

1. What is the current meal exchange rate?
 A: The meal exchange rate is a flat rate based on an average meal plan price that is applied to a sale at any retail venue. Example: If Meal Exchange is \$6.50 and a student makes a purchase at Chick-fil-A for \$10.50 they may use a meal equivalency & owe \$4.
2. What is your current financial model, management fee or P&L?
 A: P & L
 - a. If it is P&L, what is your current daily rate per meal plan?
 A: Contractor rate ranges from \$5.80 to \$7.51 dependent upon plan. To cover taxes, the published retail rates range from \$6.25 – \$8.67.
3. What is your current participation rate of meal plan usage?
 A: Mane Market Meal Swipe participation rate from Students is 56.3%
4. Do you currently receive commissions and in what areas?
 A: We currently receive commission on all sales (Meal plan & all retail)
5. What is your current override? (charges retained by University above what the dining partner is paid)

Plan	Price to student	Contracted price of plan (pre-tax)	DD	Board Rate Invoice Rate
Res 150 Block Meals*Default*	\$1,850	\$1,677	\$550	\$1,127
Res 175 Block Meals	\$1,850	\$1,689	\$375	\$1,314
Res 200 Block Meals	\$1,850	\$1,690	\$250	\$1,440
Res Unlimited Meals	\$2,250	\$2,088	\$0	\$2,088
85 Block Meals	\$990	\$858	\$200	\$658
50 Block Meals	\$560	\$491	\$100	\$391
RA 50 Block Meals	\$390	\$348	\$0	\$348
RA 25 Block Meals	\$200	\$175	\$0	\$175

6. Can you provide the floor plan for the One Stop area?
 A: Yes, we will send on separate pdf.
7. Would you prefer capex inside the daily rate (for P&L model) or outside the daily rate billed separately as a 0% interest loan?
 A: We have always managed with it within the daily rate, not sure we’ve considered an option of a separate billing @ 0% - would be open to discussion around the best option here.
8. Please provide revenue for each location for the past year.
 A: Provided below.
9. We understand that the current dining provider has already begun the required renovations for Chick fil a, what is the campuses expectation on completing this project and will there be unamortized funds owed to the current provider?
 A: The unamortized funds noted within the bid document do not include CFA & Starbucks refreshes. The CFA renovations are planned for Summer 2025 and anticipated to cost between \$500 -700K.
10. What is the \$175 fee about?
 A: The \$175 Dining Fee is applied to all undergraduate student accounts taking at least 12 hours or more. Even residents who have a full meal plan pay this Dining Fee in addition to their plan. The fee is just Dining Dollars spent as a declining balance at all locations that accept the DD tender. They also roll from semester to semester (no different that the DD’s associated with meal plans) and are swept on July 31st each year. The University retains the sweep.

11. What is the current equivalency \$ per swipe?
The Meal Equivalency is \$6.75.
12. Sales by location & by tender, last 3 years.
A: Provided in separate attachment.
13. Current terms with vending contractor & DB revenue.
A: Currently only the beverage vending accepts Dining Dollars. The current Dining Services Contractor does not benefit from this. The University's agreement with Coca-Cola benefits from the commission. Annual DD used in vending averages
About \$70K / year is spent from Dining Dollars in Beverage Vending. Beverage Vending overall averages ~\$200K / year in sales volume.
14. Please clarify 255/175 meals as a meal plan notes on Attachment 2.
A: This is just the 175-meal plan. We used to have a plan with 255, but it was replaced with the unlimited plan.
15. How many days per year does Mane Market accept mandatory meal plan swipes?
A: About 238 (this may vary a day here & there based on move-in dates & commencement timing)
16. Are we permitted to use the University of Alabama's logos and images in our proposal?
A: Yes, this is not an issue – they may be located from our website:
<https://www.una.edu/brand/logos/index.html>
17. Does the "academic year" include Summer?
A: The "Academic Year" is the Fall & Spring Semester. UNA's Fiscal Year runs October – September.
18. With refreshes being done at Chick-fil-A and Starbucks this summer, are any food operations expected to be open in the summer?
A: It will be best that something is available through the summer.
19. Please provide the total construction estimates for the renovations of Chick-fil-A and Starbucks
A: CFA ~\$700K / SBX ~\$400K
20. Does the University own the existing Smallwares?
A: The University would own most smallwares, but may not own all.
21. For the purpose of determining the cost of repair and maintenance, please provide a list of the purchase date and condition of all existing equipment.
22. Who is responsible for cleaning the dining room floors?
A: This is a shared role. Full floor care & overnight cleaning occurs with the University, but general upkeep during operation must be a joint effort.
23. Please provide summer camp and conference sales for the past 3 years.
A: Summer camps & conferences vary. They range from Athletic day camps to a few overnight conferences. To provide a history the catering provided for these summer events is as follows:
Summer 2022 - \$99,609
Summer 2023 - \$92,341
Summer 2024 - \$122,646
This catering amount is included within the summary of annual catering dollars.

