read: "Your company name/Questions regarding RFQ&P No. 373D." No direct responses will be sent to the company/firm asking the question. Questions will be answered in the form of an **Addendum** and sent to all potential respondents on/about 5:00PM on 4/24/2019. All addendums to this RFQ&P will be posted on the District's web site.

MANDATORY PRE-PROPOSAL MEETING

There will be a mandatory pre-proposal meeting at 1:00 PM, Monday, April 22, 2019 at the South Orange County Community College District, Health Sciences Building, 3rd Floor, IT Training Room, 28000 Marguerite Parkway, Mission Viejo, CA 92692. All RFQ&P respondents shall confirm their attendance by email to purchasing-dept@socccd.edu by 5:00 PM on Thursday, April 18, 2019. The subject line should read: "RFQ&P 373D Pre-Proposal Meeting Confirmation." A parking permit will be provided to those firms who confirm attendance. A map showing the meeting location is included with the RFQ&P document available online. Physical presence is not required. A call in number will be provided prior to the meeting day to those who confirm attendance. Any proposer that does not attend the entire conference and/or does not arrive on-time shall be deemed non-responsive. Proposers will have the opportunity to ask questions at the mandatory

pre-proposal meeting which will be answered in the form of an **Addendum** and sent to all potential respondents on/about 5:00PM on 4/24/2019.

PROPOSAL SUBMISSION

Firm's proposal should be concise and contain all sections in the order of the RFQ&P. Responses submitted in formats other than that prescribed in the RFQ&P may, at the sole discretion of the District, be rejected. All sections must be included for the RFQ&P response to be considered complete and must be divided into tabbed sections.

It shall be the responsibility of the Proposer to ensure that Proposals are received in the following two ways: (1) via email submission **and** (2) hard copy plus USB or CD.

(1) Email Submission: Proposals are to be submitted, via e-mail, to the Purchasing Department no later than **12:00PM** on Friday, May 03, 2019. Submit Proposal to: purchasing-dept@socccd.edu The Proposal must be emailed to the address above as an attachment in Word or PDF format and not exceed file size of 10MB. Proposals with documents exceeding 10MB in size should be saved to a smaller file size or split up and sent as separate emails. Subject line of e-mail containing submitted proposal should include and read "name of your company/submittal for RFQ&P No. 373D ("Email 1 of XX" if more than one)."

(2) Hard Copy Submission:

Proposer must submit one (1) original and four (4) copies of the proposal, in a 3-ring binder, with tabs and one (1) USB Flash Drive or CD with the proposal saved on it. Emphasis should be on brevity and clarity of contents. Proposals should be in 12-point type. Proposals submitted in response are to be labeled Form A, B, etc. and be in the following order:

1. **Letter of Interest and General Information:** Provide a **cover letter** per the requirements of PROPOSAL FORM A
2. **Strategies, Methodologies And Plans:** Provide answers to the questions in PROPOSAL FORM B (20 page limit)
3. **Contributions:** Provide amounts specific in PROPOSAL FORM C1, C2, and C3
 - i. Proposal Form C1: Contributions - Separate contributions for Saddleback College and Irvine Valley College (including IVC's site at ATEP) should BOTH colleges select the proposer
 - ii. Proposal Form C2: Contributions - Contributions for Saddleback College should ONLY Saddleback College select the Proposer
 - iii. Proposal Form C3: Contributions - Contributions for Irvine Valley College (including IVC's site at ATEP) should ONLY Irvine Valley College select the Proposer

4. **General Terms and Conditions:** PROPOSAL FORM D
5. **References:** PROPOSAL FORM E
6. **Addenda Acknowledgement:** PROPOSAL FORM F
7. **Appendices:**
 - A. Non-Collusion Declaration – Must be notarized
 - B. Equal Opportunity Affirmative Action Statement (requires Corporate Seal)
 - C. Contractor's Certificate Regarding Worker's Compensation (requires Corporate Seal)
 - D. Check List

Oral, telephone, facsimile (fax machine) proposals **will not** be accepted.

Hard copies should be packaged in a sealed envelope bearing the name of the Proposer and RFQ&P **No. 373D** clearly marked. All proposals must be received on or before the due date and time of **Friday, May 03, 2019 at 12:00PM**. Any proposal received after the scheduled closing time for receipt of proposal will be returned to the proposer unopened or rejected. All sealed proposals must be delivered to:

SOUTH ORANGE COUNTY COMMUNITY COLLEGE DISTRICT
Attention: Nick Newkirk, Purchasing and Contracts Manager
Purchasing Department
28000 Marguerite Parkway, Third Floor
Mission Viejo, CA 92692

(The Health Sciences Building is located adjacent to Parking Lot 13)

RIGHT TO REJECT

This Request for Qualifications & Proposals does not constitute a commitment by the District to award a contract. The District reserves the right to waive any informalities and to reject any or all proposals and/or to cancel the Request for Qualifications & Proposals. The District expressly reserves the right to postpone the proposal opening date for its own convenience. The award shall be made on the proposal(s) that serve(s) the best interest of the District and will not be evaluated solely on a monetary basis; however, proposers are encouraged to submit their best prices in their proposals. Award will be based on proposer's qualification and best fit as deemed by the District. No contract award shall exist until executed and approved by the District's Governing Board.

MODIFICATIONS TO PROPOSALS

The proposal may be modified after its submission by written notice to the District of withdrawal and resubmission before the date and time specified for receipt of proposals. Modification will not be considered if offered in any other manner. No modifications will be allowed after the RFQ&P due date and time has passed.

PROPRIETARY INFORMATION

In the event any Proposer shall include in the Proposal any information deemed "proprietary" or "protected," such information shall be separately packaged from the balance of the proposal and clearly marked as to any proprietary claim. The District discourages the submission of such information and undertakes to provide no more than reasonable efforts to protect the proprietary nature of such information. The District, as a public entity, cannot and does not warrant that proprietary information will not be disclosed due to the Provisions of the California Public Records Act. The District shall have the right to use any or all information included in the proposals submitted unless the information is expressly restricted by the Proposer.

ORDINANCES, LAWS AND REGULATIONS

The Proposer shall comply with all ordinances, laws, and regulations pertaining to the operation contemplated hereby, including, but not limited to, the California Workers' Compensation Act, the Federal Equal Employment Opportunities Act, and the Americans with Disabilities Act. The Proposer shall apply for, obtain, and maintain in force all permits and licenses required by the various agencies of Federal, State, and local government having jurisdiction over the Proposer operations. All operations and materials shall be in accordance with all applicable Federal, State, County and City laws, statutes and requirements.

WITHDRAWAL OF PROPOSALS

Any Proposer may withdraw their proposal by written request via e-mail to purchasing-dept@socccd.edu at any time **prior** to the deadline set for receipt of proposals. The subject line of the e-mail should include and read: "Your Company Name/Withdrawal of RFQ&P No. 373D." No proposal may be withdrawn or modified after that deadline. Withdrawn proposals may be resubmitted up to the time designated for the receipt of proposals provided that they are then fully in conformance with the general terms and conditions of the RFQ&P.

IRREVOCABLE OFFER

Proposals shall be considered irrevocable offers for a period of one hundred eighty (180) days from the date of receipt and may not be withdrawn during this period without consent of the District.

COST OF PREPARING PROPOSALS

Any and all costs associated with the preparation of responses to this Request for Qualifications & Proposals, including site visits, oral presentations and any other costs shall be entirely the responsibility of the Proposer and shall not be reimbursable in any manner by the District.

COMPLETION OF PROPOSALS

Proposals shall be completed in all respects as required by the instructions herein. A proposal may be rejected if it is conditional or incomplete, or if it contains alterations of form or other irregularities of any kind. A proposal will be rejected if, in the opinion of the District, the information contained therein was intended to erroneously and fallaciously mislead the District in the evaluation of the proposal.

EXAMINATION OF CONTRACT DOCUMENTS

Proposers shall thoroughly examine the contents of this RFQ&P. The failure or omission of any Proposer to receive or examine any contract document, form, instrument, addendum, or other document shall in no way relieve the firm from obligations with respect to this RFQ&P or to the contract to be awarded. The submission of a proposal shall be taken as prima facie evidence of compliance with this section.

If any ambiguity, conflict, discrepancy, omission or other errors in the RFQ&P is discovered, then the Proposer shall immediately notify the District of the error in writing and request modification or clarification of the document. All requests for clarifications shall be sent to Nick Newkirk, the Purchasing and Contracts Manager by email at purchasing-dept@socccd.edu.

ERROR IN PROPOSAL

Proposer shall be bound by the terms and conditions of the proposal. However, if material errors are found in a proposal, the District may notify the Proposer that the submitted proposal and requires correction of the errors. The District reserves the right to request additional information or clarification to allow corrections of errors or omissions.

INTERVIEWS

The District intends to interview firms and has scheduled interviews on May 15, 2019 at the District offices. Oral presentations will be evaluated and may be subjected to the selection criteria. The District requires that the designated representatives identified in the proposals as being the ones who will be assigned to the District, be present and prepared to respond to District inquiries. The decision to hold interviews and the scope or any limitations thereof shall be at the discretion of the District.

AWARD WITHOUT DISCUSSION

The District reserves the right to make an award without further discussion of the proposals received. Therefore, it is critical that, all proposals be submitted initially in the most favorable terms possible, both economically and technically.

CONTRACT COMMENCEMENT/TERM

It is the intent of the District to commence the resulting contract as soon as possible. Performance period for this contract is anticipated to be from July 1, 2019 through June 30, 2024. Term shall not exceed five (5) years. After award, contract is subject to cancellation with 30-days written notice by either party.

INDEPENDENT CONTRACTOR STATUS

It is expressly understood that the firm named in any contract entered into by the District is acting as an "independent contractor" and not as an agent or employee of the District.

SOCccd MODIFICATIONS TO PROPOSALS

Any interpretation, correction, or change of this RFQ&P will be made by written Addendum. Interpretations, corrections, or changes of this RFQ&P made in any other manner will not be

binding, and Proposers shall not rely upon such interpretations, corrections, and changes. Any changes or corrections will be issued by SOCCCD. All Addenda issued to this RFQ&P will be posted to the District web site at www.socccd.edu on the bids link. Addenda will also be e-mailed to all that are known to have received a copy of the RFQ&P. **Since failure to acknowledge any addendum(s) may be cause for rejection, Proposers must return the addendum-completed acknowledgment(s) prior to or with the proposal. See Proposal Form F.**

NEGOTIATION

District reserves the right to negotiate the final pricing before award of business.

AWARD OF CONTRACT

It is anticipated that a contract/s will be awarded by the Board of Trustees at a regularly scheduled meeting on June 24, 2019. The award/s will be made to the responsible firm/s judged to offer the most advantages to each of the colleges and the District. The District may decide to award a contract to a separate firm for each of the colleges or it may decide to enter into an Agreement with one firm for both colleges. At the time of the formal award/s, the apparent successful firm/s must have agreed to contract terms representing the understandings between the parties as to terms and conditions which will govern the relationship of District and Proposer and the obligation of each party for performance of the Agreement.

FINAL CONTRACT

The following documents are considered part of the final Agreement, in order of precedence:

- A. The final Agreement between SOCCCD and the Proposer;
- B. The Proposer's proposal in total, including all addenda and attachments;
- C. This RFP as originally released, with Appendices, Exhibits and any addenda released prior to proposal opening.

All of the above documents are intended to cooperate and be complementary, so that any instructions or requirements called for in one and not mentioned in the other, or vice versa, are to be executed the same as if mentioned in all said documents. The intention of the documents is to include all labor, materials, equipment and transportation necessary for the proper delivery of all services called for in any contract which may arise as a result of this RFP.

NON-COLLUSION DECLARATION

Declarations are required to be completed by the Proposer declaring that the proposal is in all respects fair and without collusion or fraud. Please see Appendix A.

EQUAL OPPORTUNITY AFFIRMATIVE ACTION STATEMENT

Proposer must accept and sign the Equal Opportunity and Affirmative Action Statement set forth in Appendix B.

PROHIBITED INTEREST

No official of the District who is authorized in such capacity and on behalf of the District to take part in negotiations or to make, accept or approve this contract, shall have direct or indirect

financial interest in the award or any part thereof. Proposer shall receive no compensation hereunder should bidder aid, abet or knowingly participate in violation of this article or breach or violation of this article, the District shall have the right to terminate the contract either in part or in whole and any loss or damage sustained by the District in procuring the services on the open market which the Proposer agreed to perform, shall be borne and paid for by the Proposer.

