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**REQUEST FOR PROPOSAL # 2017-88
ATHLETIC CONCESSIONS
RESPONSE ADDENDUM #2**

May 12, 2017

This addendum responds to initial questions submitted by vendors.

The University of Maine

University of Maine
at Augusta

Q1. Can you please provide the current operators contract?

University of Maine
at Farmington

A1. See attachment "Concessions Agreement".

University of Maine
at Fort Kent

Q2. Can you provide three years of gross sales (broken down by concessions, suites, catering and alcohol) in each venue?

University of Maine
at Machias

A2. We can provide gross sales broken down by each event for FY 2016. Although this is not three years sales volume this does represent an average yearly volume. See attachments "Concession Events 2016, Sales Detail Hockey, and Sales Detail Football".

University of Maine
at Presque Isle

Q3. Is there any remaining buy-out of the current operators original investment?

University of
Southern Maine

A3. No, there is no current buyout.

Q4. Will the University of Maine entertain alternative deal structures?

A4. Yes, the University is open to alternative deal structures.

Q5. Please provide a copy of all sponsorship agreements that involve food and beverage.

A5. See attachment "Current Partners"

Q6. Can you provide a listing for all subcontractors currently operating at the venue?

A6. Moe's Barbeque

Papa John's

Q7. Please provide a copy of all menus for concessions, alcohol, and catering along with current pricing.

A7. See attachment "Menu Board Current Pricing".

Q8. What is the Catering Service Charge / Management Charge percentage presently?

A8. There is currently no catering service charge or management charge.

Q9. Does the University of Maine share in the Catering Service Charge / Management Charge?

A9. There is currently no catering service charge or management charge.

Q10. Can you provide floor plans for all food and beverage service and preparation areas?

A10. See attachments "ACAD-AE403, Alford Stadium Concessions, Alford 91 Addition West Concessions, and Mahaney Concessions".

Q11. Can you provide a summary of the current customer survey scores for the past two years relative to food services?

A11. See attachment "Concessions Survey".

Q12. Will the University allow the contractor to purchase soda/water under it's student dining pouring rights agreement?

A12. Yes

Q13. Please provide a listing of all equipment owned by the University.

A13. See attachment "Concessions Equipment 2017".

Q14. What is the Student Dining Card program called and if we accepted it at the athletic events what charges would we be responsible for?

A14. Student dining cards may not be used at athletic events for concessions. We do however have Black Bear Bucks that students can preload money on the card to be used at various locations.

Q15. Please provide CAD layouts of the food service areas in the sports venues.

A15. See attachments "ACAD-AE403, Alford Stadium Concessions, Alford 91 Addition West Concessions, and Mahaney Concessions".

Q16. Please provide a list of the current subcontractors being used as a part of the food service program.

A16. Moe's Barbeque, Papa John's

Q17. Is there a cooking kitchen available to us as a part of the sports venues?

A17. No

Q18. Please provide a listing of all events along with actual (gate count) attendance for the past three years.

A18. See attachment "Attendance History"

Q19. Is IT comfortable working on Interface with other POS companies/software?

A19. The POS equipment that is currently in the concessions area will be removed and the University will work with the new vendor to set up accordingly.

Q20. Can the POS back access be restricted to concessions and parties needing it can access only, not available to all entities?

A20. The POS equipment that is currently in the concessions area will be removed and the University will work with the new vendor to set up accordingly.

To request copies of specific attachments please send request to the email below:

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