

RFP 25-04 University Dining Services Vendor Questions

Response

1	30.2	Bidder requests that if this contract is awarded, the resulting agreement will fall within the scope of the parties' existing Agreement, dated June 27, 2019, and, as such, University and Bidder shall agree to the same or substantially similar terms and conditions set forth in the Agreement	This will be an entirely new contract. The current contract will expire June 30, or upon termination according to the terms in the agreement. The current contract terms are in conflict with existing Commonwealth statute. No provisions of the existing contract will continue or be contained in the new award.
2	30.16	Bidder requests clarification that with respect to property damage, the indemnity provision defined under Section 9.4.A of the current Agreement with the University shall govern under any resulting agreement.	The current agreement will be null and void.
3	30.18	In as much as both parties have confidential and privileged information, which each of the parties desire the other party to maintain in the strictest confidence, pursuant to Section 30.18, Bidder requests that University likewise be required to protect contractor's confidential information.	The RFP provides instruction on submission of proprietary information
4	30.23	Bidder requests that it likewise be granted the right to terminate the contract for Cause and Without Cause as reflected in our current agreement with University (Section 3.2 and 3.3)	Termination language is from Statute, policy and regulation
5	30.3	Bidder acknowledges that upon submission, Bidder's proposal shall become the property of university. However, Bidder's proposal contains proprietary programs and concepts, including confidential, proprietary and	The RFP addresses submission of proprietary information
6	50.4	Bidder requests clarification that the University be responsible for reimbursement of the Investments if the Agreement is terminated by either party, not just the University.	The University shall reimburse the unamortized portion of the capital investment
7	40.2.2 (6)	Please clarify if the bidder will provide concessions services at sporting events or does the university want the contractor to provide food trucks,	The contractor will operate all concession areas, there may be events where additional food trucks participate. These are limited.
8	40.2.7	Please clarify if you would like us to purchase 20% of Kentucky Proud Products and increase that by 3% every year. That is very aggressive.	This is a goal.
9	20.1	Meal plans state 12 meals per week, Will students use their flex dollars to cover the remaining meals during the week. There are 19 meals available a week.	The meal plan includes only 12 meals per 7 day week. Additional meals are required to utilize flex dollars or retail sales.
10	30.16	Please clarify as it relates to equipment. Is the contractor responsible for repair and maintenance of university owned equipment.	This can be negotiated upon award dependent on what University owned equipment remains.
11	50.3	When will the cost form be available to download for the cost proposal	This is available
1	General	What was logic/thinking/strategy behind not holding a formal pre-bid scheduled?	There were a limited number of potential vendors identified familiar with the facilities.
2	10.7	With such an impactful partnership as campus dining services and time needed to customize a solution, why such a quick turnaround? Will an extension be considered?	The closing date has been extended by a week
3	General	What happened/changed from last year when the decision was made to go with Southern Foodservice?	There were discussions, however we are under contract with Sodexo through AY24/25
4	40.2.4	Please provide the last 3 years worth of retail sales data, by location and tender.	The current vendor is unable or unwilling to provide that information
5	20.1	Please provide meal plan breakdown, by plan and student class, for prior 3 years.	There is a single plan for resident students, which is required for all students
6	General		KSU has been at full occupancy for the past 3 years with additional off campus

