

Revenue Producing Vendor Contracts by Institution

Institution: ASU-IONESBORO

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request; defined as flow backs, kick backs, add ons, turn backs, etc.	
							Infrastructure Improvements	Scholarships /Donations	Other		
ARAMARK/Philadelphia, PA	Food Service	RFP	Jul-09	Jul-11	8		2,500,000	6,500	15,500	Scholarships, Catering fund	Benefits according to the BLR survey request; defined as flow backs, kick backs, add ons, turn backs, etc.
			Meal Plan Total Expenditures for FY2011:			-2,647,040.00					
			Meal Plan Commissions Received for FY2011:			0.00					
			Catering Total Expenditures for FY2011:			-491,624.75					
			Catering Commissions Received for FY2011:			62,640.00					
Barnes Book Association	Bookstore	RFP	Jul-10		1		73,953.88	10,000.00		Scholarships	
PepsiAmericas	Pouring Rights	RFP	Sep-06		5		32,759.25		39,500	marketing, product donations	
Earl Gill	Vending	Bid	Aug-08		3		1,623.31				

Please give a brief description of each of your contracts in its entirety. For example, if you have a seven-year contract that began in 2002 and was extended another ten years in 2009, include those terms from the 2002 contract and the terms of the extension negotiated/proposed in 2009. If you have a renewal of a contract that begins in 2011-12, please give a brief description of the terms of the renewal.

* The current contract with Aramark provides for \$2,500,000 to be used for construction of a new dining facility. These funds were contingent upon the University obtaining financing for the remaining amount to construct the dining facility. Currently the university has obtained other financing, however, none of the \$2,500,000 has been received. Construction is expected to begin in March 2012.

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas, Fayetteville

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Scholarships /Donations	Other	Describe	
Charwells/Compass Group/Delaware	Food Service	RFP	01/01/1998	02/19/2008	13		\$ 12,000		Awarded to student food service employees	
				Meal Plan Total Expenditures for FY2011: \$ (13,209,639)						
				Meal Plan Commissions Received for FY2011: \$ (418,584)						
				Catering and Others* Commissions Received for FY2011: \$ 837,625						
Charwells/Compass Group/Delaware	Food Service	RFP					\$ 15,550		\$ residence hall meal plans scholarships	
Charwells/Compass Group/Delaware	Food Service	RFP					\$ 4,640		10 commuter meal plans scholarships	
Charwells/Compass Group/Delaware	Food Service	RFP					\$ 38,110		Funds for catered events	
Charwells/Compass Group/Delaware	Food Service	RFP					\$ 11,950,000		Food Service areas described below	
	Beverage Sponsorship/Vending:									
Coca-Cola/Delaware & Great Plains Bottling/Oklahoma	Sponsorship	Negotiated	07/01/2002		9	\$ 719,000				
Coca-Cola/Delaware & Great Plains Bottling/Oklahoma	Vending	Negotiated	07/01/2002		9	\$ 321,283				
Coca-Cola/Delaware & Great Plains Bottling/Oklahoma	Promotional Fund	Negotiated	07/01/2002		9	\$ 20,000				
Stadeko/Delaware Charwells/Compass Group/Delaware	Athletic Concessions	RFP	07/01/2000	07/01/2011	11	\$ 740,391	\$ 1,350,000		construction and upgrades of concession facilities	
Charwells/Compass Group/Delaware	Athletic Catering	Negotiated	08/01/2002	07/01/2011	9	\$ 80,506	\$ 225,000		purchase of kitchen equipment	

The food service contract entered into 1/1/1998 as a result of a request for proposals had an initial payment to the institution of \$4,450,000 for improvement to the food service area. The negotiated renewal on 9/1/2002 included an investment of \$2,500,000 to the food service area. The negotiated renewal on 2/19/2008 included a \$1,000,000 investment in the food service area. Pending 2011 - 2017, a \$2,000,000 investment in the food service area with no contract extension.

* Other includes conference commissions, non-University catering commissions, cash commissions, and rent.

The beverage sponsorship/vending contract entered into 7/1/02 expires 6/30/12. An RFP is being used for selection of the next vendor.

