

ADDENDUM # 6 TO RFP # 0059899

VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (Virginia Tech)
Procurement Department (MC 0333)
North End Center, Suite 2100
300 Turner Street NW
Blacksburg, Virginia 24061

DATE	NEW DUE DATE AND HOUR
December 10, 2019	December 20, 2019 at 3:00 PM

ADDRESS ALL INQUIRIES AND CORRESPONDENCE TO: John Spence, Buyer Senior
E-MAIL ADDRESS: jspenc@vt.edu TELEPHONE NUMBER (540) 231-3333
FAX NUMBER (540) 231-9628 AFTER HOUR MESSAGES (540) 231-6221

Athletic Concessions, Club and Suite Catering, and Performance Nutrition Services

1. Please see the attached responses to inquiries received about this RFP.
2. An **updated** Excel Workbook of Exhibits has been provided entitled RFP_0059899_Exhibits_Add6.
Please ensure you use this updated workbook when preparing your proposal.
3. All other terms, conditions and descriptions remain the same.
4. The due date and hour is now **December 20, 2019 at 3:00 PM.**

I acknowledge that I have read and understand this addendum in its entirety.

Signature

Date

1. Must all concession points of sale accept Hokie Pass?

RESPONSE: Yes, as stated in RFP Section VII.B.e.

2. What are the costs and fees associated with the Hokie Pass program?

RESPONSE: The commission rate is 3.5% processed on each transaction. Hokie Passport processes the merchant vouchers weekly. Voucher weeks consist of Friday-Thursday with vouchers being processed either by the following Monday at the latest. The Merchant connection fee is \$214.00 per location. Attached to this addendum is information regarding the equipment needed to process patron charges.

3. The RFP states "Virginia Tech encourages the use of fan-friendly menu pricing on core items at the Venues under a lower commission rate for those items." Exhibit A, Financial Proposal does not give a place for a lower commission percentage. How shall this option be listed in the proposal.

RESPONSE: A line has been added in Exhibit A for fan-friendly commission.

4. Shall Exhibit D Capital Investment include per year what we estimate the 2% gross sale capital project reserve fund will be?

RESPONSE: No, estimate is not needed.

5. The RFP states "Foodservice will be provided on Virginia Tech approved disposables that meets its approved sustainability plan." What are the requirements for recyclable, biodegradable, compostable, or renewable products?

RESPONSE: Concessionaires will provide food products, wrapping, and packaging materials that are recyclable and compostable to the maximum extent possible. The University is committed to minimizing waste and maximizing its recycling rate in accordance with the Virginia Tech Climate Action Commitment. See:
https://www.facilities.vt.edu/content/dam/facilities_vt_edu/sustainability/climate-action-commitment.pdf.

6. Are energy drinks included or excluded from the campus wide beverage contract with Coca-Cola?

RESPONSE: Energy drinks are included in the Coca-Cola contract.

7. For the Exhibits that are Spreadsheets/Excel Files, please provide editable files.

RESPONSE: RFP_0059899_Exhibits_Add6.xlsx is provided with this Addendum, this excel file is editable in the appropriate areas.

8. The Kitchen Equipment "Buy Out Book" does not include quantities for any line items. There are multiple units on site of several of the line items listed. Please provide quantity of each item.

RESPONSE: This Buy Out Book lists the individual pieces of equipment included in the Lane Stadium Kitchen for use by the selected vendor. There are no additional quantities as each asset listed in this buyout book is an individual asset.

9. The majority of the assets in Addendum #5 are listed in both "VIRGINIA TECH EQUIPMENT ASSETS UNDER THE CENTERPLATE CONTRACT" and "Virginia Tech assets as of 8/30/19" are professional, engineering, installation, and project management services, not equipment assets. Are these non-asset expenses part of the \$48,315 buyout?

RESPONSE: No. The \$48,315 buyout is equipment only. There is no charge for the services listed.

10. Several line items of the asset list in Addendum #5 listed as both "VIRGINIA TECH EQUIPMENT ASSETS UNDER THE CENTER PLATE CONTRACT" and "Virginia Tech assets as of 8/30/19" include multiple items. Example "refrigeration units," "warming drawers," etc. Please provide quantities for all items.

