

HANDOUT 1

Revenue Producing Vendor Contracts by Institution

Institution:

Arkansas Northeastern College

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	
							Infrastructure Improvements	Scholarships /Donations	Other		
Follett Higher Education Group (Illinois)	Bookstore	Bid	07/01/1993	07/01/2011	18	61,303	N/A	N/A	N/A	Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.	
Burch Food Services (Missouri)	Vending	Bid	08/01/2007	08/01/2011	4	3,009	N/A	N/A	N/A		
			Meal Plan Total Expenditures for FY2011:								
			Meal Plan Commissions Received for FY2011:								
			Catering Total Expenditures for FY2011:								
			Catering Commissions Received for FY2011:								

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 original contract with Follett Higher Education Group had a five-year term, automatically self-renewing in 1-year increments unless cancelled by either party, the original contract is still in force. The current contract with Burch Food Services had a two-year term, automatically self-renewing in 2-year increments unless cancelled by either party.

Revenue Producing Vendor Contracts by Institution

Institution: ASU-Mountain Home

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	
	Food Service								
			Meal Plan Total Expenditures for FY2011:						
			Meal Plan Commissions Received for FY2011:						
			Catering Total Expenditures for FY2011:						
			Catering Commissions Received for FY2011:						
Follett/Illinois	Bookstore Pouring Rights Vending	RFP	07/01/1999		11	\$45,298.25	\$92,000		Contract is part of ASU Jonesboro agreement with Follett. Infrastructure was for initial construction of bookstore on ASUMH campus.

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 began in 2011-12, please give a brief description of the terms of the renewal.

Revenue Producing Vendor Contracts by Institution

Institution: ASU-Newport

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	
	Food Service									
					Meal Plan Total Expenditures for FY2011:					
					Meal Plan Commissions Received for FY2011:					
					Catering Total Expenditures for FY2011:					
					Catering Commissions Received for FY2011:					
	Bookstore									
	Pouring Rights									
	Vending									
	NONE									

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.

Revenue Producing Vendor Contracts by Institution

INSTITUTION: NorthWest Arkansas Community College

Vendor/Location	Purpose	Method of Procurement	Contract Date	Most Recent Extension Date	Total Contract Years (including extensions)	Contract Amount FY2010-11	Additional Contract Terms			Benefits
							Infrastructure Improvements	Scholarships Donations	Other	
Aramark	Food Service	RFP	7/2006	7/2009	7 Years	(\$121,836.00)	None	None	None	Subsidy
Meal Plan Total Expenditures for FY2011: N/A										
Meal Plan Commissions Received for FY2011: N/A										
Catering Total Expenditures for FY2011: N/A										
Catering Commissions Received for FY2011: N/A										
Coca-Cola	Pouring Rights	RFP	8/2009	No Extension	7 Years	\$65,985.00	None	\$2000/ \$10,000	None	Product Donation
Simmons Bank	ATM	RFP	3/2008	6/2011	7 Years	\$485.00	None	None	None	Marketing Rights
Barnes & Noble	Bookstore	RFP	7/2006	7/2009	7 Years	\$340,139.00	None	None	None	\$3.5/transaction Guarantee or % whichever greater

Please give a brief description of each of your contracts in its entirety. For example, if you have a ten-year contract that began in 1999-00 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.

Revenue Producing Vendor Contracts by Institution

Institution: COLLEGE OF THE OUACHITAS

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	
		NONE							Scholarships	

Please give a brief description of each of your contracts in its entirety. For example, if you have a ten-year contract that began in 1999-00 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.

Revenue Producing Vendor Contracts by Institution

Institution: OZARKA COLLEGE

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	
N/A provided in-house	Food Service									
				Meal Plan Total Expenditures for FY2011:						
				Meal Plan Commissions Received for FY2011:						
				Catering Total Expenditures for FY2011:						
				Catering Commissions Received for FY2011:						
N/A provided in-house	Bookstore									
PeppAmerica/AR	Pouring Rights	bid	08/01/04 - 08/01/09	08/01/2009 - 08/01/12	8	5,750				Original contract was a five year contract beginning Aug 2004. Terms included a one-time payment of \$4,000 for scholarships and an annual payment of \$200 per year. Contract extension of 3 years began in Aug 2009 with the College receiving a commission of 25% of sales. When the current contract extension is completed, a new RFP will be issued for pouring rights.
Trendway Enterprises/AR	Yending	bid	07/01/07 - 06/30/12		5	613				This is a five year contract beginning July 2007. The College receives a commission of 25% of sales. When the current contract is completed, a new RFP will be issued for vending.