The athletic concessions agreement was entered into as a result of an RFP. The agreement provided for an initial investment of \$830,000 that was used for the construction of concession facilities, and an annual investment of \$50,000 in years 3-12 for up concession facilities and equipment. The agreement was extended on 7/1/2011 for the period of 1 year, in order for the department to complete its facilities master planning process, which will provide for additional revenue generating opportunities over concessions agreement. The athletic catering agreement was negotiated with the campus food service vendor after it was determined the athletic concessions vendor was unable to meet the catering needs of the department, due primarily to lack of adequate food prep areas. The catering agreement provided for an initial investment of \$225,000 that was used to purchase kitchen equipment. This agreement was also extended on 7/1/2011 for the period of 1 year, in order to complete the facilities master planning process. An RFP process will be used for the selection of new concessions and catering vendors in 2012.

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas at Pine Bluff

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms	Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
THOMPSONS HENCKELS, VS	Food Service	RFP	7/1/2003-2010	7/1/2010-6/30/2017	8 YRS/1 EXT.		Infrastructure Improvements \$1,530,000.00 Scholarships/Donations 3016,062.00 Other \$466,506	NONE
				Meal Plan Total Expenditures for FY2011:		(2,784,305)		
				Meal Plan Commissions Received for FY2011:				
				Catering Total Expenditures for FY2011:				
				Catering Commissions Received for FY2011:		43,708		
Fallitt /Oak Brook, IL	Bookstore	RFP	Jan. 1996-Dec. 2003		14 yrs (see below)*	\$90,000/yr.	10% discount to faculty on purchases over \$1,000 excluding books	\$50,000 investment to improve the store to include furniture, point-of-sale equipment; A/E services, cabling and infrastructure, lighting, floor and wall improvements
Coke/Little Rock, Ar.	Pouring Rights	GC Agreement	Feb/4/2002	JAN 2004- Dec 2011	10 yrs (see below)**	\$23,174.89	Donations to the Athletic Prog. \$434,500	25% on vending commissions
							Term donation to Athletics	
							Display trademark on tickets	Purchase of tickets; marketing;
							Exclusive vending rights	Powernade and eggs for team
								Cases of coke product valued at \$1,500
Mid Ark /Little Rock, AR	Vending	Product Survey**	1998	07/01/2011	13 years	\$14,000/yr**	App. 20% commission from sale of snacks	NA

PRODUCT SURVEY

* Explanation of Method of Procurement for Vending Services: The State's position under the Ed Erskelen Adm. Was that bid were not required since we made no payment to the provider. Thus, we conducted an on campus survey based on mutual benefit of product.

Mid Ark Vending rated highest in the survey. The ratio of product sold to product liability affects the commission received by UAPB. There were also other challenges with securing other company's equipment as the University is without any liability for the vendor's equipment. This also impacted our decision to go with Mid Ark Vending.

** Average annual commission for Snacks app. \$14,000 all locations

THOMPSONS HOSPITALITY EXPLANATION

RE: **Additional Contract Terms****

All is projected over the 7 year contract: Scholarships- includes \$20,000/annual plus meal scholarships for 7 years

**Actual Scholarship funds received for Contract Period FY2003-FY2010 was \$47,875.68

INFRASTRUCTURE-AS NEEDED
\$900,000 Davis Union
325,000 JBJ
325,000 Delta
\$1,550,000

Other includes : small equipment purchases as updates are necessary and a vehicle for delivery as well as Wellness Education

FOLLETTE EXPLANATION - We will enter a new agreement based on the RFP starting Jan 2012 for 7 years

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas at Monticello

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Infrastructure Improvements	Scholarships /Donations	Other	Describe
Anmark	Food Service	RFP	07/01/2009	05/20/2011	2		\$ 250,000.00			
			Meal Plan Total Expenditures for FY2011: \$ (1,024,617.78)							
			Meal Plan Commissions Received for FY2011: \$ -							
			Catering Total Expenditures for FY2011: \$ (132,830.03)							
			Catering Commissions Received for FY2011: \$ 10,628.00							
N/A	Bookstore	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Coca-Cola	Pouring Rights	RFP	02/04/2002	N/A	9	\$ 11,479.98	\$ 60,000.00		Sponsorship fees	
Automatic Vending of Arkansas, Inc.	Vending	RFP	11/29/1999	N/A	12	\$ 2,061.67	N/A	N/A	N/A	

Brief Description:
 Anmark - Infrastructure improvements include financial commitment of \$250,000 for renovating retail restaurant space in the University's library building (\$200,000) as well as catering facility improvements (\$50,000). This financial commitment is being amortized over 120 months and any amount not fully amortized by the end of the contract term is required to be paid back to Anmark by the University.
 Coca-Cola - Original contract began in 2002 running for a period of 10 years. Sponsorship fees were paid in annual installments through Year 5 of the contract (2007). RFP process is currently underway for pouring rights due to the expiration of this contract in February 2012.