QUALITY OF WORK

The Proposer shall be responsible for the performance of all work as specified herein and shall guarantee that work will meet or exceed the specifications as set forth herein. If it is determined by the District that such services and/or materials do not meet requirements of the District, the Proposer shall be required to correct the same at their own expense.

QUALITY OF PERSONNEL ASSIGNED TO THE WORK

The Proposer shall not employ on this account any unfit person or anyone not skilled in the work assigned to him/her and shall devote only its best qualified personnel to work under this contract. Should the District deem anyone employed under any contract which may arise as a result of this RFQ&P to be incompetent or unfit for his/her duties and so inform the Proposer, the Proposer shall immediately remove such person from this work and he/she shall not again, without prior written permission of the District, be assigned to work under this contract.

PROPOSER CONDUCT

During the RFQ&P window (from release of this RFQ&P to final award), Proposer is not permitted to contact any SOCCCD employees or members of the Governing Board unless at the request of SOCCCD's designated contact person (Nick Newkirk, Purchasing and Contracts Manager) or to fulfill pre-existing contractual obligations. No gratuities of any kind will be accepted, including meals, gifts, or trips. Violation of these conditions may constitute immediate disqualification.

3. EVALUATION OF PROPOSALS

Proposals will be initially evaluated on the written response to the RFQ&P. Proposals will be evaluated by a team of College and District representatives appointed by the Vice Chancellor of Business Services and College Presidents. The top proposals will be placed on a short list of finalists and may be called for interviews. Proposers will be allowed to enhance their initial proposals during negotiations if desired by the District. Negotiations are tentatively scheduled from May 20 and May 21, 2019 and will require the mandatory presence of the representatives of the proposal submitting firm. The evaluation team will recommend award of Agreement to the Governing Board. The team's analysis will be framed within the following ranked criteria:

Proposal Form	Section Title	Points
A	Letter of Interest and General Information	10
B	Strategies, Methodologies and Plans	25
C1, C2, C3	Contributions	40
E	References	5
	Interviews	20
	Total	100

4. SCOPE OF SERVICES

South Orange County Community College District (SOCCCD) is offering the opportunity for Vending and Pouring rights for Beverage Products to the District. It is the intent of the District to enter into a long-term relationship with a beverage provider who will deliver high quality products, equipment and services to one or more of these locations of the District: Saddleback College, Irvine Valley College (IVC) and IVC's site at Advanced Technology and Education Park (ATEP).

The District comparative volume analysis for the last three (3) years is as follows:

Saddleback College Volume Report

CATEGORY	2015-2016	2016-2017	2017-2018	Total
Carbonated Soft Drink	692	499	300	1,491
Water	983	650	585	2,218
Tea	444	312	235	991
Additional/Others	357	317	240	914
Juice	107	73	63	243
Isotonics	117	93	67	277
Energy	224	150	122	496
B & C TOTAL	2,924	2,094	1,612	6,630
Fountain (FTN) TOTAL	216	149	128	493
Full Service Vending (FSV) TOTAL	1,610	2,505	2,350	6,465
TOTAL	4,750	4,748	4,090	13,588

Each timeframe is from July 1st through June 30th

Legend:

B&C: Bottle and Can products for retail sales

FSV: Full-Service Vending, the vending machines

FTN: Fountain, the syrup product dispensed through the fountain machine

***All volumes above are for cases. The Fountain total is in gallons and is counted as cases in the total volume.**

A more detailed breakdown including all volume, equipment and locations is attached as Exhibit A for Saddleback College.

Irvine Valley College Volume Report

CATEGORY	2015-2016	2016-2017	2017-2018	Total
Carbonated Soft Drink (CSD)	1,222	432	459	2,113
Water	674	713	584	1,971
Tea	364	298	221	883
Additional/Others	206	216	149	571
Juice	48	53	79	180
Isotonics	39	50	59	148
Energy	72	38	40	150
B & C TOTAL	1,955	1,800	1,591	5,346
Fountain (FTN) TOTAL	281	192	149	622
Full Service Vending (FSV) TOTAL	1,389	1,908	1,756	5,053
TOTAL	3,625	3,900	3,496	11,021

Each timeframe is from July 1st through June 30th

Legend:

B&C: Bottle and Can products for retail sales

FSV: Full-Service Vending, the vending machines

FTN: Fountain, the syrup product dispensed through the fountain machine

***All volumes above are for cases. The Fountain total is in gallons and is counted as cases in the total volume.**

A more detailed breakdown including all volume, equipment and locations is attached as Exhibit B for Irvine Valley College. There is currently one vending machine located at IVC's site at ATEP, but volumes were unavailable.

VENDING AND POURING RIGHTS

In exchange for the Vending and Pouring rights, the District shall grant the Proposer:

Option 1. 100% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, canned and bottled coffee beverage etc. at one or both of the colleges; OR

Option 2. 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, and canned and bottled coffee beverage at one or both of the colleges; OR

The only exception to the exclusivity will be 20% of the storage space in the food service operations, which may be devoted to other beverage products.

Option 3. 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, canned and bottled coffee beverage at one or both of the colleges.

The only exception to the exclusivity will be 20% of the storage space in the food service operations and vending machines that offer drinks, which may be devoted to other beverage products.

MANDATORY EQUIPMENT SPECIFICATION CRITERIA

1. VENDING MACHINES

- a. The Proposer shall provide at no charge and install, at its expense, at the locations set forth on Exhibit A – Saddleback College and Exhibit B – Irvine Valley College the number and types of vending machines specified and any other mutually agreed upon future locations. If utility facility modifications are required, the cost of those modifications will be the Proposer's responsibility.
- b. The District shall have the right to determine at any time during the period of the agreement that any of the vending machines are no longer required. Machines that are no longer required shall be promptly removed by the Proposer at the Proposer's expense.
- c. All vending machines furnished shall be equipped so as to provide thermal overload protection. In addition, all machines shall be equipped with necessary safety devices which shall be maintained in operating condition at all times. All

machines shall be approved by the Underwriter's Laboratories, Inc., the National Sanitation Foundation, and the National Automatic Merchandising Association.

- d. The Proposer shall at all times, at its expense, maintain the vending machines, including any meters, electronic monitoring systems, electronic sales equipment and special attachments, in proper working order and promptly make all necessary repairs and replacements of parts.
- e. The Proposer will maintain the vending machines, material handling equipment and service vehicles in a clean, attractive and sanitary condition to the satisfaction of the district.
- f. All products requiring refrigeration and/or freezing are to be transported and maintained at proper temperatures from point of origin to point of delivery.
- g. The District shall have the right to inspect any and all vending equipment at any time for sanitation and housekeeping reasons and conduct bacteriological examinations of the vending machines and products vended that the District deems appropriate. To this end, the Proposer will supply the District, a designated representative with the necessary means to access all vending machines. The District agrees to notify Proposer in advance whenever such access is required.
- h. A schedule will be provided by Proposer that details how vending machines will be improved upon, changed out or upgraded.
- i. Any equipment that repeatedly malfunctions during the contract period shall be removed and replaced with new equipment.
- j. The Proposer will be required to provide its complete line of carbonated and noncarbonated retail packaged products including but not limited to soda, fruit juice, punch, tea and isotonic products. It will be decided upon which products are to be dispensed by Proposer and the college designee.
- k. If and when the Proposer enters new beverage categories (i.e. canned energy drinks), produces new beverage products or makes changes to existing products, the college designee and the Proposer will decide whether those beverage products will be sold on campus during the term of the agreement.
- l. Proposer agrees to provide a statement report of all vending sales for each machine to the district by the 5th business day of the month for the previous

month. Commissions due to the district must be paid on a monthly basis by the fifteenth calendar day of the following month. Proposer agrees to pay interest for any commissions not paid on time at a rate of 1.5% per month for each month or partial month payment if late or the maximum interest rate allowed by law, whichever is lower. Any monies due, which are not paid within sixty (60) days of due date will terminate this agreement upon election by the District. The statement shall list beverage sales in detail and totals for each type.

- m. The Proposer shall supply vending machines that are able to accept coin and dollar bills. Machines throughout the District shall also have the ability to accept Discover, American Express, Visa and MasterCard for beverage purchases. Such machines should be agreed upon by each college designee. The machine's ability to provide near field communication (NFC) transactions such as Apple Pay or Android Pay is highly desirable. The ability to connect to an APP that gives discounts, rewards, etc., is desirable as well. Proposer shall comply with Payment Card Industry Data Security Standards (PCI DSS) and shall provide certificate upon request.
- n. Machines that allow users to request reimbursements for malfunctioning equipment on-screen (reduced need for petty cash refunds) are preferable.
- o. The Proposer shall provide an identification number and decal on each machine providing the telephone number for emergency service and customer refund information.

2. FOUNTAIN EQUIPMENT

- a. State of the art post-mix dispensers per the criteria described below will be provided at no cost to the District for all current locations listed in Exhibits A and B and any mutually agreed upon future locations.
- b. Dispensers will be high volume machines with ice dispensers incorporated into the machine. The dispensers shall have the ability to dispense carbonated water. The dispenser's motor shall have the highest functioning horsepower and be no less than 1/3 H.P., completely self-contained. Machines shall have capability for automatic ice makers to be mounted on top of dispenser when requested by the college and space permits. Dispensers will be provided at no cost to the District for all current locations and any mutually agreed upon future locations.

- c. All dispensers must be equipped with locks and/or shut off devices and where necessary separate water supply shut off valves and water line filters.
- d. The supply and delivery of all syrup and over the counter products shall be handled at no charge by the Proposer and will be made on a mutually agreeable delivery schedule and frequency.
- e. CO2 tanks of twenty (20) or fifty (50) pound capacity with capped faucets shall be provided at no charge to the District. The charge for CO2 shall be provided at no additional cost and shall not be included in the price for carbonated beverages.
- f. All beverage contact surfaces, including concentrate area, mixing valves and dispensing nozzles must permit easy and full disassembly for routine cleaning and sanitizing.
- g. The District will provide all necessary electrical and plumbing hook-ups as required.
- h. Proposer shall comply with all appropriate legislative demands as they may arise.
- i. All equipment must be new or newly manufactured by OEM (Original Equipment Manufacturer) and state of the art and remain in that condition throughout the life of the contract. The successful respondent shall recommend and provide equipment upgrades and additional equipment at no cost to the District throughout the life of the agreement.
- j. The Proposer will be required to provide its complete line of carbonated and non-carbonated beverage products including but not limited to soda, fruit juice, punch, tea and isotonic products. It will be decided upon which products are to be dispensed by Proposer and the college designee.
- k. If and when the Proposer enters new beverage categories (i.e. canned energy drinks), produces new beverage products or makes changes to existing products, the district representative and the Proposer will decide whether those beverage products will be sold on campus during the term of the agreement.
- l. The Proposer shall at all times, at its expense, maintain the fountain equipment, including any and all pumps, regulators, CO2 attachments, ice bins, ice makers, water and syrup lines and special attachments, in proper working order and promptly make all necessary repairs and replacements of parts.

3. **RETAIL SALES PROGRAM**

- a. The Proposer shall supply, install, service and maintain all equipment necessary to promote the sale of beverages at District retail facilities listed in Exhibits A and B at no charge to the District.
- b. All equipment supplied to support retail sales including, but not limited to, visual display coolers must be new and remain state-of-the-art throughout the term of the contract.
- c. The District will supply all necessary electrical installations at each location.
- d. The successful respondent shall recommend and provide equipment upgrades and additional equipment at no cost to the District throughout the life of the agreement.
- e. The Proposer will be required to provide its complete line of carbonated and noncarbonated retail packaged products including, but not limited to, soda, fruit juice, punch, tea and isotonic products. It will be decided upon which products are to be dispensed by Proposer and college designee.
- f. If and when the Proposer enters new beverage categories (i.e. canned energy drinks), produces new beverage products or makes changes to existing products, the district representative and the Proposer will decide whether those beverage products will be sold on campus during the term of the agreement.
- g. Special delivery times for special events should also be available to the District.