RESPONSE: A list of assets including quantities is attached to this addendum.

11. Several items included in the asset list in Addendum #5 listed as both "VIRGINIA TECH EQUIPMENT ASSETS UNDER THE CENTER PLATE CONTRACT" and "Virginia Tech assets as of 8/30/19" are broken, damaged, in a state of disrepair, or missing. Will these items be repaired and/or replaced?

RESPONSE: Proposers may include in their proposal a statement that equipment provided for use by Virginia Tech shall be in a fully functional state. Then, any repairs/replacement can be addressed during contract negotiations.

12. Per current Virginia Tech contract TS-001-14, Amendment #1, Schedule A, Centerplate was allowed to not have to pay commission on Baseball sales and Centerplate was to install \$5468.00 in kitchen equipment. Per the asset list in Addendum #5 to this RFP, listed as both "VIRGINIA TECH EQUIPMENT ASSETS UNDER THE CENTER PLATE CONTRACT" and "Virginia Tech assets as of 8/30/19" in the section labeled "2018 BASEBALL PAR- Taken Full Commission Relief" the only kitchen equipment listed is a "Portable Food Warmer" for \$407.11. Will the \$5060.89 in missing equipment be provided and/or installed?

RESPONSE: There is no missing equipment. The balance stated was used to buy a hood, a fryer, a fry warming station, a three compartment sink, and a hand sink. This equipment was purchased by Virginia Tech and will remain for the vendor.

13. Per current Virginia Tech contract TS-001-14, Attachment B Financial Consideration states that Centerplate is to contribute 1% of gross sales for Capital Expenses beginning in year 4. What has this 1% contribution been spent on? Either this equipment is not listed on the equipment list in Addendum #5 of this RFP, or Centerplate has been claiming depreciation on this equipment and the remainder is part of the \$48,315 buyout, when our interpretation is that the 1% is not subject to be paid back to Centerplate. Please clarify.

RESPONSE: The 1% is not part of the buyout and was used for maintenance of current equipment, repairs, and aesthetic upkeep.

14. Addendum #3, question 4 states there is a food truck. Upon our walk through of the space we were informed there is NOT a food truck. Please clarify.

RESPONSE: There is a location at baseball and the Hokie Village site for a food truck. Outside vendors are used for those areas.

15. Addendum #3, question 5 states there are 3 trailers. Upon our walk through we were informed there is only one trailer. Please clarify.

RESPONSE: The response in Addendum #3 was an error, there are two trailers, not three.

16. The ventilation hoods and fire suppression systems in Lane Stadium appear to be not cleaned or inspected. The filters are clogged, no cleaning tags affixed, and some missing fire suppression tags. Those that have them have old inspection dates. By law, these units require semi-annual or annual cleaning and inspection. Will these units be cleaned, inspected, re-certified, and if necessary repaired by Virginia Tech?

RESPONSE: : Proposers may include in their proposal a statement that equipment provided for use by Virginia Tech shall be in a fully functional state and in accordance with any and all regulatory requirements. Lane Stadium is subject to regular fire safety inspections, and passes those inspections. If the Proposer identifies any assets requiring re-certification of any type the University shall be notified, and will address those instances as needed.

17. Some grease traps and drain piping is currently clogged. The RFP states the concessionaire is responsible for maintaining all grease traps, sewer lines, and floor drains. As some of these are currently clogged or in a state of disrepair, will Virginia Tech clean and/or repair these prior to the award of a contract?

RESPONSE: Proposers may include in their proposal a statement that grease traps and draining piping are clear of blockages and in good repair. Then, any repairs/cleaning can be addressed during contract negotiations.

18. Some concession stands seem to have Ethernet connections/internet service. What infrastructure is currently in place? Is internet provided?

RESPONSE: Internet is available. Vendor may expand existing service at their option and expense.

19. The pizza sales are currently operated by a local Papa John's Franchisee. As Papa John's is a sponsored foodservice product, please provide contact info for the current operator.

RESPONSE: This is an individual contract with Center Plate. Can be negotiated by the new vendor.

20. Was there any existing equipment that remained on site upon commencement of Virginia Tech contract TS-001-14? If so, does any of this equipment still exist, and will it remain?

RESPONSE: There may be equipment from prior to TS-001-14, and if so it will remain. That said, no list of such equipment is available.