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas at Little Rock

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Infrastructure Improvements	Scholarships/Donations	Other	
Sodexo, Buffalo, NY	Food Service	RFP	07/01/2008	07/01/2011	3		\$ 130,000			
Barnes & Noble (Baskinridge, NJ)	Bookstore	RFP	07/01/1992	07/01/2011	19		\$ 19,840			
Pepsi (Little Rock, AR)	Pouring Rights	RFP	01/01/2003	01/01/2010	9		\$ 10,000	\$ 45,821	Commissions	
No current contract	Vending									

Sodexo - In FY09, UALR solicited RFPs for foodservices on campus, received several bids and selected Sodexo as the best bidder. Sodexo's bid included provisions to compensate UALR a commission of 10% of net undiscounted sales, annual support of \$100,000 for support of the Donaghey Center, \$8,000 for the Chancellor's Fund, \$5,000 for the VCESS fund, and \$2,000 for the SGA fund. In addition, Sodexo committed to invest \$60,000 in equipment and renovation for the foodservice area. In contract negotiation for FY11, Sodexo's agreement was to pay \$150,000 for unrestricted auxiliary use. Starting July 1, 2011, UALR enacted mandatory meal plans for all resident hall students which gave Sodexo a more stable base to spread fixed costs over. To capitalize on this change, the University agreed to extend the contract three additional years to June 30, 2018, in return for Sodexo's agreement to provide \$150,000 in unrestricted support annually and a one time unrestricted contribution of \$500,000 in September 2011.

Barnes & Noble - In FY04, UALR solicited RFPs for book/leaving vendors, received several bids, selected Barnes & Noble as the best bidder and entered into a 5 year contract. This original contract included provision to compensate UALR for book sales in years 1 through 5 \$325,000, \$325,000, \$350,000, \$375,000 & \$425,000 respectively and \$6,000, \$6,000, \$10,000 & \$10,000 for copying sales. This contract was amended to add two additional years and expired June 30, 2000. In FY00, UALR solicited bids for book vendors, received several bids, selected Barnes & Noble as the best bidder and entered into a 7 year contract scheduled to expire June 30, 2007. This contract included provision to compensate UALR the greater of a guaranteed amount of \$300,000 annual in years 1 through 7, or 5% of sales up to \$3.5 million and 10.5% of sales greater than \$3.5 million. Additionally, Barnes & Noble agreed to spend up to \$68,000 to renovate the Bookstore sales area and to annually donate \$10,000 to an unrestricted fund and to fund 9 full-time book scholarships. Prior to the end of this contract, the University agreed to extend the contract period to June 30, 2013 with all of the existing financial commitments plus Barnes & Noble's one time donation of \$200,000 the UALR unrestricted fund. Provision of this extension modified the percentage of sales to 10% of sales up to \$4.0 million and 11% of sales over \$4.0 million. Effective July 1, 2011, this agreement was extended to June 30, 2020, in exchange for a commitment of up to \$100,000 in renovations to the Bookstore sales area, a one time \$350,000 donation, which was used on a new student foodservice facility and increases in sales commissions to 11% up to \$4.0 million and 12% of sales over \$4.0 million. All of the other existing financial commitments remained in force.

Pepsi - In FY03, UALR solicited RFPs for sole pouring rights to beverage services on campus, received bids from Coke and Pepsi and selected Pepsi as the best bidder. Pepsi's bid included year 1 funding of \$520,000 in unrestricted support, \$100,000 in guaranteed commissions, \$10,000 for scholarships and 600 cases for free products. In years 2-7, the bid provided \$100,000 in guaranteed commissions, \$20,000 in unrestricted support, \$10,000 for scholarships and 600 cases of free products. At the end of this seven-year contract, the University advertised again for sole pouring rights and received bids from Pepsi and Coke, with Pepsi being the highest bidder. The terms of this contract provided for annual support of \$170,000 in unrestricted support, \$20,000 in athletic sponsorships, \$10,000 for scholarships, \$5,000 for campus activity products, \$5,000 for sustainability / recycling initiatives and estimated annual commissions of \$65,300. The current contract will expire 12/31/2017.