PROPOSER'S PERSONNEL

1. Proposer agrees that their lead vending employee and relief employee will have pagers, cell phones, radios or other communication devices and have authorization and access to resolve most vending out-of-stock, malfunction or similar issues.
2. It is expected that Proposer will provide emergency repair/service personnel who will respond to service request(s) within 24 hours.
3. The District agrees to arrange with each college the appropriate access guidelines that the Proposer will be obligated to follow. Proposer agrees to comply with all posted campus speed, traffic and parking requirements and to be responsible for the proper use of all issued gate openers and access keys.

4. It is desired that employee uniforms be provided by the Proposer that easily and appropriately identifies the Proposer and employees.
5. Proposer's personnel shall observe all campus regulations for driving, parking, and work behavior while on campus.
6. The Proposer is an independent contractor and not any employee of the District. The Proposer is solely responsible for the actions and behaviors of its employees.
7. Proposer shall comply with all government regulations related to the employment, compensation and payment of personnel.
8. Proposer shall furnish the necessary number of employees to provide daily service to the District's colleges in accordance with the District academic calendar.

UTILITIES

1. The District agrees to arrange with the colleges to provide all necessary utilities at no cost to the Proposer. It is understood that District approvals are required for all installations.
2. The District will make every reasonable effort to inform Proposer of scheduled utility shutdowns, unexpected utility failures or vandalism but will not be liable for loss of product or equipment.
3. Proposer agrees to supply, install and maintain utility cords, tubing, etc., so as to comply with all applicable health, safety and building code requirement(s).

TAXES, PERMITS, LICENSES AND FEES

1. Proposer agrees to assume complete liability for all taxes, permits, licenses and fees applicable to its property, income and business arising out of or in connection with the performance of the agreement.
2. Proposer shall obtain all necessary permits and licenses for the installation and operation of all equipment including the vending machines, retail coolers and fountain equipment in its name and at its expense.
3. Proposer will not be reimbursed by District for any direct or indirect tax imposed on it by reason of the agreement.

PAYMENTS

1. Any initial up-front payments shall be provided by the Proposer to the District within sixty (60) days from the date of the contracts full execution.
2. After initial payments, the Proposer shall provide all yearly payments to the District by no later than July 31st of that year.

REFUNDS

1. Proposer shall provide an acceptable customer refund policy, procedure and execution plan for vending machines.
2. Proposer will process refunds within seven (7) calendar days of the occurrence.
 - a. For tracking commissions, refunds and vending machine failures, the Proposer will develop policy, procedures and execution plan that will identify the performance of machines, type of machines, and location.

EXCLUSIVITY

1. Definitions:

- a. "Beverage" or "Beverages" means non-alcoholic, including cold or frozen, carbonated or non-carbonated or naturally flavored drinks except coffees and teas freshly brewed, milk, frozen smoothies, either fruit based or ice cream/yogurt based, tap water, hot cocoas and hot or cold water based coffee like drinks (i.e. a powder mixed with water to create a coffee like drink dispensed from a machine).

2. Permitted Exceptions:

- a. "Beverage" or "Beverages" shall not include milk, flavored milk, freshly brewed coffee, freshly brewed tea, frozen smoothies, hot chocolate or powered drink mix and water to create a coffee like drink from a dispenser.
- b. Water drawn from the public water supply and bulk water coolers located in any offices.
- c. Beverages which are part of a proprietary or self-branded food concept which offers specialized beverages, such as Starbucks. This includes brewed coffees, Frappuccino, espresso based drinks, their proprietary bottled lines or made to order lines, hot teas and cold tea based drinks.
- d. The District has a vending contract for snacks (including frozen) that is separate from this beverage vending contract.
- e. Student groups shall have the option during times of fund raising activities to sell generic branded bottled or canned products.

MANDATORY SERVICE REQUIREMENTS

1. At no cost to the District, Proposer shall provide 24 hour, 7 days a week on-call maintenance and repair service for its equipment. All service and maintenance calls must have less than a 24 hour response time.
2. Proposer will maintain a program of regular preventive maintenance and replacement of worn, damaged or malfunctioning equipment. Proposer will make regular routine inspection of the equipment locations to check consistency of beverages and make adjustments as necessary. Syrup lines should be cleaned and flushed on a regular basis.
3. Proposer shall maintain account in regards to correct pricing, beverages and paper supplies being available to the account. A quarterly review meeting between Proposer and college designee to discuss marketing, new promotions and general account review is desired.
4. The Proposer and college designee will work together to develop weekly direct delivery schedules and times that are mutually acceptable to fulfill the beverage demands of the colleges. Proposer shall ensure that products are made available at all times and appropriate stocking levels are met. This is to include, but is not limited to, syrup, CO2 containers, CO2 gas, carbonated and non-carbonated soft drinks in bottles and cans, cups, lids, straws, and vended products.
5. Display coolers must be merchandised weekly.
6. Equipment that cannot be returned to full service within three (3) working days of notification shall be replaced with equipment similar in design and quality within seven (7) calendar days.
7. All wrappings, boxes, etc., which are necessary to stock products into the equipment and machines, shall be removed by the Proposer from the college property by Proposer and not deposited into any campus trash.
8. Proposer will maintain a record of cleaning and sanitizing each machine and records shall be made available to the District upon request.

<p style="text-align: center;">PROPOSAL FORM A LETTER OF INTEREST AND GENERAL INFORMATION</p>

The RFQ&P response should be introduced with a Letter of Interest that presents a statement of interest, firm's approach, and philosophy for implementing these services, and a brief description of the firm including qualifications for providing the requested services.

Letter of Interest to District must include all of the information noted below in a letter format.

The individual who is authorized to bind the Development of a District and Colleges' Vending and Pouring Rights for Beverage Products Proposal (hence, "Proposer") contractually must sign the cover letter, must indicate the signatory is so authorized, and must indicate the title or position of the signatory. **An unsigned cover letter shall cause the proposal to be rejected.** The cover letter must contain a statement from the Proposer that acknowledges that all documents submitted pursuant to this request for proposal process will become a matter of public record. The letter must contain the following:

- General overview of the company
- Years of experience in providing beverage pouring and vending services to institutions the size and scope of SOCCCD, and especially community colleges, if any.
- The Proposer's name, address, e-mail, telephone, and facsimile number.
- The Proposer's Federal Employer Identification Number and Corporate Identification Number, if applicable.
- The name, title or position, and telephone number of the individual signing the cover letter and statement signatory is authorized to bind the firm.
- The name, title or position, and telephone number of the primary contact and/or account administrator, if different from the individual signing the cover letter.
- Provide all the named people who will actually perform the work when the Program begins.
- A statement to the effect that the proposal is a firm and irrevocable offer, good for one hundred eighty (180) days. **Proposer shall complete Proposal Forms A through F and Appendices A through E as part of its RFQ&P response.**
- A statement expressing the Proposer's willingness to perform the services as described in this RFQ&P.
- A statement indicating that all forms, certificates and compliance requirements included in this RFQ&P are completed and duly submitted in the proposal response.
- A statement that there is no conflict of interest. Use Form D.
- A statement expressing the Proposer's availability of staff and other required resources for performing all services and providing all deliverables within the specified time frames as described in the RFQ&P.

Proposer Firm Information

- Type of Firm:

Corporation: _____ Proprietorship: _____ Partnership: _____

Joint Venture: _____ Other (please describe): _____

- Business License Number: _____

- Number of years in business under firm name: _____

- Has the firm changed its name within the past 3 years?

YES ☐ NO ☐

If yes, provide former name(s): _____

- Have there been any recent (within the last three years) changes in control/ownership of the firm?

YES ☐ NO ☐

If yes, explain. _____

- Have officers or principals of the firm ever had their business license suspended or revoked for any reason?

YES ☐ NO ☐

If yes, please explain. _____

PROPOSAL FORM B
STRATEGIES, METHODOLOGIES AND PLANS (20 PAGE LIMIT)

1. Provide Proposer's strategies, methodologies and operational plans to support the scope of operation identified in the RFP.
2. Summarize the quality and level of vending, packaged bottles & cans and post-mix related services.
3. Propose the frequency and schedule for delivery, inventory stocking, and merchandising for all District locations.
4. Present a quality and innovative beverage and vending program that demonstrates a commitment to meeting the needs of the District.
5. List the equipment proposed to meet the District's needs broken down by location.
6. Identify if your firm has any exceptions to the service and maintenance commitments listed in the scope of this RFQ&P.
7. Explain how your Firm's approach will support the District's goal of improving sustainable practices such as reduced plastic, reduced energy consumption and the increased use of biodegradable materials.
8. Verify and explain how your firm would be willing and able to deliver large quantities of water upon request, especially in the event of a natural disaster or other emergency.
9. Verify that your firm will be able to provide the products, equipment, services, and all other aspects of this RFQ&P identified in the Scope of Work (failure to meet all requirements identified in the Scope of Work may result in the Proposal being unresponsive).
10. Identify any additional services not identified in the Scope of Work that would be provided at no cost to the District.
11. Identify and explain the benefits of any advertising or marketing opportunities and/or services that would be made available at no cost to the District.
12. By 2020 Saddleback College will have completed construction on a new stadium complex that will include state-of-the-art facilities to enable the college to host playoff and championship events, graduation ceremonies, cultural events, and concerts as well as charitable and community activities. Stadium features will include an 8,000-seat capacity, a nine lane Olympic grade track, several practice fields, a thrower's park, luxury boxes, a large concessions area with six transaction windows, and a state of the art Dakronics 40' x 17' video board with sponsorship opportunities. In addition, Saddleback College plans to renovate its main dining hall/cafeteria during the upcoming contract period. Explain how your firm would work with Saddleback College and the District to

manage the following:

- 12.1a. Equipment for the new stadium
 - 12.1b. Equipment for the renovated cafeteria
 - 12.2a. Product selection and volume for the new stadium
 - 12.2b. Product selection and volume for the renovated cafeteria
 - 12.3a. Advertising and marketing for the new stadium
 - 12.3b. Advertising and marketing for the renovated cafeteria
13. Irvine Valley College also plans to renovate its main dining hall/cafeteria during the upcoming contract period. Explain how your firm would work with Irvine Valley College and the District to manage the following:
- 12.1. Equipment for the renovated cafeteria
 - 12.2. Product selection and volume for the renovated cafeteria
 - 12.3. Advertising and marketing for the renovated cafeteria

**PROPOSAL FORM C1
CONTRIBUTIONS**

***Separate contributions for Saddleback College and Irvine Valley College (including IVC's site at ATEP) should BOTH colleges select the Proposer**

SECTION A:

OPTION 1: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED SOFT DRINKS, PACKAGED BOTTLES & CANS AND POST-MIX BEVERAGES

In exchange for the exclusive right to sell vended, bottled cans and post-mix beverages at College/District facilities (and other facilities to be mutually agreed upon), the Proposer shall provide the District with the following inducements:

1. **One time Signing Bonus:**
- | | |
|------------------------------|-----------------|
| Saddleback College | \$ _____ |
| Irvine Valley College | \$ _____ |

2. **Annual Cash Sponsorship:**

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY OF ALL VENDED BEVERAGES, PACKAGED BOTTLES & CANS AND POST – MIX BEVERAGES			
YEAR	DUE	AMOUNT FOR SADDLEBACK	AMOUNT FOR IVC
2019 – 2020	July 31, 2020		
2020 - 2021	July 31, 2021		
2021 - 2022	July 31, 2022		
2022 - 2023	July 31, 2023		
2023 - 2024	July 31, 2024		
TOTALS			

OPTION 2: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED BEVERAGES AND POST-MIX BEVERAGES 80% PACKAGED BOTTLES AND CANS

1. One time Signing Bonus: Saddleback College \$ _____
 Irvine Valley College \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR VENDED AND POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS			
YEAR	DUE	AMOUNT FOR SADDLEBACK	AMOUNT FOR IVC
2019 – 2020	July 31, 2020		
2020 - 2021	July 31, 2021		
2021 - 2022	July 31, 2022		
2022 - 2023	July 31, 2023		
2023 - 2024	July 31, 2024		
TOTALS			

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, and canned and bottled coffee beverage (PACKAGED BOTTLES AND CANS) within the College/District.

The only exception to the exclusivity will be 20% of the cold storage space in the food service operations, which may be devoted to other beverage products.