21. There are some concession stands with structural deficiencies, will these issues be repaired?

RESPONSE: It is the desire of the University for any such deficiencies to be addressed. Proposers may include in their proposal a statement that all food service areas provided for use by Virginia Tech shall be in good repair. Then, any repairs can be considered during contract negotiations.

22. The RFP states that Lane Stadium has "32 portable carts." Are these carts provided, or is it only locations for 32 concessionaire-provided carts?

RESPONSE: Portable carts belong to the individual vendors under an agreement with Centerplate. New vendor may make their own arrangements with outside vendors.

23. Per Addendum #3, Question #30 offerors may propose a different commission percentage for Alcohol Sales. Exhibit A Financial Proposal does not have a separate line for Alcohol Sales commission percentage. How shall this be listed? Or please provide an updated Exhibit A with separate line for Alcohol Sales.

RESPONSE: A line has been added in Exhibit A for Alcohol Sales commission percentage.

24. Is the facility/IT going to extend network infrastructure for connectivity to the different areas? Hardwired or wireless?

- Lane Stadium – GC
- Lane Stadium – Premium
- English Field @ Atlantic Union Bank Park – GC
- Cassell Coliseum – GC
- Student Athletic Performance Center

RESPONSE: Any plans to expand network infrastructure will be shared with the new vendor at the time implementation is scheduled.

25. Are there any expectations for the EPOS to integrate with ticketing, student dining cards, loyalty and/or alumni programs?

RESPONSE: Yes.

26. Will the three walk-in refrigeration units in Lane Stadium currently being used by Centerplate for concessions remain on site? One is installed in the concession storage warehouse, and two are on the lower floor of Concessions.

RESPONSE: Please refer to the Answer to question #10, and the associated attachment.

27. What commission does VT Dining/Personal Touch Catering currently pay on the club sales, and what do they pay on the suite sales?

RESPONSE: 12% of gross.

28. Exhibit F states total football attendance for 2018-19 at 278,107. Lane Stadium has a capacity of over 65,000. In 2018-19 four games sold out, and two additional games had an attendance of over 60,000 which alone results in over 380,000 attendees. Please clarify the attendance numbers.

RESPONSE: The 278,107 in Exhibit F is total tickets scanned in the 2018-19 season, the stated total attendance from www.hokiesports.com is total tickets sold for the 2018-19 season. There are many factors that could lead to fewer tickets scanned than sold, such as ticket holders not attending game(s), event staff not scanning the tickets as attendees enter Lane Stadium etc. The actual attendance number is somewhere in between, but it is not possible for the University to provide an exact count of attendees.

28. What is the Athletic Department charged per person by the current provider for the all-inclusive portion of the food offered in the North and South clubs.

RESPONSE: There is no charge per person, the Athletic Department is charged for the food served.

Equipment that would need to be purchased to process Hokie Passport Transactions:

VeriFone Trans 380-Card Swipe. Several vendors can be found online. Prices range from \$100-\$200.



VeriFone Trans 250-Printer. Several vendors can be found online. Prices range from \$60-\$150.



Trans 250 printer paper. Several vendors can be found online. Staples price is about \$30 for 10 rolls.

