ATTACHMENT K

R25-010 DINING SERVICES OPERATIONS RFP

PRICING SCHEDULE AND FINANCIAL CONSIDERATIONS

1. Offerors should provide examples of proposed student meal plans and detail benefits for each with this Pricing Schedule. These are for reference purposes only and should not form the basis for commissions. For example:

**Highlander Residential $2,820.00** (default on-campus residence hall plan)

* 14 meal swipes per week, two meals per day that can be used in Dalton Kitchen or as $10.26 at retail locations. Students are guaranteed 2 meals per day, 7 days per week for the full 15-week semester.
* $329 in food dollars can be used in all Dining locations at any time.
* Includes $30 in campus vending dollars.
* Students can purchase additional food dollars if desired for additional retail purchases (in increments of $50).
* If a meal plan is purchased for both fall and spring semesters, any remaining food dollars will carry over from the fall to the spring semester but will expire May 1, 2026.
* Residence Hall Students can Buy-Up to the Highlander All Access Plan.

Please insert list examples of proposed student plans and prices associated with each below within this section:

1. Commission on Gross Sales: Provide the percentage of gross sales that will be returned to the University in the form of commission. Tiered levels allow for increases based on total sales volume.

| **Annual Gross Sales** | **Commission to University (%)** |
| --- | --- |
| Up to $15,000,000 |  |
| $15,000,001 to $17,500,000 |  |
| $17,500,001 to $18,000,000 |  |
| $18,000,001 to $19,000,000 |  |
| $19,000,001 and above |  |

1. Additional Financial Commitments: Identify any guaranteed payments, bonuses, sponsorships, or financial investments the contractor will provide to support University initiatives, including student scholarships and capital improvements.

| **Category** | **Proposed Amount or %** |
| --- | --- |
| Commission Advance |  |
| Commission Guarantee |  |
| Continuity Bonus |  |
| Annual Scholarship Contributions |  |
| Sustainability Investment Fund |  |
| SWaMFest Sponsorship |  |
| Guaranteed Vending Commission |  |
| Vending Investment Commitment |  |
| Capital Project Investment |  |
| Initial Term (Years 1-5): |  |
| 1st Renewal (Years 6-10): |  |
| 2nd Renewal (Years 11-15): |  |

1. Catering and Event Support: Detail the type and extent of catering supplies and staffing support to be provided for University events, including equipment, utensils, delivery, and setup.

| **Category** | **Details/Commitment** |
| --- | --- |
| Catering supplies for University events |  |
| Event staffing or in-kind support |  |

1. Profit Sharing Model: Describe any proposed profit-sharing structure with the University, specifically for net profits that exceed a specified threshold.

| **Net Profit Threshold** | **Description of Support / University Share (%)** |
| --- | --- |
| Net profit in excess of 5%  of gross sales |  |

1. In-Kind Support: Please describe all in-kind services or support offered to the University, such as student engagement initiatives, admissions events, Other University-hosted events, etc.

$ per/year

1. Athletics Venue Support (Concession Services): Describe planned investments or services at key athletic venues, including sponsorships, game-day concessions, or infrastructure improvements.

| **Venue** | **Description of Support / University Share (%)** |
| --- | --- |
| Dedmon Center (Full) |  |
| Cupp Stadium |  |
| Baseball Field |  |
| Softball Field |  |

1. Vending Commissions: Specify commission rates on vending machine sales and any associated investments or minimum guarantees for vending services.

| **Sales Volume** | **Commission to University (%)** |
| --- | --- |
| Up to $250,000 in sales |  |
| Sales above $250,000 |  |

By my signature below, I certify that the information provided in this Pricing Schedule is true and correct. I further acknowledge that these responses may be incorporated into the final contract between the Offeror and the University, if awarded.

**Offeror Name:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Title:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Signature:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Date:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_