OPTION 3: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF POST-MIX BEVERAGES, 80% PACKAGED BOTTLES & CANS, AND 80% OF VENDING MACHINES THAT OFFER DRINKS ON CAMPUS

1. One time Signing Bonus: Saddleback College \$ _____
Irvine Valley College \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS, 80% EXCLUSIVITY FOR VENDING MACHINES OFFERING DRINKS ON CAMPUS			
YEAR	DUE	AMOUNT FOR SADDLEBACK	AMOUNT FOR IVC
2019 – 2020	July 31, 2020		
2020 - 2021	July 31, 2021		
2021 - 2022	July 31, 2022		
2022 - 2023	July 31, 2023		
2023 - 2024	July 31, 2024		
TOTALS			

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, canned and bottled coffee beverage within the College/District.

The only exception to the exclusivity will be 20% of the storage space in the food service operations and vending machines that offer drinks, which may be devoted to other beverage products.

SECTION B:

COMMISSION SUPPORT (FULL SERVICE VENDING).

Provide schedule for commission, with a minimum guaranteed commission per year.

COMMISSION SUPPORT ON VENDING BEVERAGE SALES				
YEAR	% COMMISSION SADDLEBACK	MINIMUM GUARANTEED COMMISSION SADDLEBACK	% COMMISSION IVC	MINIMUM GUARANTEED COMMISSION IVC
2019 – 2020				
2020 - 2021				
2021 - 2022				
2022 - 2023				
2023 - 2024				

SECTION C: PRICE SCHEDULE

Vended Beverages prices for 2019-2020 as follows

PRICE SCHEDULE FOR VENDED BEVERAGES 2019-2020			
ITEM	SIZE	PROPOSED VEND PRICE SADDLEBACK	PROPOSED VEND PRICE IVC

Packaged soft drinks pricing for 2019-2020 as follows:

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POST – MIX PRICE SCHEDULE

Post – Mix pricing for 2019-2020 as follows:

POST MIX PRICING 2019 – 2020 – SADDLEBACK					
PRODUCT	SIZE	DESCRIPTION	PRICE	PER	Comments
Post - Mix Syrup	Gallon	5 bag - in- the -box			

POST MIX PRICING 2019 – 2020 – IVC					
PRODUCT	SIZE	DESCRIPTION	PRICE	PER	Comments
Post - Mix Syrup	Gallon	5 bag - in- the -box			

SECTION D: PRICE INCREASE CEILING PERCENTAGE AND REBATES

PRICE INCREASE CEILING PERCENTAGE

Year 2 through 5 price increases if any for all beverage categories i.e. Vended beverages; Packaged Soft Drinks and Post Mix. Proposer must present Option 1 and Option 2 with pricing for each college:

OPTION 1: Fixed Not to Exceed Combined Price Ceiling Percentage – Saddleback College

ANNUAL FIXED NOT TO EXCEED COMBINED PRICE CEILING PERCENTAGE - SADDLEBACK	
YEAR	ALL BEVERAGES
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 1: Fixed Not to Exceed Combined Price Ceiling Percentage – Irvine Valley College

ANNUAL FIXED NOT TO EXCEED COMBINED PRICE CEILING PERCENTAGE - IVC	
YEAR	ALL BEVERAGES
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

**OPTION 2: Fixed Not to Exceed Price Ceiling Percentage by Beverage Category –
Saddleback College**

ANNUAL FIXED NOT TO EXCEED PRICE CEILING PERCENTAGE BY BEVERAGE CATEGORY - SADDLEBACK			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST-MIX BEVERAGE
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

**OPTION 2: Fixed Not to Exceed Price Ceiling Percentage by Beverage Category –
Irvine Valley College**

ANNUAL FIXED NOT TO EXCEED PRICE CEILING PERCENTAGE BY BEVERAGE CATEGORY - IVC			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST-MIX BEVERAGE
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

REBATES

Rebate proposal for all beverage categories i.e. Vended beverages; Packaged Bottles and Cans and Post – Mix Beverages. Proposer must present Option 1 and Option 2 with rebate amounts for each college:

OPTION 1: Combined Rebate Proposal – Saddleback College

ANNUAL REBATE - SADDLEBACK	
YEAR	ALL BEVERAGES
2019 - 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 1: Combined Rebate Proposal – IVC

ANNUAL REBATE - IVC	
YEAR	ALL BEVERAGES
2019 - 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 2: Rebate Proposal by Beverage Category – Saddleback College

ANNUAL REBATE BY BEVERAGE CATEGORY - SADDLEBACK			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST – MIX BEVERAGE
2019 - 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

OPTION 2: Rebate Proposal by Beverage Category – Irvine Valley College

ANNUAL REBATE BY BEVERAGE CATEGORY - IVC			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST – MIX BEVERAGE
2019 - 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

SECTION E: VALUE OTHER CONTRIBUTIONS – SADDLEBACK COLLEGE

VALUE CONTRIBUTIONS FOR AUXILLARY PRODUCTS - SADDLEBACK	
DESCRIPTION	CONTRIBUTION IN CASH OR KIND
ENCLOSURES: Replacement of District designed and specified enclosures	
ADVERTISING OPPORTUNITIES (e.g. stadium scoreboards, banners, vinyl applications, etc.)	

SECTION E: VALUE OTHER CONTRIBUTIONS – IRVINE VALLEY COLLEGE

VALUE CONTRIBUTIONS FOR AUXILLARY PRODUCTS - IVC	
DESCRIPTION	CONTRIBUTION IN CASH OR KIND
ENCLOSURES: Replacement of District designed and specified enclosures	
ADVERTISING OPPORTUNITIES (e.g. stadium scoreboards, banners, vinyl applications, etc.)	

SECTION F: OTHER NON MONETARY CONTRIBUTIONS

Annual Contributions of free products – Saddleback College

ANNUAL CONTRIBUTION OF FREE PRODUCTS - SADDLEBACK			
YEAR	VENDED BEVERAGE	PACKAGED SOFT DRINKS	POST - MIX
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

Annual Contributions of free products – Irvine Valley College

ANNUAL CONTRIBUTION OF FREE PRODUCTS - IVC			
YEAR	VENDED BEVERAGE	PACKAGED SOFT DRINKS	POST - MIX
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

Beverage for Free Tasting for use during Campus Events – Saddleback College

ANNUAL CONTRIBUTION OF BEVERAGES FOR FREE TASTING - SADDLEBACK	
YEAR	CASE QUANTITY
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

Beverage for Free Tasting for use during Campus Events – Irvine Valley College

ANNUAL CONTRIBUTION OF BEVERAGES FOR FREE TASTING - IVC	
YEAR	CASE QUANTITY
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

SECTION G: GROWTH INCENTIVE BONUSES

Identify the baseline volume for Saddleback: _____

ANNUAL VOLUME GROWTH INCENTIVE BONUS - SADDLEBACK			
YEAR	REQUIRED VOLUME % INCREASE FROM IDENTIFIED BASELINE VOLUME	OPTION 1: FIXED LUMP SUM AMOUNT	OPTION 2: PERCENTAGE OF INCREASED SALES
2019 - 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

Identify the baseline volume for IVC: _____

ANNUAL VOLUME GROWTH INCENTIVE BONUS - IVC			
YEAR	REQUIRED VOLUME % INCREASE FROM IDENTIFIED BASELINE VOLUME	OPTION 1: FIXED LUMP SUM AMOUNT	OPTION 2: PERCENTAGE OF INCREASED SALES
2019 - 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

**PROPOSAL FORM C2
PROPOSER CONTRIBUTIONS**

***Contributions for Saddleback College should ONLY Saddleback College select the Proposer**

SECTION A:

OPTION 1: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED SOFT DRINKS, PACKAGED BOTTLES & CANS AND POST-MIX BEVERAGES

In exchange for the exclusive right to sell vended, bottled cans and post-mix beverages at College/District facilities (and other facilities to be mutually agreed upon), the Proposer shall provide the District with the following inducements:

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY OF ALL VENDED BEVERAGES, PACKAGED BOTTLES & CANS AND POST – MIX BEVERAGES		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

OPTION 2: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED BEVERAGES AND POST-MIX BEVERAGES 80% PACKAGED BOTTLES AND CANS

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR VENDED AND POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juices drinks, iced tea, and canned and bottled coffee beverage (PACKAGED BOTTLES AND CANS) within the College/District.

The only exception to the exclusivity will be 20% of the cold storage space in the food service operations, which may be devoted to other beverage products.

OPTION 3: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF POST-MIX BEVERAGES, 80% PACKAGED BOTTLES & CANS, AND 80% OF VENDING MACHINES THAT OFFER DRINKS ON CAMPUS

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS, 80% EXCLUSIVITY FOR VENDING MACHINES OFFERING DRINKS ON CAMPUS		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, canned and bottled coffee beverage within the College/District.

The only exception to the exclusivity will be 20% of the storage space in the food service operations and vending machines that offer drinks, which may be devoted to other beverage products.

SECTION B:

COMMISSION SUPPORT (FULL SERVICE VENDING)

Provide schedule for commission, with a minimum guaranteed commission per year.

COMMISSION SUPPORT ON VENDING BEVERAGE SALES		
YEAR	% COMMISSION	MINIMUM GUARANTEED COMMISSION
2019 – 2020		
2020 - 2021		
2021 - 2022		
2022 - 2023		
2023 - 2024		

SECTION C: PRICE SCHEDULE

Vended Beverages prices for 2019-2020 as follows

PRICE SCHEDULE FOR VENDED BEVERAGES 2019-2020		
ITEM	SIZE	PROPOSED VEND PRICE

Packaged soft drinks pricing for 2019-2020 as follows:

[illegible]

POST – MIX PRICE SCHEDULE

Post – Mix pricing for 2019-2020 as follows:

POST MIX PRICING 2019 – 2020					
PRODUCT	SIZE	DESCRIPTION	PRICE	PER	Comments
Post - Mix Syrup	Gallon	5 bag - in- the -box			

SECTION D: PRICE INCREASE CEILING PERCENTAGE AND REBATES

PRICE INCREASE CEILING PERCENTAGE

Year 2 through 5 price increases if any for all beverage categories i.e. Vended beverages; Packaged Soft Drinks and Post Mix. Proposer must present Option 1 and Option 2:

OPTION 1: Fixed Not to Exceed Combined Price Ceiling Percentage

ANNUAL FIXED NOT TO EXCEED COMBINED PRICE CEILING PERCENTAGE	
YEAR	ALL BEVERAGES
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 2: Fixed Not to Exceed Price Ceiling Percentage by Beverage Category

ANNUAL FIXED NOT TO EXCEED PRICE CEILING PERCENTAGE BY BEVERAGE CATEGORY			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST-MIX BEVERAGE
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

REBATES

Rebate proposal for all beverage categories i.e. Vended beverages; Packaged Bottles and Cans and Post – Mix Beverages. Proposer must present Option 1 and Option 2 with rebate amounts:

OPTION 1: Combined Rebate Proposal

ANNUAL REBATE	
YEAR	ALL BEVERAGES
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 2: Rebate Proposal by Beverage Category

ANNUAL REBATE BY BEVERAGE CATEGORY			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST – MIX BEVERAGE
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

SECTION E: VALUE OTHER CONTRIBUTIONS

VALUE CONTRIBUTIONS FOR AUXILLARY PRODUCTS	
DESCRIPTION	CONTRIBUTION IN CASH OR KIND
ENCLOSURES: Replacement of 10 District designed and specified enclosures	
ADVERTISING OPPORTUNITIES (e.g. stadium scoreboards, banners, vinyl applications, etc.)	