Revenue Producing Vendor Contracts by Institution

Institution: Arkansas Tech University

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Infrastructure Improvements	Scholarships /Donations	Other	
Chartwells/North Carolina	Food Service	RFP	07/01/1996	07/01/2004	15	(2,796,538)				
				Meal Plan Total Expenditures for FY2011:		-				
				Meal Plan Commissions Received for FY2011:		(222,259)				
				Catering Total Expenditures for FY2011:		18,567				
Coca Cola/Arkansas	Pouring Rights	RFP	07/01/2000	07/01/2007	11	40,590				
Midwest-Canteen/Arkansas	Vending	RFP	08/20/2001	08/20/2011	10	2,357				
SBA Towers II/Obea Raton, FL	Communication	Lease	05/03/2006	no extension	5	15,000				

The food service contract extension entered into 7-1-2004 provided an additional \$1,250,000 of the original contract to the institution to fund certain improvements. An amendment on 7-1-2010 provided for a sum of \$1,270,000 to fund dining service capital needs without an extension in years.

The pouring rights contract entered into on 7-1-2000 included a sponsorship fee for promotional rights of \$30,000 upfront and Bonus funding based on total yearly volume (6300 cases = \$8,000, 6500 = \$10,000, 6800 = \$512,000, 7100 = \$14,000).

The renewal entered into on 7/1/2001 included an agreement to pay the university for sponsorship fees an aggregate of \$95,000 (year one - \$65,000, year two through year 5 \$2,500 each year for capital expenditures as directed by the university).

EXHIBIT B-8

Revenue Producing Vendor Contracts by Institution

Institution: University of Central Arkansas

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms		Benefits
							Scholarships /Donations	Other	
ARABARK/Philadelphia, PA	Food Service	RFP	6/1/2005	5/26/2011	6	"See below"	2005 contract to present = \$2,970,000 (student center expansion, concessions food cart, Starbucks, Einstein's, Java City, one card software). Current extension includes an amount not to exceed \$100,000 for equipment replacement. Prior years also included equipment replacement dollars if needed. There are projects from previous contracts that are still being included by ABA. The total amount for current and previous contracts with interest is over \$6.7 million.	Current extension = Campus catering \$17,500; 1,000 meal tickets	From time to time food and drinks will be provided for special functions at no charge, an example is welcome week for students. From time to time ARA will provide food at a discounted rate for special occasions such as campus fundraisers. The UCA police eat at no charge in the dining hall. ABA has a separate \$15,000 contract for sponsorship with the Athletic Dept. through the Foundation which also provides food and drink options.
						Meal Plan Total Expenditures for FY2011** (5,182,166)			
						Meal Plan Commissions Received for FY2011** 7,261,466			
						Meal Plan Revenue & Commissions less Expenses to ARA: 2,075,300			
						Catering Total Expenditures for FY2011: (376,973)			
						Catering Commissions Received for FY2011: 116,945			
							\$18,000 annually (\$15,000 unrestricted, \$3,000 book scholarship); 2007 one-time unrestricted donation \$150,000		From time to time products will be provided to students in need or for door prizes for campus events.
Barnes & Noble**/Basking Ridge, NJ	Bookstore	RFP	7/1/2007	7/1/2011	4	350,000	2011 Bookstore upgrades = \$60,000	Campus Bookstore	
Pepp's/North Little Rock, AR	Pouring Rights	RFP	6/1/2003	No extensions*	8	50,000		Exclusive pouring rights and drink vending	
Imperial/Utica, OK	Yending	RFP	7/1/2009	7/1/2011	2	13,019		Snack vending	
American/Woburn, MA	Cell Tower Lease	RFP/ABA Lease	7/1/2010	No extensions*	2	8,045		Wireless Tower Service	
Verizon(AT&T)/Folsom, CA	Cell Tower Lease	ABA Lease	7/1/2011	No extensions*	6 months			Wireless Tower Service	
AT & T/Cingular)/Smyrna, NY	Cell Tower Lease	ABA Lease	5/21/2004	5/21/2009	7	67,349		Wireless Tower Service	
T-Mobile/Bellevue, WA	Cell Tower Lease	ABA Lease	6/14/2010	2/23/2011	1	3,582		Wireless Tower Service	
Enterprise/North Little Rock, AR	Fleet Car Leasing	RFP	1/10/2005	7/1/2009	6	8,096		Campus Van & Car Rentals	
Allied Cellular Associates of Ark, LMT, Partnership Little Rock, AR	Cell Tower Lease	ABA Lease	6/24/2004	No extensions*	7	37,230		Wireless Tower Service	
LRG, Inc/Holland, MI (Licensing Resource Group)	Arhletic Trademark	Negotiated	1/1/2004	1/1/2012 Ann Ext	8	18,932		Licensing of athletic trademark	
Arkansas Federal Credit Union, Jacksonville, AR	ATM	Negotiated	9/1/2009	7/1/2011	2	600		Placement of ATM in Student Center	
Bank of the Ozarks, Little Rock, AR	ATM	RFP	5/20/2003	7/1/2011	8	600		Placement of ATM in Student Center	
First Security Bank, Conway, AR	ATM	Negotiated	8/14/2007	7/1/2011	4	600		Placement of ATM in Student Center	
Regions Financial Corp., Hoover, AL	ATM	RFP	9/1/2002	7/1/2011	9	600		Placement of ATM in Student Center	
Simmons First National Bank, Conway, AR	ATM	Negotiated	1/23/2008	7/1/2011	4	600		Placement of ATM in Student Center	