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.

Revenue Producing Vendor Contracts by Institution

Institution: Phillips Community College of the University of 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 according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Infrastructure Improvements	Scholarships /Donations	Other	
In-House	Food Service					0				
				Meal Plan Total Expenditures for FY2011:						
				Meal Plan Commissions Received for FY2011:		0				
				Catering Total Expenditures for FY2011:		0				
				Catering Commissions Received for FY2011:	22	\$48,917	\$55,000	\$3,000		See notes 1, 2 & 3 below
Follett/Illinois	Bookstore	RFP	11-1989	Unknown						
NA	Pouring Rights	Unknown	Unknown	Unknown		\$3,657			See note 4 below	
Custom Food Group/AVA	Vending	Unknown	Unknown	Unknown						
Note 1:	Follett contract amount is based on commission formula of 4.5% of all gross revenue up to \$300,000 plus 6.0% from \$300,000 up to \$400,000, plus 6.5% of all gross revenue > \$400,000									
Note 2:	Follett provided \$55,000 to remodel bookstore as part of the 1999 extension agreement									
Note 3:	Follett currently provides \$3,000 annually to the PCCUA Foundation for scholarships.									
Note 4:	Contract amount is based on commission formula of 10% of sales									

Revenue Producing Vendor Contracts by Institution

Institution: Pulaski Technical College

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	
							Infrastructure Improvements	Scholarships /Donations	Other		
Meal Plan Total Expenditures for FY2011: 0 Meal Plan Commissions Received for FY2011: 0 Catering Total Expenditures for FY2011: 0 Catering Commissions Received for FY2011: 0											
Follett Higher Education Group/Oakbrook, IL	Bookstore	RFP	07/01/2011		new contract this year due to new RFP issued	\$449,210.32		\$155,000		Follett included a \$5,000 scholarship and a one-time donation of \$150,000, but it was not a part of the RFP or considered during the evaluation process.	Benefits according to the BLR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
Snack Vending/Little Rock, AR	Vending/Canteen	RFP	08/01/2011		new contract this year due to new RFP issued	\$4,887.72					
Coca Cola/Atlanta, GA	Pouring Rights	RFP	07/01/2011		new contract this year due to new RFP issued	\$15,650.68		\$40,000		Coca Cola donates \$40,000 to the PTC Foundation Inc each year.	

Please give a brief description of each of your contracts in its entirety. For example, if you have a ten-year contract that began in 1999-00 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.

Management of PTC Bookstore was entered July 1, 2011 through a RFP process with institution receiving an unsolicited donation in the amount of \$150,000 and an unsolicited donation of \$5,000 for scholarships. We only receive commissions from vending contracts.

Revenue Producing Vendor Contracts by Institution

Institution: South Arkansas Community College

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
Valley Services Inc.	Food Service	RFP	12/12/2010	N/A	One Year	\$28,460.00	None	None	None	None
						\$9,472.00				
						\$64,178.00				
						\$63,112.00				
Mitchell Vending Services	Vending	RFP	12/15/2007	N/A	Four Years	\$9,730.93	None	None	None	None

The College entered into its initial contract with Valley Services, Inc. for food service effective December 12, 2010, resulting from an RFP.

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas Community College at Batesville

Vendor/Location	Purpose (Examples provided below of typical revenue producing contracts)	Method of Procurement	Original Contract Date (for contract with no break in service)	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	
	Food Service								
			Meal Plan Total Expenditures for FY2011:						
			Meal Plan Commissions Received for FY2011:						
			Catering Total Expenditures for FY2011:						
			Catering Commissions Received for FY2011:						
	Bookstore								
	Pouring Rights								
	Vending	Student Survey	01-May-09	2.5	\$ 11,362		\$ -5,000	\$ 1,000	\$1,000 free goods and services

--

Revenue Producing Vendor Contracts by Institution

Institution: University of Arkansas Community College at Hope

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 BJR survey request, defined as flow backs, kick backs, add ons, turn backs, etc.
							Infrastructure Improvements	Scholarships/ Donations	Other	
	Food Service									
					Meal Plan Total Expenditures for FY2011:					
					Meal Plan Commissions Received for FY2011:					
					Catering Total Expenditures for FY2011:					
					Catering Commissions Received for FY2011:					
Texas Book Company Texas	Bookstore Pouring Rights Vending	RFP	07/01/2002	07/01/2010	9	\$ 57,507.47		\$ 20,000.00		

--