SECTION F: OTHER NON MONETARY CONTRIBUTIONS

Annual Contributions of free products

ANNUAL CONTRIBUTION OF FREE PRODUCTS			
YEAR	VENDED BEVERAGE	PACKAGED SOFT DRINKS	POST - MIX
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

Beverage for Free Tasting for use during Campus Events

ANNUAL CONTRIBUTION OF BEVERAGES FOR FREE TASTING	
YEAR	CASE QUANTITY
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

SECTION G: GROWTH INCENTIVE BONUSES

Annual Volume Growth Incentive Bonus

Identify the baseline volume: _____

ANNUAL VOLUME GROWTH INCENTIVE BONUS			
YEAR	REQUIRED VOLUME % INCREASE FROM YEAR 1 (2019-2020) BASE PERIOD	OPTION 1: FIXED LUMP SUM AMOUNT	OPTION 2: PERCENTAGE OF INCREASED SALES
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

**PROPOSAL FORM C3
PROPOSER CONTRIBUTIONS**

***Contributions for Irvine Valley College (including IVC's site at ATEP) should ONLY Irvine Valley College select the Proposer**

SECTION A:

OPTION 1: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED SOFT DRINKS, PACKAGED BOTTLES & CANS AND POST-MIX BEVERAGES

In exchange for the exclusive right to sell vended, bottled cans and post-mix beverages at College/District facilities (and other facilities to be mutually agreed upon), the Proposer shall provide the District with the following inducements:

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY OF ALL VENDED BEVERAGES, PACKAGED BOTTLES & CANS AND POST – MIX BEVERAGES		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

OPTION 2: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF VENDED BEVERAGES AND POST-MIX BEVERAGES 80% PACKAGED BOTTLES AND CANS

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR VENDED AND POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juices drinks, iced tea, and canned and bottled coffee beverage (PACKAGED BOTTLES AND CANS) within the College/District.

The only exception to the exclusivity will be 20% of the cold storage space in the food service operations, which may be devoted to other beverage products.

OPTION 3: PROPOSER CONTRIBUTIONS FOR 100% EXCLUSIVITY OF POST-MIX BEVERAGES, 80% PACKAGED BOTTLES & CANS, AND 80% OF VENDING MACHINES THAT OFFER DRINKS ON CAMPUS

1. One time Signing Bonus: \$ _____

2. Annual Cash Sponsorship:

ANNUAL CASH SPONSORSHIP FOR 100% EXCLUSIVITY FOR POST-MIX BEVERAGES, 80% EXCLUSIVITY FOR PACKAGED BOTTLES AND CANS, 80% EXCLUSIVITY FOR VENDING MACHINES OFFERING DRINKS ON CAMPUS		
YEAR	DUE	AMOUNT
2019 – 2020	July 31, 2020	
2020 - 2021	July 31, 2021	
2021 - 2022	July 31, 2022	
2022 - 2023	July 31, 2023	
2023 - 2024	July 31, 2024	
TOTAL		

NOTE: 80% exclusive pouring and distribution rights on carbonated soft drinks, bottled water, bottled juice drinks, iced tea, canned and bottled coffee beverage within the College/District.

The only exception to the exclusivity will be 20% of the storage space in the food service operations and vending machines that offer drinks, which may be devoted to other beverage products.

SECTION B:

COMMISSION SUPPORT (FULL SERVICE VENDING).

Provide schedule for commission, with a minimum guaranteed commission per year.

COMMISSION SUPPORT ON VENDING BEVERAGE SALES		
YEAR	% COMMISSION	MINIMUM GUARANTEED COMMISSION
2019 – 2020		
2020 - 2021		
2021 - 2022		
2022 - 2023		
2023 - 2024		

SECTION C: PRICE SCHEDULE

Vended Beverages prices for 2019-2020 as follows

PRICE SCHEDULE FOR VENDED BEVERAGES 2019-2020		
ITEM	SIZE	PROPOSED VEND PRICE

PACKAGED BOTTLES AND CANS

Packaged soft drinks pricing for 2019-2020 as follows:

Beverage Type	Can or Bottle	Size (ounces)	Case Quantity	Price per Case	Price per Unit	Available Flavors/Names
<i>carbonated soft drink</i> <i>(EXAMPLE)</i>	<i>Can</i>	<i>12</i>	<i>24</i>	<i>\$ 5.00</i> <i>+CRV</i>		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		
				\$		

POST – MIX PRICE SCHEDULE

Post – Mix pricing for 2019-2020 as follows:

POST MIX PRICING 2019 – 2020					
PRODUCT	SIZE	DESCRIPTION	PRICE	PER	Comments
Post - Mix Syrup	Gallon	5 bag - in- the -box			

SECTION D: PRICE INCREASE CEILING PERCENTAGE AND REBATES

PRICE INCREASE CEILING PERCENTAGE

Year 2 through 5 price increases if any for all beverage categories i.e. Vended beverages; Packaged Soft Drinks and Post Mix. Proposer must present Option 1 and Option 2:

OPTION 1: Fixed Not to Exceed Combined Price Ceiling Percentage

ANNUAL FIXED NOT TO EXCEED COMBINED PRICE CEILING PERCENTAGE	
YEAR	ALL BEVERAGES
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 2: Fixed Not to Exceed Price Ceiling Percentage by Beverage Category

ANNUAL FIXED NOT TO EXCEED PRICE CEILING PERCENTAGE BY BEVERAGE CATEGORY			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST-MIX BEVERAGE
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

REBATES

Rebate proposal for all beverage categories i.e. Vended beverages; Packaged Bottles and Cans and Post – Mix Beverages. Proposer must present Option 1 and Option 2 with rebate amounts:

OPTION 1: Combined Rebate Proposal

ANNUAL REBATE	
YEAR	ALL BEVERAGES
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

OPTION 2: Rebate Proposal by Beverage Category

ANNUAL REBATE BY BEVERAGE CATEGORY			
YEAR	VENDED BEVERAGE	PACKAGED BOTTLES & CANS	POST – MIX BEVERAGE
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

SECTION E: VALUE OTHER CONTRIBUTIONS

VALUE CONTRIBUTIONS FOR AUXILLARY PRODUCTS	
DESCRIPTION	CONTRIBUTION IN CASH OR KIND
ENCLOSURES: Replacement of 10 District designed and specified enclosures	
ADVERTISING OPPORTUNITIES (e.g. stadium scoreboards, banners, vinyl applications, etc.)	

SECTION F: OTHER NON MONETARY CONTRIBUTIONS

Annual Contributions of free products

ANNUAL CONTRIBUTION OF FREE PRODUCTS			
YEAR	VENDED BEVERAGE	PACKAGED SOFT DRINKS	POST - MIX
2019 – 2020			
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

Beverage for Free Tasting for use during Campus Events

ANNUAL CONTRIBUTION OF BEVERAGES FOR FREE TASTING	
YEAR	CASE QUANTITY
2019 – 2020	
2020 - 2021	
2021 - 2022	
2022 - 2023	
2023 - 2024	

SECTION G: GROWTH INCENTIVE BONUSES

Identify the baseline volume: _____

ANNUAL VOLUME GROWTH INCENTIVE BONUS			
YEAR	REQUIRED VOLUME % INCREASE FROM YEAR 1 (2019-2020) BASE PERIOD	OPTION 1: FIXED LUMP SUM AMOUNT	OPTION 2: PERCENTAGE OF INCREASED SALES
2020 - 2021			
2021 - 2022			
2022 - 2023			
2023 - 2024			

<p style="text-align: center;">PROPOSAL FORM D GENERAL TERMS AND CONDITIONS</p>

Offer Held Firm: The Proposer agrees that it will not withdraw its offer for a period of *one hundred eighty (180)* calendar days from the opening date.

Right to Reject: The Proposer understands that the District reserves the right to reject any or all proposals and to waive any informality in the evaluation of proposals. The District intends to verbally negotiate with the Proposers to reach a final agreement.

Bidder Certification: The Proposer certifies that this bid is made without previous understanding, agreement or connection with any person, firm, or corporation making a bid on the same services, and is in all respects fair and "without collusion or fraud."

Execution of a Contract: If awarded a contract, the Proposer agrees to execute a contract in accordance with this Proposal and the District's Instructions for Submittal of Proposals, Information for Proposers, General Conditions, and Service Requirements immediately upon receipt of written notice of acceptance of the Proposal by the District.

Assumption of Contract: The Proposer agrees to assume operations under the contract after the Board approval of contract and within ten (10) calendar days following the District's notification to proceed.

Exceptions to Specifications: In submitting a proposal, the Proposer affirms acceptance of the complete Conditions Specifications and Requirements associated with the District's RFQ&P document, unless otherwise stipulated. Any variances or exceptions which the Proposer wishes to note with respect to any of the Conditions, Specifications, or any District Service Requirements are to be stated herein or in an attachment to the RFQ&P submittal which is to be titled "Exceptions."

Conflicts of Interest: All Proposers must disclose the name of any Board of Trustees member, officer, director, or agent who is an employee of the South Orange County Community College District, which includes any District employee. Further all Proposers must disclose the name of any District or District employee, or Board of Trustees member, who has, directly or indirectly, any financial interests in the Proposer's firm or any of its branches. Submit this information on an attachment to the proposal which is titled "Conflict of Interest" and include the person's name, interest or position, and percent of ownership, if applicable.

Required Submittals: The Proposer's detailed responses to the District's specifications and evaluation criteria must accompany this Proposal.

District's Right to Award: The signer hereby acknowledges that the District reserves the right to make the award to the Proposer which the District judges to have submitted the proposal most favorable to the District, with the District being the sole judge thereof.

Legally Binding: It is further certified that the person whose signature appears below is legally empowered to bind the company in whose name the proposal is entered.

Litigation History: List all related litigation in the last five (5) years filed by either an owner, owner's consultant, or contractor, against the firm.

SUBMITTED BY:

Company Name: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Fax: _____

Email: _____

By: Signature (Manual)

By: Signature (Typed or Printed)

PROPOSAL FORM E REFERENCES

Each Proposer must be able to present both current and past evidence of satisfactory experience in providing services requested. List all four-year higher education and community college districts that you or your firm has contracted with in the last five (5) years. Include the name of the institution or district, contact person, email address and phone number of individuals who can evaluate work that has been completed by the consultant(s)/firm/team member(s) in the past five (5) years. The District has prioritized collegiality and collaboration, and assessing how consultant(s) will function within that culture will be a critical evaluation component.

REFERENCES

Name of Entity: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Fax: _____

Email: _____

Dates of Services: From: _____ To: _____

Types of Services Provided: _____

<p style="text-align: center;">PROPOSAL FORM F Addenda Acknowledgement</p>
--

Addenda: Changes or corrections to the proposal document will be issued via a numbered addendum format at the time of the pre-proposal conference or at least five (5) calendar days prior to submittal date. Record below the number(s) and date(s) of addenda received, if applicable.

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

Addendum # _____

Date Received: _____

APPENDIX A
Non-Collusion Declaration

NON-COLLUSION DECLARATION
TO BE EXECUTED BY PROPOSER AND SUBMITTED WITH PROPOSAL

State of California)
) ss.

County of _____)

_____, being first duly sworn, deposes and says that he or she is _____ of _____ the party making the foregoing proposal that the proposal is not made in the interest of, or on behalf of, any undisclosed person, Proposer, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the Proposer has not directly or indirectly induced or solicited any other Proposer to put in a false or sham proposal, and has not directly or indirectly colluded, conspired, connived, or agreed with any Proposer or anyone else to put in a sham proposal, or that anyone shall refrain from submitting a proposal; that the Proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the Proposer or any other Proposer, or to fix any overhead, profit, or cost element of the proposal price, or that of any other Proposer, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the proposal are true; and, further, that the Proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, Proposer, company association, organization, or to any member or agent thereof to effectuate a collusive or sham proposal.

I certify (or declare) under penalty of perjury that the foregoing is true and correct.

Print Name

Signature

<p style="text-align: center;">APPENDIX B Equal Opportunity Affirmative Action Statement</p>
--

**SOUTH ORANGE COUNTY COMMUNITY COLLEGE DISTRICT
EQUAL OPPORTUNITY AFFIRMATIVE ACTION STATEMENT**

Proposer hereby certifies that in performing work or providing products for the District, there shall be no discrimination in its hiring or employment practices because of age, sex, race, color, ancestry, national origin, religious creed, physical handicap, medical condition, marital status, or sexual orientation, except as provided for in Section 12940 of the California Government Code. Proposer shall comply with applicable federal and California anti-discrimination laws, including but not limited to the California Fair Employment and Housing Act, beginning with Section 12900 of the California Government Code.

IN WITNESS WHEREOF, the undersigned has executed this Certificate of Non-Discrimination this _____ day of _____, 2018.

Name of individual, company or corporation

By: _____

Title: _____

Address: _____

City State Zip Code

(Corporate Seal)

<p style="text-align: center;">APPENDIX C Firm's Certificate Regarding Worker's Compensation</p>
--

Labor Code Section 3700 in relevant part provides:

Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- (a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in this State.
- (b) By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his employees.