24. Does UNA offer discounted door rates for Faculty and Staff to eat in the residential dining hall? If yes, please provide the door rates for breakfast, lunch, and dinner.

A: Yes, faculty and staff may purchase meal swipes good at any time of the day whenever Mane Market is open. The cost is \$6.50 purchased as 10 swipes @ \$65 or 25 swipes @ \$162.50. These swipes do not expire.

25. Please provide retail sales broken down by each location for the past two years.

A: Provided below.

26. Please provide the last scores and comments from the two most recent campus-wide student satisfaction surveys.

A: We do not have any recent survey's

27. To provide ample time for our team to provide a customized response to the RFP would the University of Alabama consider an extension of the deadline from December 10th, 2024 to January 31st, 2025?

A: We are in agreement to extend the bid date to January 15, 2025 – an Addendum will be published to acknowledge this change.

28. Stadium Revenue Information - # of events, football games, concerts, high school games, annual attendance to events, annual concession revenue estimated in football stadium ?

A: The estimated concession revenue is unknown as this is a new venue.

For the purpose of estimation please use the following information:

- Standard Football season supports a minimum of 5 home games (8-10K in attendance)
- Concerts or other events 4 - 5 times a year in the beginning. This will likely increase over time. (10K +)
- High School Games are not planned at this time. But if a few were planned they would host the same number of people and would just add to the event schedule.
- Annual revenue for concession is unknown at this time.

29. Annual cost of equipment maintenance and repair of university owned equipment?

A: this can certainly vary each year. It may be estimated between \$55 – 75K, for parts and labor.

30. Does the new stadium contain a full kitchen or just finishing kitchen? What equipment would be included

A: The proposed kitchen layout & equipment details are on pages 5 -9 of the construction drawings provided. The build-out & equipment would be provided by the contractor.

