

New Kent County Public Schools

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October 29, 2021

Addendum #1 to IFB 22-098-001, Beverage and Vending Services

Please see below inquiries for information with responses.

Who is the current provider for the beverage vending services and how long have they been providing services?

- Pepsi since 2012

All current machines have credit card payment availability.

After award has been made, individual schools and locations will discuss the service level and product expectations not specifically stated in the IFB.

After award has been made the time frame for equipment install will be discussed.

The current product pricing for beverage/vending is \$1.50.

Current staff and machines per location:

Current Data		
School or Location	Approx Staff	Machines
New Kent Elementary	100	1
George Watkins Elementary	80	1
New Kent Middle	90	1
New Kent High	105	4
School Board Office	11	0
Student Services	11	0

The new school, Quinton Elementary School, will basically have approximately 10 new employees and then a shift from the other schools. The amount of teaching staff being shifted has not yet been determined.

Recent Historical Data available:

Calendar Year	Vending Sales	Volume	Commission	Avg %
2019	12,939.75	355	4,383.30	33.9%
2020	-	146	1,691.20	-
2021 YTD	4,602.20	152	1,477.10	32.1%

Note: Additional data for 2020 not available

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Requirements:

- Signed IFB with all attachments; one original and three copies
- Bids should be labeled "Beverage and Vending Services IFB No 22-098-001"
- Refund Plan
- Electrical requirements needed to operate the equipment
- Pricing grid, detailing the profits a facility can earn at sample volumes and prices
- Sports related incentives shall be offered at a minimum to the high school and shall be provided in the bid submission
- Product and pricing listing for School Nutrition Services shall be provided in the bid submission and shall conform to the Healthy, Hunger-Free Kids Act
- Approach to meet the current ADA requirements related to vending machine operation, placement and equipment offering