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for Workers' Compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

Name of individual, company or corporation

By: _____

(Corporate Seal)

Title: _____

Address: _____

City State Zip Code

(In accordance with Article 5 (commencing at Section 1860), Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under this contract.)

APPENDIX D
Submission Checklist
South Orange County Community College District
Vending and Pouring Rights for Beverage Products

Item	Included in RFQ&P Response
Proposal Form A: Letter of Interest and General Information	
Proposal Form B: Strategies, Methodologies and Plans	
Proposal Form C1: Contributions – Saddleback College and Irvine Valley College (including IVC's site at ATEP)	
Proposal Form C1: Contributions – Saddleback College only	
Proposal Form C1: Contributions – Irvine Valley College only	
Proposal Form D: General Terms and Conditions	
Proposal Form E: References	
Proposal Form F: Addenda Acknowledgement	
Appendix A: Non-Collusion Declaration	
Appendix B: Equal Opportunity Affirmative Action Statement	
Appendix C: Firm's Certificate Regarding Workers' Compensation	
Appendix D: Submission Checklist	

EXHIBIT A: Saddleback College Volume & Equipment by Location

SADDLEBACK COLLEGE S&B FOODS	
Brands/Pkg	Volume
Aquafina Base	180
Lipton Brisk Fruit	34
Lipton Brisk	78
1 Liter	292
Starbucks IceCoffee	57
11oz/325ml	57
Aquafina Base	99
Crush	16
Lipton Iced Tea	28
Manzanita Sol	2
Mt Dew Baja Blst	3
Mt Dew Code Red	7
Mt Dew Dewmocracy	20
Mt Dew Ice	5
Mt Dew	24
Mug	18
Pepsi Dt	12
Pepsi	28
Pepsi Wild Cherry	36
Pepsi Zero Sugar	2
Schweppes	15
Sierra Mist LL RS	6
20oz/591ml	321
Rockstar	60
Can 16oz/473ml	60
TOTAL B&C	730

SADDLEBACK COLLEGE S&B FOODS	
Brands/Pkg	Volume
Lipton Iced Tea	15
SoBe Life Water	3
BIB 3G	18
Crush	5
Dr Pepper	10
Lipton Brisk	10
Mt Dew	5
Mug	5
Pepsi Dt	20
Pepsi	40
Tropicana Juice Non Chilled	15

EXHIBIT A: Saddleback College Volume & Equipment by Location

BIB 5G	110
CO2 50lb	3
No Cups	
TOTAL FOUNTAIN	128

SADDLEBACK BOOKSTORE	
Brands/Pkg	Volume
LifeWTR	63
1 Liter	63
Starbucks DS Smoothie	2
10oz/296ml	2
Starbucks Cold Brew	8
Starbucks IceCoffee	-1
11oz/325ml	8
Frappuccino	31
13.7oz	31
Tazo	25
13.8oz/408ml	25
Starbucks Iced Espresso	7
14oz/414ml	7
Dole	14
Ocean Spray	3
15.2oz/450ml	18
Lipton Pure Leaf	25
18.5oz /547ML	25
Gatorade	2
2.0oz/59ml	2
Aquafina Base	44
Bubly	2
Crush	1
Gatorade G2	3
Gatorade	22
LifeWTR	5
Manzanita Sol	1
Mt Dew Ice	0
Mt Dew	1

EXHIBIT A: Saddleback College Volume & Equipment by Location

Pepsi Dt	5
Pepsi	9
Pepsi Wild Cherry	1
Pepsi Zero Sugar	1
Schweppes	1
SoBe Juice	14
20oz/591ml	109
LifeWTR	53
23.7oz/700ml	53
Starbucks DS Protein	5
Can 11oz	5
Lemon Lemon	-2
Starbucks Refreshers	13
Can 12oz/355ml	11
Starbucks DS Energy	22
Can 15oz/444ml	22
Mt Dew Kickstart	17
Rockstar	18
Can 16oz/473ml	35
Starbucks Dble Shot	14
Can 6.5oz	14
TOTAL B&C	428

SADDLEBACK THE DRIP VILLAGE	
Brands/Pkg	Volume
Aquafina Base	44
LifeWTR	12
Lipton Brisk Fruit	4
Lipton Brisk	20
1 Liter	80
Muscle Milk	11
14oz/414ml	11
Dole	32
Ocean Spray	6
15.2oz/450ml	38
Lipton Pure Leaf	37
18.5oz /547ML	37

EXHIBIT A: Saddleback College Volume & Equipment by Location

Gatorade	9
2.8oz/83ml	9
Aquafina Base	60
Crush	8
Gatorade	31
Lipton Brisk Fruit	5
Lipton Brisk	4
Mt Dew Ice	2
Mt Dew	17
Mug	5
Pepsi Dt	11
Pepsi	14
Pepsi Wild Cherry	11
Sierra Mist LL RS	4
20oz/591ml	172
LifeWTR	23
23.7oz/700ml	23
Frappuccino	40
9.5oz/281ml	40
Rockstar	26
Yachak	18
Can 16oz/473ml	44
TOTAL B&C	454

SADDLEBACK VENDING MACHINES - FSV	
Brand/Pkg	Volume
Starbucks IceCoffee	4
11oz/325ml	4
Frappuccino	22
13.7oz	22
Ocean Spray	79
15.2oz/450ml	79
Lipton Pure Leaf	109
18.5oz /547ML	109
Aquafina Base	576
Bubly	0
Crush	71

EXHIBIT A: Saddleback College Volume & Equipment by Location

Gatorade G2	2
Gatorade	192
LifeWTR	2
Lipton Brisk Fruit	5
Lipton Brisk	32
Lipton Iced Tea	124
Mt Dew Code Red	10
Mt Dew Ice	4
Mt Dew	116
Pepsi Dt	121
Pepsi	182
Pepsi Wild Cherry	37
Pepsi Zero Sugar	7
Sierra Mist LL RS	68
20oz/591ml	1,549
Frappuccino	130
9.5oz/281ml	130
Starbucks DS Protein	1
Can 11oz	1
Mt Dew Kickstart	190
Starbucks Refreshers	7
Can 12oz/355ml	197
Starbucks DS Energy	9
Can 15oz/444ml	9
AMP	29
Mt Dew Kickstart	137
Rockstar	73
Can 16oz/473ml	239
Starbucks Dble Shot	12
Can 6.5oz	12
TOTAL B&C	2,350

EXHIBIT A: Saddleback College Volume & Equipment by Location

Fine Arts Patio	
Brand/Pkg	Volume
Crush Total	12
Mt Dew Total	14
Pepsi Dt Total	19
Pepsi Total	19
Pepsi Wild Cherry Total	14
Sierra Mist LL RS Total	10
20oz/591ml Total	88
Mt Dew Kickstart Total	31
Can 16oz/473ml Total	31
Total	118

Gauche Canteen 1	
Brand/Pkg	Volume
Starbucks IceCoffee Total	1
11oz/325mlTotal	1
Frappuccino Total	4
13.7oz Total	4
Starbucks DS Protein Total	0
Can 11oz Total	0
Starbucks Refreshers Total	1
Can 12oz/355ml Total	1
Starbucks DS Energy Total	1
Can 15oz/444ml Total	1
Starbucks Dble Shot Total	0
Can 6.5oz Total	0
Total	6

BGS 2nd Floor	
Brand/Pkg	Volume
Aquafina Base Total	24
Lipton Brisk Total	4
Lipton Iced Tea Total	3
20oz/591ml Total	31
Total	31

Village 10	
-------------------	--

EXHIBIT A: Saddleback College Volume & Equipment by Location

Brand/Pkg	Volume
Aquafina Base Total	20
Crush Total	4
Mt Dew Total	11
Pepsi Dt Total	6
Pepsi Total	12
Sierra Mist LL RS Total	5
20oz/591ml Total	58
Total	58

Gauche Canteen 2	
Brand/Pkg	Volume
Aquafina Base Total	57
Mt Dew Ice Total	2
Mt Dew Total	14
Pepsi Dt Total	8
Pepsi Total	15
Sierra Mist LL RS Total	9
20oz/591ml Total	105
Mt Dew Kickstart Total	30
Can 16oz/473ml Total	30
Total	135

SM BLDG 3RD	
Brand/Pkg	Volume
Crush Total	5
Mt Dew Total	7
Pepsi Dt Total	4
Pepsi Total	9
Pepsi Wild Cherry Total	5
Pepsi Zero Sugar Total	1
Sierra Mist LL RS Total	4
20oz/591ml Total	35
Total	35

SSC BLDG ADMIN	
Brand/Pkg	Volume
Lipton Brisk Total	1
Mt Dew Total	0
Pepsi Dt Total	1
Pepsi Total	2
Pepsi Wild Cherry Total	0
Sierra Mist LL RS Total	1

EXHIBIT A: Saddleback College Volume & Equipment by Location

20oz/591ml Total	4
Total	4

SM 2nd fl	
Brand/Pkg	Volume
Crush Total	6
Lipton Brisk Total	8
Mt Dew Total	10
Pepsi Dt Total	6
Pepsi Total	13
Pepsi Wild Cherry Total	10
Sierra Mist LL RS Total	3
20oz/591ml Total	55
Total	55

Science Bldg	
Brand/Pkg	Volume
Lipton Pure Leaf Total	42
18.5oz /547ML Total	42
Crush Total	4
Mt Dew Ice Total	1
Mt Dew Total	4
Pepsi Dt Total	6
Pepsi Total	8
Sierra Mist LL RS Total	3
20oz/591ml Total	25
Frappuccino Total	68
9.5oz/281ml Total	68
AMP Total	13
Rockstar Total	32
Can 16oz/473ml Total	45
Starbucks Dble Shot Total	5
Can 6.5oz Total	5
Total	186

BLDG 11 2ND LEVEL	
Brand/Pkg	Volume
Ocean Spray Total	16
15.2oz/450ml Total	16

EXHIBIT A: Saddleback College Volume & Equipment by Location

Lipton Pure Leaf Total	40
18.5oz /547ML Total	40
Gatorade Total	33
20oz/591ml Total	33
Frappuccino Total	62
9.5oz/281ml Total	62
AMP Total	16
Mt Dew Kickstart Total	18
Rockstar Total	38
Can 16oz/473ml Total	72
Starbucks Dble Shot Total	4
Can 6.5oz Total	4
Total	227

PE 300 Goodness	
Brand/Pkg	Volume
Ocean Spray Total	5
15.2oz/450ml Total	5
Aquafina Base Total	9
Gatorade Total	9
Lipton Iced Tea Total	8
20oz/591ml Total	25
Mt Dew Kickstart Total	2
Can 12oz/355ml Total	2
Total	32

Fitness CT Goodness	
Brand/Pkg	Volume
Ocean Spray Total	5
15.2oz/450ml Total	5
Aquafina Base Total	13
Gatorade Total	7
Lipton Iced Tea Total	4
20oz/591ml Total	24
Mt Dew Kickstart Total	10
Can 12oz/355ml Total	10

EXHIBIT A: Saddleback College Volume & Equipment by Location

Total	38
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SSC BI Admin	
Brand/Pkg	Volume
Ocean Spray Total	6
15.2oz/450ml Total	6
Aquafina Base Total	21
Gatorade Total	12
Lipton Iced Tea Total	10
20oz/591ml Total	43
Mt Dew Kickstart Total	17
Can 12oz/355ml Total	17
Total	65

Fine Arts Goodness	
Brand/Pkg	Volume
Ocean Spray Total	15
15.2oz/450ml Total	15
Aquafina Base Total	58
Gatorade Total	21
Lipton Iced Tea Total	17
20oz/591ml Total	96
Mt Dew Kickstart Total	48
Can 12oz/355ml Total	48
Total	159

Pool	
Brand/Pkg	Volume
Ocean Spray Total	6
15.2oz/450ml Total	6
Aquafina Base Total	27
Gatorade Total	22
Lipton Iced Tea Total	11
20oz/591ml Total	60
Mt Dew Kickstart Total	14
Can 12oz/355ml Total	14
Total	80

