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**REQUEST FOR PROPOSALS # 26-14
Laundry Equipment and Services
University of Maine System
ADDENDUM #2**

This addendum responds to additional questions submitted by vendors after addendum #1 was issued.

The University of Maine

University of Maine
at Augusta

Q1. Laundry revenue for University of Maine was listed as \$140k for FY 2013. The information provided suggests that the average for FY 2011 and 2012 is approximately \$215k. What is the reason for the drop in revenue?

University of Maine
at Farmington

A1. *We reported approximately \$50k short due to Black Bear Bucks run through readers. New revenue figures noted in A2 below.*

University of Maine
at Fort Kent

Q2. In regards to Q1, can you provide gross revenue by year for the University of Maine?

University of Maine
at Machias

A2. *FY 2012 \$197,619
FY 2013 \$193,033
FY 2014 \$186,334 (YTD 4/17/14)
These numbers exclude revenue from University Park*

University of Maine
at Presque Isle

Q3. In regards to Q1, based on student population what does the University of Maine expect the revenue to be in future years?

University of
Southern Maine

A3. *We expect laundry revenue to stay consistent for next 5 years at \$194k, and a one-time increase of 10% in year six to remain through the duration of the contract.*

Q4. Does the University of Maine plan to add more residence halls?

A4. *Yes, approximately 450 beds by 2019*

Q5. Does the University of Maine plan to take any residence halls offline?

A5. No

Q6. What is the gross revenue, per year, at University Park for the past three years?

A6. *FY 2011 \$10,696
FY 2012 \$11,586
FY 2013 \$12,966*

Q7. What is the current commission rate at the University of Maine, University of Southern Maine, and University of Maine at Farmington?

A7. *University of Maine: no current commission rate, lease machines on a monthly basis. USM: 58% of gross up to \$55k, 35% of gross over \$55k. UMF 46% of gross.*

Q8. What do the University of Maine, University of Southern Maine, and University of Maine at Farmington intend to charge students for a wash and dry?

A8. *University of Maine: \$1.25 cold wash, \$1.50 warm wash, \$1.75 hot wash, \$1.25 per dry. UMF: \$1.30 wash, \$1.30 dry, USM: \$1.50 wash, \$1.30 dry*

Q9. Can you confirm that the University of Maine will purchase and provide the new IP Blackboard readers?

A9. Yes

Q10. Can you confirm that Patch Hall at the University of Maine does not need equipment? It is listed as eight (8) washers and eight (8) dryers, therefore the University of Maine needs only 90 washers and 102 dryers.

A10. Yes

Q11. Can you confirm that Scott Hall West at the University of Maine at Farmington needs only four (4) washers and four (4) dryers? It is listed as five (5) of each, therefore UMF needs only 43 washers and 43 dryers.

A11. *Scott Hall West has four (4) washers and four (4) dryers in the basement as well as one (1) of each on the third floor for a total of five. UMF remains at a total of 44 of each.*

Q12. Can you confirm that with the closing of the Tower, the University of Southern Maine needs only 44 washers and 44 dryers?

A12. *Please refer to section 1.3 of the RFP, which states the contract shall cover the actual needs of the University throughout the term of the contract regardless of whether the numbers of washers and dryers are more or less than the quantities listed.*

Matthew J. Robinson
University of Maine System
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April 25, 2014