**Meal plan revenues of \$6,890,804 from student meal plans, plus commissions of \$370,662 sales.

*No extensions-Alltel/Verizon: start date of 7/1/2011 end date of 05/31/2016 with automatic renewals for 4 additional 5 year periods

*No extensions-American: start date of 8/30/2010 end date of 8/30/2015 with automatic renewals for 4 additional 5 year periods

*No extensions-Page1 contract is a ten year contract with no extensions.

Revenue Producing Vendor Contracts by Institution

Institution:

SOUTHERN ARKANSAS UNIVERSITY

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.	
							Infrastructure Improvements	Scholarships /Donations	Other		
ARAMARK CORPORATION	Food Service	RFP	01/02/2003	07/01/2008	9		95,000				
				Meal Plan Total Expenditures for FY2011:		\$ (1,249,884)					
				Meal Plan Commissions Received for FY2011:		\$ 54,177					
				Catering Total Expenditures for FY2011:		\$ (183,120)					
				Catering Commissions Received for FY2011:		\$ 6,127					
Follett Higher Education Group	Bookstore	RFP	04/27/1999	05/01/2011	12		25,000	21,000	100,000	One-time cash payment	
Follett Higher Education Group	"										
Magnolia Coca-Cola Bottling Company	Pouring Rights	Bid	01/03/2005	N/A	6		45,000		70,000	Cash payments over contract	
Magnolia Coca-Cola Bottling Company	Pouring Rights										

The Food Service contract is scheduled to go out by an RFP in the Spring of 2012. The first contract ran for five years and was rebid by an RFP in the January of 2008. The 2008 contract included \$95,000 in food service improvements. The Bookstore contract began in 1999 through a RFP and was renewed in December 2002 based on an RFP. The contract was extended in 2011 as the result of an RFP. This contract included a \$190,000 cash payment, \$3,000 per year in scholarships and \$25,000 of improvements. The Pouring Rights contract is scheduled to be issued in 2012 through an RFP process.

Revenue Producing Vendor Contracts by Institution

Institution: Henderson State University

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	Most Recent Extension Date	Total Years Contract Has Been In Force (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.	
							Infrastructure Improvements	Scholarships /Donations	Other		
ARAMARK/Philadelphia, PA	Food Service	RFP	Jul-03	Jul-11	8		2,500,000	6,500	15,500	Scholarships, Catering fund	
			Meal Plan Total Expenditures for FY2011:				-2,647,040.00				
			Meal Plan Commissions Received for FY2011:				0.00				
			Catering Total Expenditures for FY2011:				-491,624.75				
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PepsiAmericas	Fouring Rights	RFP	Sep-06		5		32,759.25		39,500	marketing, product donations	
Earl Gill	Vending	Bid	Aug-08		3		1,623.31				

Please give a brief description of each of your contracts in its entirety. For example, if you have a seven-year contract that began in 2002 and was extended another ten years in 2009, include those terms from the 2002 contract and the terms of the extension negotiated/proposed in 2009. If you have a renewal of a contract that begins in 2011-12, please give a brief description of the terms of the renewal.

* The current contract with Aramark provides for \$2,500,000 to be used for construction of a new dining facility. These funds were contingent upon the University obtaining financing for the remaining amount to construct the dining facility. Currently the university has obtained other financing, however, none of the \$2,500,000 has been received. Construction is expected to begin in March 2012.