Virginia Tech assets as of 8/30/19

UNIT	ASSET	PAR	DESCRIPTION	#purchased
61575	26428	13BC03	REFRIGERATION UNITS/WORK TOPS	11
61575	26429	13BC03	WARMING DRAWERS: HALO HEAT	5
61575	26430	13BC03	CONVECTION STEAMERS: C'TOP	3
61575	26431	13BC03	HEATED HOLDING CABINETS	6
61575	26432	13BC03	DISPLAY & INFRARED WARMERS	8
61575	26433	13BC03	CONVEYOR OVENS/EQUIP STANDS	6
61575	26434	13BC03	HOT WATER DISPENSER: 10 GALLON	1
61575	26435	13BC03	STAND W/CASTERS FOR OVEN	1
61575	26436	13BC03	FOOD WARMERS	5
61575	26539	13BC03	REFRIGERATED TOPPING RAIL	1
61575	26540	13BC03	REFRIGERATORS: REACH-IN,1-DOOR	2
61575	26541	13BC03	SNEEZEGUARDS FOR BBQ DISPLAY	3
61575	26542	13BC03	SMOKER OVENS W/RACKS, GRILL	2
61575	26543	13BC03	EXHAUST HOODS	1
61575	26544	13BC03	SALAD BARS/SNEEZEGUARD	3
61575	26631	13BC03	SINKS/TABLE CABINET	6
61575	26632	13BC03	TABLE CABINETS/WORK TABLES/ETC	22
61575	26633	13BC03	TABLE CABINETS/SHELF/SINKS	18
61575	26634	13BC03	REFRIGERATED CTOP PREP STATION	1
61575	26635	13BC03	TENT: 10X10, TANGERINE	2
61575	26990	13BC03	HOT WATER DISPENSERS: 10 GAL	2
61575	27763	13BC03	GAS FIRED SMOKER	1
61575	28634	13BC03	ANSUL SYSTEM	1
61575	32111	13BC03	CHANGE OVEN GAS CONNECTIONS	1
61575	32185	13BC03	CUSTOM AWNINGS FOR PIZZA	2
61575	32186	13BC03	ROOF & COVERING FOR SMOKER	1
61575	32187	13BC03	AMSEC SAFE MODEL CE4524L	1
61575	32706	13BC03	POPCORN MACHINE/STAGING CABNT	1
61575	32961	13BC03	ROLLER GRILL: 50 DOG CAPACITY	1
61575	34117	13BC03	SMOKER	1

I, _____ (print name), authorized representative of _____ (print name of Proposer) have read and understood the terms and conditions of this request for proposal, _____ (have/have not) attended the pre-proposal meeting, have received addenda _____ (fill in addendum numbers), have made all necessary inspections of the proposed Facilities, agree to abide by all terms of this RFP and our attached proposal and agree to commence management of operations by July 1, 2020.

Concessionaire shall pay Owner the following Commissions and/or retain the following Management Fee and Net Profit Split and invest the following amount in accordance with their proposal submitted herewith..

Category	10 Year Commission Agreement	10 Year Hybrid Agreement (Commission and Profit Split)
Capital Investment	\$	\$
Owner Split of Net Profits	XXXXXXXXXX	%
Concession Sales	%	%
Fan-Friendly Menu Pricing Concession Sales	%	%
Alcohol Sales	%	%
Club Sales	%	%
Non-Exclusive Catering Sales	%	%
Subcontractor Income	%	%
Suite Sales	%	%
Reserve Fund	2.0%	2.0%
Student Athletic Performance Center Cost per Meal	\$	\$