EXHIBIT A: Saddleback College Volume & Equipment by Location

VILLAGE 6	
Brand/Pkg	Volume
Ocean Spray Total	4
15.2oz/450ml Total	4
Aquafina Base Total	18
Gatorade Total	9
Lipton Iced Tea Total	11
20oz/591ml Total	38
Mt Dew Kickstart Total	20
Can 12oz/355ml Total	20
Total	62

SM 2nd Fl Goodness	
Brand/Pkg	Volume
Ocean Spray Total	4
15.2oz/450ml Total	4
Aquafina Base Total	24
Gatorade Total	11
Lipton Iced Tea Total	6
20oz/591ml Total	41
Mt Dew Kickstart Total	21
Can 12oz/355ml Total	21
Total	65

Science Bldg Goodness	
Brand/Pkg	Volume
Ocean Spray Total	8
15.2oz/450ml Total	8
Aquafina Base Total	52
Gatorade Total	20
Lipton Brisk Total	1
Lipton Iced Tea Total	19
20oz/591ml Total	92
Mt Dew Kickstart Total	45
Can 12oz/355ml Total	45
Total	145

SSC BLDG

EXHIBIT A: Saddleback College Volume & Equipment by Location

Brand/Pkg	Volume
Ocean Spray Total	9
15.2oz/450ml Total	9
Lipton Pure Leaf Total	17
18.5oz /547ML Total	17
Aquafina Base Total	18
Bubly Total	0
Gatorade Total	4
LifeWTR Total	2
Lipton Iced Tea Total	7
20oz/591ml Total	31
Mt Dew Kickstart Total	14
Can 12oz/355ml Total	14
Total	70

Gaucho Canteen	
Brand/Pkg	Volume
Starbucks IceCoffee Total	4
11oz/325mlTotal	4
Frappuccino Total	15
13.7oz Total	15
Starbucks DS Protein Total	1
Can 11oz Total	1
Starbucks Refreshers Total	7
Can 12oz/355ml Total	7
Starbucks DS Energy Total	8
Can 15oz/444ml Total	8
Starbucks Dble Shot Total	2
Can 6.5oz Total	2
Total	36

BGS 2nd fl	
Brand/Pkg	Volume
Frappuccino Total	3
13.7oz Total	3
Ocean Spray Total	2

EXHIBIT A: Saddleback College Volume & Equipment by Location

15.2oz/450ml Total	2
Lipton Pure Leaf Total	9
18.5oz /547ML Total	9
Gatorade Total	4
20oz/591ml Total	4
Mt Dew Kickstart Total	8
Rockstar Total	3
Can 16oz/473ml Total	11
Starbucks Dble Shot Total	1
Can 6.5oz Total	1
Total	30

BGS 2ND LEVEL OUTSIDE OF B	
Brand/Pkg	Volume
Crush Total	1
Mt Dew Ice Total	1
Mt Dew Total	2
Pepsi Dt Total	1
Pepsi Total	3
Pepsi Wild Cherry Total	1
Pepsi Zero Sugar Total	1
20oz/591ml Total	11
Mt Dew Kickstart Total	2
Can 16oz/473ml Total	2
Total	13

Sm Bl 3rd fl	
Brand/Pkg	Volume
Aquafina Base Total	51
Gatorade Total	18
Lipton Brisk Fruit Total	3
Lipton Brisk Total	8
Lipton Iced Tea Total	7
20oz/591ml Total	86
Total	86

BGS 2ND LEVEL	
Brand/Pkg	Volume
Aquafina Base Total	67

EXHIBIT A: Saddleback College Volume & Equipment by Location

Lipton Brisk Fruit Total	2
Lipton Brisk Total	4
Lipton Iced Tea Total	13
20oz/591ml Total	86
Total	86

SSC BLDG	
Brand/Pkg	Volume
Aquafina Base Total	51
Crush Total	15
Mt Dew Total	17
Pepsi Dt Total	31
Pepsi Total	35
Sierra Mist LL RS Total	15
20oz/591ml Total	164
Total	164

POOL ENTRANCE	
Brand/Pkg	Volume
Crush Total	7
Mt Dew Total	9
Pepsi Dt Total	7
Pepsi Total	14
Pepsi Wild Cherry Total	6
Sierra Mist LL RS Total	5
20oz/591ml Total	48
Mt Dew Kickstart Total	10
Can 16oz/473ml Total	10
Total	57

BGS 2ND LEVEL	
Brand/Pkg	Volume
Crush Total	8
Mt Dew Total	16
Pepsi Dt Total	13
Pepsi Total	18
Pepsi Zero Sugar Total	4
Sierra Mist LL RS Total	9
20oz/591ml Total	68
Mt Dew Kickstart Total	21
Can 16oz/473ml Total	21

EXHIBIT A: Saddleback College Volume & Equipment by Location

Total	89
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S/S Village 27	
Brand/Pkg	Volume
Aquafina Base Total	13
Crush Total	1
Mt Dew Total	1
Pepsi Dt Total	1
Pepsi Total	12
Sierra Mist LL RS Total	3
20oz/591ml Total	31
Total	31

HS BLDG 3RD FLOOR	
Brand/Pkg	Volume
Aquafina Base Total	2
Lipton Iced Tea Total	2
Mt Dew Total	3
Pepsi Dt Total	10
Pepsi Total	7
20oz/591ml Total	23
Total	23

Quad 6	
Brand/Pkg	Volume
Aquafina Base Total	7
Gatorade G2 Total	2
Gatorade Total	6
Mt Dew Total	1
Pepsi Dt Total	1
Pepsi Total	2
20oz/591ml Total	19
Mt Dew Kickstart Total	3
Can 16oz/473ml Total	3
Total	22

BGS 1ST FLOOR 1	
Brand/Pkg	Volume
Aquafina Base Total	44
Gatorade Total	15
Lipton Brisk Total	7
Lipton Iced Tea Total	6
20oz/591ml Total	72

EXHIBIT A: Saddleback College Volume & Equipment by Location

Total		72
BGS 1ST FLOOR 2		
Brand/Pkg	Volume	
Crush Total	8	
Mt Dew Code Red Total	10	
Mt Dew Total	10	
Pepsi Dt Total	7	
Pepsi Total	15	
Sierra Mist LL RS Total	3	
20oz/591ml Total	53	
Mt Dew Kickstart Total	15	
Can 16oz/473ml Total	15	
Total		68

EXHIBIT A: Saddleback College Volume & Equipment by Location

Athletics Equipment			
Equipment Type	Equipment Sub-Type	Make/Model	Location
Cooler	COO 1DR 26CF	CFX26HC 1 DOOR SWING	athletics 2
Cooler	COO 1DR 26CF	CFX26HC 1 DOOR SWING	athletics 1
Cooler	COO Countertop 1DR 6/7CF	DC7 CT 1 Door Swing	Football Stadium Press Bx
Cooler	COO Countertop 1DR 6/7CF	GDM7 1 Door Swing	Stadium
Cooler	COO 1DR 26CF	GDM26 1 Door Swing	The Village.
Cooler	COO 1DR 12CF	VR-12 BEV 1 Door Swing	Baseball Stadium Press Bx
Cooler	COO Countertop 1DR 6/7CF	CC-7 BEV 1 Door Swing	Football Stadium Snack Bar 6
Cooler	COO 2DR SL 45/47CF	GDM45 2 Door Slide w/Rev Cond	The Village..
Cooler	COO Countertop 1DR 6/7CF	CC-7 BEV 1 Door Swing	Football Stadium Snack Bar 5

The Drip Equipment			
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Cond	Village 1 door SB
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Cond	Village 1 door Aq

S&B Foods Equipment			
Cooler	COO 1DR 26CF	CFX26 1 DOOR SWING HEALTHY	Cafeteria GDM 12
Cooler	COO 1DR 26CF	CFX26 1 DOOR SWING	next to the 2door pepsi cooler
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Cond	Cafeteria 1 dr
Cooler	COO Countertop 1DR 6/7CF	CC-7 BEV 1 Door Swing	Cafeteria Aquafina
Cooler	COO 1DR 12CF	GDM12 1 Door Swing w/Rev Cond	Rockstar1 Cafeteria
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Cond	near wall.
Cooler	COO 1DR 12CF	GDM12 1 Door Swing w/Rev Cond	Catering
Cooler	COO 1DR 26CF	GDM26 1 Door Swing	Cafeteria #1..
Cooler	COO Countertop 1DR 6/7CF	CC-7 BEV 1 Door Swing	Cafeteria Amp CT
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Cond	Near wall
Cooler	COO 2DR SL 45/47CF	GDM45 2 Door Slide w/Rev Cond	Cafeteria Energy 2 dr
Cooler	COO 2DR SL 45/47CF	GDM45 2 Door Slide w/Rev Cond	Cafeteria #1.
Urn	URN 2Vlv	TEA URN 2VLV SCALLOPED LIPTON	Bev Counter
Urn	URN 1Vlv	TEA URN 1VLV LIPTON GREEN	Bev ctr tea
Postmix	POS Combo 200lb 10Vlv	SV200IC 10Vlv C4.0 SLvr CCarb	bev
Cooler	COO Countertop 1DR 6/7CF	DC7H CT 1 Door Swing w/o Graphics	Front
Cooler	COO Countertop 1DR 6/7CF	CTM-32W 1 DOOR SWING	Cafeteria Rockstar Ct

EXHIBIT A: Saddleback College Volume & Equipment by Location

Bookstore Equipment			
Cooler	COO 1DR 26CF	G26 1 DOOR SWING	next to 7up
Cooler	COO 1DR PC8	PC8 THROWBACK 1 DOOR COOLER	Opposite side of Pepsi Cooler,

Vending Equipment			
Vendor	VEN Glass Front 72 LG Robotic	DN5800 BEVMAX 4 GFV	BGS 2nd fl GF
Vendor	VEN Glass Front 72 LG Robotic	DN5800 BevMax 2 GFV	SSC BLDG GFV
Vendor	VEN 79 LG HVV	V21 821 H V V	BGS 2ND LEVEL PEPSI OUTSIDE OF B
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	VILLAGE Building #7
Vendor	VEN 72 MED HVV	V21 721 H V V	#36 S/S Village 27
Vendor	VEN Glass Front 72 LG Robotic	DN5800 BevMax 2 GFV	74 Gaucho Canteen STBX
Vendor	VEN 79 LG HVV	DNCB600E H V V	SSC BLDG ADMIN PEPSI
Vendor	VEN Glass Front 72 LG Robotic	DN5800 BEVMAX 4 GFV	Science Bldg GFV
Vendor	VEN 79 LG HVV	V21 821 H V V	SM 2nd fl pep
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	Fine Arts Goodness
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	Pool Aqua
Vendor	VEN 72 MED HVV	V Max 720 HVV	Village 10
Vendor	VEN 72 MED HVV	V21 721 HVV ADA	Gaucho Canteen Pep
Vendor	VEN 72 MED HVV	DN HVV 72 HELLO GDNS	Fitness CT Goodness
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	SSC BI Admin Aqua
Vendor	VEN 72 MED Magnum	DN501E HEALTHY STACK	PE 300 Goodnes
Vendor	VEN 72 MED Magnum	DNCB501E	BGS 2nd FLOOR
Vendor	VEN 72 MED HVV	V Max 720 HVV	#16 SM BLDG 3RD FLR PEPSI
Vendor	VEN 72 MED HVV	V21 721 HVV ADA	Fine Arts Patio Pepsi
Vendor	VEN 72 MED HVV	V21 721 H V V	#15 Sm BI 3rd fl aqua
Vendor	VEN 79 LG HVV	V Max 840 HVV	SSC BLDG 1st floor 200Z CSD
Vendor	VEN 72 MED HVV	V21 721 H V V	#20 POOL ENTRANCE PEPSI
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	SM 2nd Fl Goodness
Vendor	VEN 79 LG HVV	V21 821 H V V	quad 6
Vendor	VEN 72 MED HVV	VMAX HVV 72 HELLO GDNS	Science Bldg Goodness Inside
Vendor	VEN 79 LG HVV	V21 821 H V V	Business General Services #2 machi
Vendor	VEN 72 SM HVV	V21 621 H V V	#3 HS BLDG 3RD FLOOR
Vendor	VEN 79 LG HVV	V Max 840 HVV	BGS 1ST FLOOR Aqua