	General	What has occupancy been as a percentage of total housing for prior 3 years, broken down by year?	housing.
7	20.1	What is the enrollment forecast for the next 3 years?	Kentucky State University's main campus located at 400 East Main St. Frankfort, KY serves approximately 2,300 full and part-time undergraduate students with plans to grow to 4,000 by 2027, from throughout Kentucky, the nation, and the world. Most of these students are 18-22 years of age and attend full time. Approximately 1,350 live in one of 7 residence halls or campus apartments.
8	General	Are there any scheduled capital improvements during the life of this next contract that would impact dining?	Only to the extent discussed in the RFP
9	General	Attachment C - Cost Form is not available on the website. Can we receive a copy via email please?	It is available on the website
10	20.1	Please provide revenue, by location and by tender for the previous 5 years.	The current vendor is unable or unwilling to provide that information
11	20.1	Please provide a copy of the last 3 invoices submitted to KSU by the current vendor.	That information is under audit and unavailable at the moment
12	20.1	Please provide annual P&L statements for dining services for the past 3 years.	The current vendor is unable or unwilling to provide that information
13	General	Please provide both retail and residential participation rates for the previous and current year.	The current vendor is unable or unwilling to provide that information
14	General	Are dining services employees' part of a collective bargaining agreement?	No
15	General	How many board days are there, per semester, for the residential dining hall?	The semesters have been running 17 weeks and 1 day for the prior 2 years. So 120 days
16	General	How many service days are there for the retail operations?	Retail kiosks should operate 5 days per week, This has fluctuated greatly with staffing issues. This is a negotiable item.
17	General	What does summer dining service look like -are there any camps/conferences? If so, please provide detail.	KSU has a variety of camps and conferences in the summer. Additional details are unavailable at this time.
18	General	What is the current "late night" dining solution for residential students?	None
19	General	How late can students access The Spot (game room and lounge)?	10:00 PM
20	General	Has there ever been food service at The Spot and if so when and why did it close?	No
21	20.1	Can any declining balance funds be used at DoorDash, GrubHub or other delivery services?	No, Vendor retail operations only.
22	40.2.2	Please provide catering sales for the past 3 years detailed out between internal and external events.	The current vendor is unable or unwilling to provide that information
23	General	How often do you currently see regional support on campus (i.e. regional marketing, dietician, etc...)?	There is a regular presence. At least monthly and upon request.
1	10.5 / 30.4	if a vendor were to propose a financial scenario that does not match the requirements as listed in the solicitation but proposed alternative language via a deviation, would the vendors proposal be deemed unacceptable?	All responses will be considered and evaluated. There is a need to have a uniform response however for evaluation purposes.
2	20.1	How many students are currently enrolled in Resident Meal Plan A? How many in Commuter Meal Plan A? Meal Plan B?	Still awaiting this response

3	20.1	How many faculty & Staff are currently enrolled in Meal Plan A and Meal Plan B? How many total faculty & staff are employed at Kentucky State University?	Still awaiting this response
4	20.1	Are Flex dollars allowed to be used anywhere other than in the Dining Services Cafeteria or Retail locatoins?	No
5	20.1	Seconds Policy: Does this only apply to the cafeteria? Attempting to clarify that seconds are not permitted at retail?	. Unlimited servings of all food and beverage items, with the exception of steak/gourmet night entrees and special event menus, shall be available to Dining patrons under the following conditions: 1. Resident Dining patrons who do not exit the dining area may return to the serving line or other designated areas for seconds. 2. All food obtained by Resident Dining patrons from the serving line must be consumed within the dining area. Retail locations are not included. Cafeteria only.
6	20.1	Can current pricing be provided? Current Menus? Are cafe items priced a la carte currently for customers who have exceeded the # of meals swipes in a week? Are commissions to be returned to KSU for these transactions?	Still awaiting this response
7	20.1	Can KSU provide ytd meal swipes, by week or by month? Sales for Cafeteria & Retail locations? Catering & athletic venue	Still awaiting this response
8	20.1	sales & customer counts? How many students are currently provided with Special Diets? Please provide types of Special Diets currently approved	Still awaiting this response
9		Will additional questions be permitted after contractors receive responses to initial questions?	Yes, if time permits
10		Does KSU own all smallwares, service ware, flatware, catering equipment, kitchen equipment, point of sales?	KSU owns a significant amount. Some events may require additional.
11	40..2.7	Please provide current pricing for product in Pepsi pouring contract. Are price increases permitted for contractor when Pepsi increases pricing? Does G&J Pepsi purchases qualify as Kentucky Food Business impact purchases?	G&J Pespi does not neet the objectives specified under section 40.2.7.
12	40.2.9	Please detail the process for converting Point of Sales to new contractor and what contractor will need to provide. Does	Still awaiting this response
13		KSU provide internet? Who pay for the following: Pest Control, Maintenance & Repairs, Grease Refusal, Hood Cleaning, Utilities?	The University provides internet, utilites, Pest Control, hood cleaning Maintenance and Repairs and grease refusal are negotiable
14		Cost Form link is not working on the the website. Can KSU please restore link or provide copy of Cost Form?	This has been corrected