Date _____

Authorized Signature _____

Signatory's Title _____

Proposer _____

Address _____

____ Corporation ____ Partnership ____ Joint Venture ____ Sole Proprietorship ____ Limited
Partnership Company

Incorporated in the State of _____

Currently licensed to do business in Virginia? ____ Yes ____ No

2020/2021 Season Estimates	Event Days	Attendance			Concourse Concessions, Hawkers and Portables				Subcontractor Gross Sales				Clubs		
		Average	Total		Attendance	Per Cap	Sales		Attendance	Per Cap	Sales		Attendance	Per Cap	Sales
Football (Including Spring Game)	8	53,000	424,000		402,118	\$ -	\$ -		402,118	\$ -	\$ -		16,282	\$ -	\$ -
Basketball, Men's	17	6,000	102,000		102,000	\$ -	\$ -		102,000	\$ -	\$ -		-	\$ -	\$ -
Basketball, Women's	17	3,000	51,000		51,000	\$ -	\$ -		51,000	\$ -	\$ -		-	\$ -	\$ -
Baseball	30	1,200	36,000		33,440	\$ -	\$ -		33,440	\$ -	\$ -		2,160	\$ -	\$ -
Softball	14	600	8,400		8,400	\$ -	\$ -		8,400	\$ -	\$ -		-	\$ -	\$ -
Concerts	0	-	-		-	\$ -	\$ -		-	\$ -	\$ -		-	\$ -	\$ -
Family Shows	0	-	-		-	\$ -	\$ -		-	\$ -	\$ -		-	\$ -	\$ -
Soccer/LaCrosse	15	500	7,500		7,500	\$ -	\$ -		7,500	\$ -	\$ -		-	\$ -	\$ -
Catering (Hokie Village)	8	2,500	20,000		20,000	\$ -	\$ -		20,000	\$ -	\$ -		-	\$ -	\$ -
Totals	109		648,900		624,458	\$ -	\$ -		624,458	\$ -	\$ -		18,442	\$ -	\$ -
	Suites				Non-Exclusive Catering				Total Food and Beverage Sales						
	Attendance	Per Cap	Sales		Attendance	Per Cap	Sales		Attendance	Per Cap	Sales				
Football	5,600	\$ -	\$ -		-	\$ -	\$ -		424,000	\$ -	\$ -				
Basketball, Men's	-	\$ -	\$ -		-	\$ -	\$ -		102,000	\$ -	\$ -				
Basketball, Women's	-	\$ -	\$ -		-	\$ -	\$ -		51,000	\$ -	\$ -				
Baseball	400	\$ -	\$ -		-	\$ -	\$ -		36,000	\$ -	\$ -				
Softball	-	\$ -	\$ -		-	\$ -	\$ -		8,400	\$ -	\$ -				
Concerts	-	\$ -	\$ -		-	\$ -	\$ -		-	\$ -	\$ -				
Family Shows	-	\$ -	\$ -		-	\$ -	\$ -		-	\$ -	\$ -				
Soccer/LaCrosse	-	\$ -	\$ -		-	\$ -	\$ -		7,500	\$ -	\$ -				
Catering (Hokie Village)	-	\$ -	\$ -		-	\$ -	\$ -		20,000	\$ -	\$ -				

Position	Salary	Hourly Total Annual Wages
General Manager	\$ -	\$ -
Assistant General Manager	\$ -	\$ -
Catering Sales Manager	\$ -	\$ -
Catering Manager	\$ -	\$ -
Concessions Manager	\$ -	\$ -
Assistant Concessions Manager	\$ -	\$ -
Concessions/Vending Manager	\$ -	\$ -
In-Seat Manager	\$ -	\$ -
Concourse Supervisors	\$ -	\$ -
Club Manager	\$ -	\$ -
Assistant Bar Manager	\$ -	\$ -
Warehouse Manager	\$ -	\$ -
Suite Manager	\$ -	\$ -
Suite Catering Supervisor	\$ -	\$ -
Executive Chef	\$ -	\$ -
Executive Sous Chef	\$ -	\$ -
Kitchen Manager	\$ -	\$ -
Office Manager	\$ -	\$ -
Human Resources & Training Manager	\$ -	\$ -
Assistant Human Resources & Training Manager	\$ -	\$ -
Not for Profit Manager	\$ -	\$ -
Add Any Additional Staff Required		
2020 Totals	\$ -	
Projected Annual Increase	0.0%	

AREA	AMOUNT Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals
Team Dining											
Millwork/Stainless Steel/Counters/Cabinetry	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Leasehold Improvements	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Smallwares	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Rolling Stock/Portables	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Team Dining Sub Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Commissary/Kitchen/Offices											
Millwork/Stainless Steel/Counters/Cabinetry	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Leasehold Improvements	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Smallwares	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Rolling Stock/Portables	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Commissary/Kitchen/Offices Sub Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Concessions/Vending											
Millwork/Stainless Steel/Counters/Cabinetry	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Leasehold Improvements	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Smallwares	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Portables	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Concessions/Vending Sub Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Suites											
Leasehold Improvements	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Smallwares	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Portables	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Suite Sub Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Clubs											
Millwork/Stainless Steel/Counters/Cabinetry	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Leasehold Improvements	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Smallwares	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Portables	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Clubs Sub Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Miscellaneous											
Central CO2 System	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
POS System	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Transportation Equipment	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Uniforms	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Final Utility Connections	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Design and Engineering Fees	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Contingency	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Freight and Installation	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Miscellaneous Sub-Total	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
TOTAL CAPITAL INVESTMENT	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$