EXHIBIT A: Saddleback College Volume & Equipment by Location

Equipment Type	Total # of Units
Lg One Door Coolers	13
Small GDM 12 Coolers	3
Counter Top Coolers	6
Two Door Coolers	3
Glass Front Venders	4
Large Standard Venders	7
Medium Standard Venders	16
Small Vender	1

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

IRVINE VALLEY COLLEGE CAFETERIA	
Brand/Pkg	Volume
Aquafina Base Total	192
Lipton Brisk Fruit Total	36
Lipton Brisk Total	74
1 Liter Total	302
Aquafina Base Total	184
Bubly Total	1
Crush Total	63
Lipton Brisk Total	1
Mt Dew Baja Blst Total	2
Mt Dew Code Red Total	8
Mt Dew Dewmocracy Total	36
Mt Dew Ice Total	4
Mt Dew Live Wire Total	4
Mt Dew Total	49
Mug Total	17
Pepsi Dt Total	26
Pepsi Total	79
Pepsi Wild Cherry Total	69
Pepsi Zero Sugar Total	14
Schweppes Sltzr Total	2
Schweppes Total	9
Sierra Mist LL RS Total	21
20oz/591ml Total	589
TOTAL B&C	891

IRVINE VALLEY COLLEGE FOLLETT BOOKS	
Brand/Pkg	Volume
Aquafina Base Total	66
LifeWTR Total	45
Lipton Brisk Fruit Total	2
Lipton Brisk Total	6
1 Liter Total	119
Starbucks DS Smoothie Total	4
10oz/296ml Total	4
Starbucks IceCoffee Total	4
11oz/325mlTotal	4
Tropicana PP & Ess Total	5
12oz/355ml Total	5

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Frappuccino Total	41
13.7oz Total	41
Tazo Total	20
13.8oz/408ml Total	20
Lipton Pure Leaf Total	20
Muscle Milk Pro Total	4
Muscle Milk Total	4
14oz/414ml Total	28
Dole Total	22
Kevita Total	3
Naked Jce Prtn Zne Total	5
Naked Jce Smoothie Total	32
Ocean Spray Total	12
15.2oz/450ml Total	73
ONE Total	8
16.9oz/500ml Total	8
Lipton Pure Leaf Total	50
18.5oz /547ML Total	50
Gatorade Total	6
2.0oz/59ml Total	6
Gatorade Total	3
2.1oz/62ml Total	3
Gatorade Total	4
2.8oz/83ml Total	4
Aquafina Base Total	47
Bubly Total	10
Gatorade Total	46
LifeWTR Total	6
Mt Dew Baja Blst Total	2
Mt Dew Ice Total	2
Mt Dew Total	7
Pepsi Dt Total	8
Pepsi Total	14
Pepsi Wild Cherry Total	7
20oz/591ml Total	149
LifeWTR Total	44
23.7oz/700ml Total	44

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Frappuccino Total	15
9.5oz/281ml Total	15
1893 Total	2
Izze Fusion Total	1
Mt Dew Kickstart Total	1
Can 12oz/355ml Total	4
Starbucks DS Energy Total	38
Can 15oz/444ml Total	38
Mt Dew Kickstart Total	9
Mt Dew Lbl Total	4
Mt Dew Spiked Total	1
Rockstar Total	40
Yachak Total	12
Can 16oz/473ml Total	66
Starbucks Dble Shot Total	19
Can 6.5oz Total	19
TOTAL B&C	700

IRVINE VALLEY COLLEGE FSV	
Brand/Pkg	Volume
Ocean Spray Total	59
15.2oz/450ml Total	59
Lipton Pure Leaf Total	150
18.5oz /547ML Total	150
Aquafina Base Total	337
Crush Total	34
Gatorade G2 Total	12
Gatorade Total	132
LifeWTR Total	5
Lipton Brisk Fruit Total	13
Lipton Brisk Total	3
Lipton Iced Tea Total	129
Mt Dew Ice Total	18
Mt Dew Total	47
Pepsi Dt Total	72
Pepsi Total	170
Pepsi Wild Cherry Total	47
Pepsi Zero Sugar Total	9
Sierra Mist LL RS Total	46

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

20oz/591ml Total	1,073
Frappuccino Total	193
9.5oz/281ml Total	193
Mt Dew Kickstart Total	28
Can 12oz/355ml Total	28
AMP Total	31
Mt Dew Kickstart Total	130
Rockstar Total	75
Can 16oz/473ml Total	235
Starbucks Dble Shot Total	18
Can 6.5oz Total	18
TOTAL B&C	1,756

IRVINE VALLEY COLEGE CAFETERIA	
Brand/Pkg	Volume
Lipton Iced Tea Total	9
BIB 3G Total	9
Crush Total	5
Dr Pepper Total	20
Lipton Brisk Total	10
Mt Dew Total	10
Mug Total	5
Pepsi Dt Total	30
Pepsi Total	35
Sierra Mist LL RS Total	15
Tropicana Juice Non Chilled Total	10
BIB 5G Total	140
CO2 50lb	2
No Cups	
TOTAL B&C	149

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Disabled Student Area	
Brand/Pkg	Volume
Aquafina Base Total	16
Gatorade Total	6
Lipton Iced Tea Total	8
Mt Dew Total	9
Pepsi Dt Total	7
Pepsi Total	20
Pepsi Wild Cherry Total	5
20oz/591ml Total	71
Total	

Fitness CT	
Brand/Pkg	Volume
Aquafina Base Total	6
Gatorade G2 Total	3
Gatorade Total	3
20oz/591ml Total	11
Total	

B100 Platform	
Brand/Pkg	Volume
Aquafina Base Total	60
Gatorade Total	23
Lipton Brisk Total	1
Lipton Iced Tea Total	26
20oz/591ml Total	109
Mt Dew Kickstart Total	19
Can 12oz/355ml Total	
Total	128

Basketball Courts	
Brand/Pkg	Volume
Aquafina Base Total	5
Gatorade Total	13
Lipton Iced Tea Total	10
20oz/591ml Total	29
Mt Dew Kickstart Total	9
Can 12oz/355ml Total	
Total	37

Baseball Field	
Brand/Pkg	Volume
Aquafina Base Total	2
Gatorade G2 Total	3

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Gatorade Total	9
Pepsi Total	2
20oz/591ml Total	15
Total	

B-100 GLASSFRONT	
Brand/Pkg	Volume
Ocean Spray Total	45
15.2oz/450ml Total	
Lipton Pure Leaf Total	89
18.5oz /547ML Total	
LifeWTR Total	5
Lipton Brisk Fruit Total	13
Lipton Brisk Total	1
Lipton Iced Tea Total	27
20oz/591ml Total	46
Frappuccino Total	136
9.5oz/281ml Total	
AMP Total	24
Mt Dew Kickstart Total	23
Rockstar Total	59
Can 16oz/473ml Total	105
Starbucks Dble Shot Total	12
Can 6.5oz Total	
Total	434

B-100	
Brand/Pkg	Volume
Aquafina Base Total	44
Gatorade G2 Total	4
Gatorade Total	17
20oz/591ml Total	65
Total	65

BSTIC FAC Lounge	
Brand/Pkg	Volume
Aquafina Base Total	3
Lipton Brisk Total	2
Mt Dew Total	1
Pepsi Dt Total	4
Pepsi Total	7
Pepsi Zero Sugar Total	3

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Sierra Mist LL RS Total	2
20oz/591ml Total	22
Total	22

A400A	
Brand/Pkg	Volume
Aquafina Base Total	150
Gatorade Total	42
Lipton Iced Tea Total	50
Mt Dew Ice Total	16
Pepsi Dt Total	32
Pepsi Total	84
Sierra Mist LL RS Total	21
20oz/591ml Total	396
 Mt Dew Kickstart Total	 75
Can 16oz/473ml Total	75
Total	470

Bldg 200 front entr	
Brand/Pkg	Volume
Aquafina Base Total	27
Gatorade Total	2
Lipton Iced Tea Total	8
Mt Dew Total	7
Pepsi Dt Total	2
Pepsi Total	8
Pepsi Wild Cherry Total	5
Sierra Mist LL RS Total	3
20oz/591ml Total	62
Total	62

CAFETERIA GLASSFRONT	
Brand/Pkg	Volume
Ocean Spray Total	14
15.2oz/450ml Total	14
 Lipton Pure Leaf Total	 60
18.5oz /547ML Total	60
 Gatorade G2 Total	 3
Gatorade Total	18
20oz/591ml Total	20
 Frappuccino Total	 57
9.5oz/281ml Total	57

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

AMP Total	7
Mt Dew Kickstart Total	32
Rockstar Total	16
Can 16oz/473ml Total	55
Starbucks Dble Shot Total	6
Can 6.5oz Total	6
Total	212

CAFETERIA PEP	
Brand/Pkg	Volume
Aquafina Base Total	25
Mt Dew Ice Total	2
Mt Dew Total	9
Pepsi Dt Total	8
Pepsi Total	12
Pepsi Wild Cherry Total	9
Pepsi Zero Sugar Total	6
Sierra Mist LL RS Total	4
20oz/591ml Total	75
Total	75

B-100 PEP	
Brand/Pkg	Volume
Crush Total	34
Mt Dew Total	20
Pepsi Dt Total	19
Pepsi Total	37
Pepsi Wild Cherry Total	28
Sierra Mist LL RS Total	15
20oz/591ml Total	152
Total	152

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Bookstore Equipment

Cooler	COO 3DR SL	GDM69 3 Door Slide w/Rev Cond	Against right hand wall
Cooler	COO 1DR PC8	PC8 THROWBACK 1 DOOR COOLE	against back wall by windows
Cooler	COO 2DR SL 45/47CF	GDM45 2 Door Slide w/Rev Cond	Bookstore 2 door

Food Source Equipment

Cooler	COO 1DR 26CF	G26 1 DOOR SWING	Food Resource Ctr Bldg B105
Cooler	COO 1DR 26CF	G26 1 DOOR SWING	Food Resource Ctr B105

Cafeteria Equipment

Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Con	Bev zone 1
Cooler	COO 1DR 26CF	GDM26 1 Door Swing w/Rev Con	Bev Zone 2
Cooler	COO 2DR SL 45/47CF	GDM45 2 Door Slide	By Cashier 2 door
Urn	URN 1Vlv	TEA URN 1VLV LIPTON GREEN	1vlv SOBE LW
Urn	URN 1Vlv	TEA URN 1VLV LIPTON UNSWEET	Bev Counter LCT UNSW
Postmix	POS Combo 175lb 8Vlv	ED175H 8Vlv C4.0 SLvr CCarb	student center cafeteria
Cooler	COO 1DR 26CF	GDM26 1 Door Swing	CAFE
Cooler	COO Open Air LG	TAC-48	Unknown - 1-5097385

Vending Equipment

Vendor	VEN Glass Front 72 LG Rot	DN5800 BEVMAX 4 GFV	Student Services by Cafeteria GF
Vendor	VEN 72 MED Magnum	VN720/721 HEALTHY STACK	B100
Vendor	VEN 72 MED Magnum	VN720/721 HEALTHY STACK	basketball courts
Vendor	VEN 72 MED HVV	V21 721 H V V	baseball field
Vendor	VEN 79 LG HVV	V21 821 H V V	FITNESS CT GATORADE
Vendor	VEN 72 MED HVV	V MAX 720 HVV ADA	DISABLED STUDENT AREA.
Vendor	VEN 79 LG HVV	V21 821 H V V	A400A
Vendor	VEN 79 LG Magnum	V Max 840 Expanded Upgrade	B-100 GATORADE
Vendor	VEN 79 LG HVV	DNCB600E H V V	B-100
Vendor	VEN 72 MED HVV	V Max 720 HVV	Hall way behind cafeteria
Vendor	VEN Glass Front 72 LG Rot	DN5800 BEVMAX 4 GFV	B-100 GLASSFRONT
Vendor	VEN 72 SM Magnum	Mini V Max 576 Expanded Upgrad	BSTIC FAC Lounge
Vendor	VEN 79 LG HVV	V Max 840 HVV	Bldg 200 front entr

EXHIBIT B: Irvine Valley College Volume & Equipment by Location

Equipment Type	Total # of Units
Lg 1 door Cooler	6
Two Door Cooler	2
Three Door Cooler	1
Open Air Cooler	1
Fountain	1
1 Valve Tea Urn	2