Sales by Location	2021-20222	2022-2023	2023-2024
Mane Market	Total	Total	Total
Cash/Credit	\$32,418.71	\$38,655.99	\$42,495.31
Group Sales Non Tax	\$72,952.13	\$71,526.95	\$71,085.10
Declining Balance	\$35,254.51	\$35,375.74	\$40,604.75
Board	\$2,561,812.23	\$2,989,831.48	\$3,291,784.65
Subtotal	\$2,702,437.58	\$3,135,390.16	\$3,445,969.81
Chick Fil A	Total	Total	Total
Cash/Credit	\$290,060.75	\$335,680.15	\$375,482.55
Group Sales Non Tax	\$0.00	\$880.00	\$0.00
Declining Balance	\$695,372.94	\$725,333.74	\$787,746.94
Board	\$73,817.70	\$143,776.66	\$212,567.01
Subtotal	\$1,059,251.39	\$1,205,670.55	\$1,375,796.50
Starbucks	Total	Total	Total
Cash/Credit/Gift	\$228,895.77	\$249,542.13	\$240,089.58
Group Sales Non Tax	\$0.00	\$0.00	\$0.00
Declining Balance	\$369,856.79	\$377,903.95	\$368,755.35
Board	\$47,151.86	\$55,191.05	\$68,772.98
Subtotal	\$645,904.42	\$682,637.13	\$677,617.91
Catering	Total	Total	Total
Catering Taxable	\$34,921.36	\$64,131.05	\$53,314.11
Catering Non Taxable	\$144,932.68	\$214,410.70	\$198,000.53
Subtotal	\$179,854.04	\$278,541.75	\$251,314.64
Lions Corner	Total	Total	Total
Cash/Credit/Gift	\$20,558.72	\$21,774.79	\$31,659.98
Group Sales Non Tax	\$0.00	\$0.00	\$0.00
Declining Balance	\$50,313.66	\$51,605.31	\$51,297.04
Board	\$744.54	\$1,292.33	\$1,510.04
Subtotal	\$71,616.92	\$74,672.43	\$84,467.06
Moes	Total	Total	Total
Cash/Credit/Gift	\$56,928.45	\$64,755.02	\$77,011.29
Group Sales Non Tax	\$0.00	\$0.00	\$0.00
Declining Balance	\$192,521.09	\$211,945.76	\$228,484.70
Board	\$22,020.52	\$26,916.99	\$37,872.37
Subtotal	\$271,470.06	\$303,617.77	\$343,368.36
Burger 256/Fuji/Bistro 256			
Cash/Credit/Gift	Total	Total	Total
Group Sales Non Tax	\$14,549.18	\$20,668.92	\$22,282.68
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$38,436.36	\$58,360.57	\$93,104.79
Subtotal	\$6,169.17	\$28,831.52	\$84,441.60
	\$59,154.71	\$107,861.01	\$199,829.07

Create			
	Total	Total	Total
Cash/Credit/Gift			
Group Sales Non Tax	\$39,913.17	\$52,845.36	\$79,602.17
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$45,052.93	\$12,262.58	\$0.00
Subtotal	\$37,910.36	\$87,117.58	\$102,253.13
	\$122,876.46	\$152,225.52	\$181,855.30
Outtakes*			
	Total	Total	Total
Cash/Credit/Gift			
Group Sales Non Tax	\$37,780.46	\$62,440.80	\$62,093.68
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$392,907.86	\$540,124.21	\$627,196.17
Subtotal	\$4,565.32	\$14,320.82	\$11,478.38
	\$435,253.64	\$616,885.83	\$700,768.23
3rd Rock/BYTE			
	Total	Total	Total
Cash/Credit/Gift			
Group Sales Non Tax	\$0.00	\$228.00	\$0.00
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$0.00	\$0.00	\$0.00
Subtotal	\$0.00	\$0.00	\$0.00
	\$0.00	\$228.00	\$0.00
Caffe Dallucci			
	Total	Total	Total
Cash/Credit/Gift			
Group Sales Non Tax	\$22,002.59	\$28,868.95	\$29,157.67
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$44,603.46	\$52,249.68	\$54,337.76
Subtotal	\$1,909.82	\$6,762.00	\$8,604.69
	\$68,515.87	\$87,880.63	\$92,100.12
Concessions / Flowers Hall			
	Total	Total	Total
Cash/Credit/Gift			
Group Sales Non Tax	\$44,038.62	\$51,816.00	\$66,465.75
Declining Balance	\$0.00	\$0.00	\$0.00
Board	\$4,971.16	\$6,154.00	\$5,520.89
Subtotal	\$0.00	\$0.00	\$0.00
	\$49,009.78	\$57,970.00	\$71,986.64
Panda			
	Total	Total	Total
Subcontractor Income	\$295,040.56	\$359,225.20	\$411,917.42
Board	\$0.00	\$0.00	\$0.00
Subtotal	\$0.00	\$0.00	\$0.00
	\$295,040.56	\$359,225.20	\$411,917.42