	Pre Opening	2020		2021		2022	
	Expenses	\$	%	\$	%	\$	%
Sales							
Concessions	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Clubs	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Catering	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Suites	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Team Dining	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Sales Total	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other Income							
Sub Contracted Food	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Sub Contractor Payout	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Service Charges	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Service Charge Payout	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other Income Total	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Total Gross Receipts	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Product Cost							
Concessions	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Clubs	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Catering	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Suites	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Team Dining	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Total Product Cost	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Payroll							
Management	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Concessions	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Clubs	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Suites	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Catering	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Team Dining	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Office	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Security	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Warehouse	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Training	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Taxes & Benefits	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Total Payroll	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%

Other Operating Expenses							
Advertising & Classifieds	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Alarm	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Armored Car Service	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Audit Fees	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Bank Charges	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Bond Expense	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Brand Franchise/Royalty Fees	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Cleaning Supplies	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Credit Card Fees	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Design Fees	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Dues/Subscriptions	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Entertainment	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Equipment Rental	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Flowers/Music	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Ice	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Insurance	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Laundry/Linen	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Marketing	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Menus	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Office Expenses	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Other	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Overages/Shortages	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Paper Supplies	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Pest Control	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Postage/Freight	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Printing	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Professional Fees	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Recruiting Expense	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Relocation Expense	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Repairs & Maintenance	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Replacements	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Taxes and Licenses	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Telephone	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Travel and Meals	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Uniforms	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Utilities	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Vehicle Expense	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Total Other Operating Expenses	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Operating Profit	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Commission							
Concessions		\$ -		\$ -		\$ -	
Clubs		\$ -		\$ -		\$ -	
Suites		\$ -		\$ -		\$ -	
Catering		\$ -		\$ -		\$ -	
Subcontractor Income		\$ -		\$ -		\$ -	
		\$ -		\$ -		\$ -	
Commission Total		\$ -		\$ -		\$ -	
Depreciation	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Contract Profit	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Profit Split Concessionaire	\$ -	\$ -	0.0%	\$ -	0.0%	\$ -	0.0%
Net Profit to Virginia Tech	\$ -	#REF!	0.0%	#REF!	0.0%	#REF!	0.0%
Annual Inflation		0.0%					

	2018-19					
Athletics	# of Events	Total Attendance	Food & Beverage Sales	Beer/Wine Sales	Subcontractor Income	Total Sales
Football (inc Spring Game)	8	278,107	\$ 1,192,763		\$ 84,043	\$ 1,276,806
Men's Basketball	16	81,080	\$ 183,730		\$ 15,076	\$ 198,807
Women's Basketball	18	15,300	\$ 38,901		\$ 3,214	\$ 42,115
Men's Soccer	8		\$ 2,563			\$ 2,563
Women's Soccer	8		\$ 3,899			\$ 3,899
Graduations	5		\$ 40,127		\$ 1,128	\$ 41,255
Volleyball	11		\$ 8,026			\$ 8,026
Track	10		\$ 5,484			\$ 5,484
Baseball	30		\$ 44,446	\$ 17,667	\$ 27	\$ 62,140
Special Olympics	1		\$ 1,399			\$ 1,399
Lacrosse	9		\$ 1,749			\$ 1,749
Wrestling	5		\$ 24,654		\$ 870	\$ 25,524
Softball	14		\$ 9,028			\$ 9,028
Athletics Subtotal	143	374,487	\$ 1,556,771	\$ 17,667	\$ 104,357	\$ 1,678,795
	2017-18					
Athletics	# of Events	Total Attendance	Food & Beverage Sales	Beer/Wine Sales	Subcontractor Income	Total Sales
Football (inc Spring Game)	7		\$ 1,278,647			\$ 1,278,647
Men's Basketball	17		\$ 184,271			\$ 184,271
Women's Basketball	15		\$ 30,153			\$ 30,153
Men's Soccer	9		\$ 6,619			\$ 6,619
Women's Soccer	8		\$ 3,892			\$ 3,892
Graduations	6		\$ 58,018			\$ 58,018
Volleyball	13		\$ 11,434			\$ 11,434
Baseball	19		\$ 38,004	\$ 9,801		\$ 47,805
Lacrosse	11		\$ 2,548			\$ 2,548
Wrestling	4		\$ 7,130			\$ 7,130
Softball	12		\$ 4,427			\$ 4,427
Total Subcontractor					\$ 101,538	\$ 101,538
Athletics Subtotal	121	0	\$ 1,625,143	\$ 9,801	\$ 101,538	\$ 1,736,482