Request for Proposal
#190362

Exclusive Beverage Pouring Rights Partnership

Department of Facilities Management – Planning and Construction
Minnesota State University, Mankato

Facilities Purchasing Office

Request for Proposal

Exclusive Beverage Pouring Rights Partnership

Return proposals to: Donna Hensel, Coordinator
Minnesota State University, Mankato
Wiecking Center 358
415 Malin Street
Mankato, MN 56001
Fax: (507) 389-1092
Email: donna.hensel@mnsu.edu

Current Date: 04/22/2014

RFP Opening Date 05/30/2014
RFP Opening Time 2:00 PM
MSU RFP Number 190362

Name of Vendor Firm:__________________________________________
Firm Contact:______________________________________________________
Phone:___________________Fax:________________________
Mailing Address:__________________________________
Web Address (if any):____________________________________
Email:__________________________________________________________

Signature of Authorized Agent:______________________________________ Date:________

Proposals are being accepted by Minnesota State University, Mankato for an exclusive beverage pouring rights partnership. See specifications in the RFP following.

Minnesota State University, Mankato shall bear none of the costs incurred by any proposer or potential proposer in their preparation of the proposal documents or any visits to campus. All such costs are the responsibility of the proposer.

SUBMISSION

Proposals are to be submitted in a sealed envelope, plainly marked “Proposal No. 190362 -- Exclusive Beverage Pouring Rights Partnership” along with the Company’s name and date and time of the scheduled opening. Minnesota State University, Mankato, its employees, officers or agents shall not be responsible for any pre-opening or post-opening of any proposal not properly addressed and identified. Proposals made in pencil or forwarded using e-mail and the internet will be rejected.

LIABILITY

Company agrees to indemnify and save and hold the University, its agents and employees harmless from any and all claims or causes of action arising from the performance of this agreement by Company or Company’s agents of employees. This clause shall not be construed to bar any legal remedies Company may have for the University’s failure to fulfill its obligations pursuant to this agreement.
ACCESSIBILITY: COMPLIANCE WITH AMERICANS WITH DISABILITIES ACT (ADA)

The Company agrees that in occupying the premises as described herein, it is responsible for complying with the Americans with Disabilities Act, 42 U.S.C. section 12101, et seq., and any regulations promulgated pursuant to the Act. The University IS NOT responsible for issues or challenges related to compliance with the ADA beyond its own routine use of facilities, services, or other areas covered by the ADA.

This document is available in alternative format to individuals with disabilities by calling Donna Hensel at the Office of Facilities Purchasing 507-389-5016 or 800-627-3529 (TTY).

DISCLAIMER

Issuance of this Request for Proposal in no way commits the University or its faculty or staff to enter into a contract for services outlined above. The University reserves the right to reject any or all Requests for Proposal submitted in response.

MINNESOTA DATA PRACTICES ACT

The CONTRACTOR must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by the STATE in accordance with this contract, and as it applies to all data, created, collected, received, stored, used, maintained, or disseminated by the CONTRACTOR in accordance with this contract. The civil remedies of Minnesota Statutes Section 13.08, apply to the release of the data referred to in this Article by either the CONTRACTOR or the STATE. In the event the CONTRACTOR receives a request to release the data referred to in this Article, the CONTRACTOR must immediately notify the STATE. The STATE will give the CONTRACTOR instructions concerning the release of the data to the requesting party before the data is released.
MINNESOTA STATE COLLEGES AND UNIVERSITIES

MINNESOTA STATE UNIVERSITY, MANKATO

REQUEST FOR PROPOSAL (RFP) #190362
FOR
Exclusive Beverage Pouring Rights Partnership

SPECIAL NOTE: This Request for Proposal (RFP) does not obligate the Minnesota State Colleges and Universities (MnSCU) system, its Board of Trustees or Minnesota State University, Mankato to award a contract or complete the proposed project and each reserves the right to cancel this RFP if it is considered to be in its best interest. Proposals must be clear and concise. Proposals that are difficult to follow or that do not conform to the RFP format or binding specifications may be rejected. Responding vendors must include the required information called for in this RFP. MnSCU reserves the right to reject a proposal if required information is not provided or is not organized as directed. MnSCU also reserves the right to change the evaluation criteria or any other provision in this RFP by posting notice of the change(s) on the Facilities Purchasing Web Site: http://www.mnsu.edu/fpurchas/ for this RFP, posting on the captioned web site above constitutes written notification to each vendor. Vendors should check the site daily and are expected to review information on the site carefully before submitting a final proposal.

April 2014
# REQUEST FOR PROPOSAL (RFP) #190362
# FOR
# Exclusive Beverage Pouring Rights Partnership

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Section I. General Information

Background

Minnesota State Colleges and Universities is the seventh-largest system of higher education in the United States. It is comprised of 31 two-year and four-year state colleges and universities with 54 campuses located in 47 Minnesota communities. The System serves approximately 50,000 students each year in credit and an additional 130,000 students in noncredit courses, and produces 33,500 graduates each year. For more information about Minnesota State Colleges and Universities, please view its website at www.mnsu.edu.

Minnesota State University, Mankato, a comprehensive university in the Minnesota State Colleges and Universities (MnSCU) system, is located on a 303 acre campus in Mankato, Minnesota, a community of approximately 53,000 situated in the Minnesota River Valley of south central Minnesota. The University offers a full range of undergraduate and a broad selection of graduate programs, and as such, has statewide responsibilities for the articulation of and providing access to professional programs not available at other colleges and regional universities. The University also has a major obligation to provide leadership in applied research important to the economy and quality of life in the state.

Founded in 1868, Minnesota State University, Mankato, has evolved from its beginnings as a normal school, to become in 1921 Mankato State Teachers College when it was authorized to offer a four-year curriculum. Because of its increasing commitment to providing more than teacher preparation, the name was changed to Mankato State College in 1957. The institution continued to grow in size and its reputation for academic excellence led to university status in 1975. Mankato State University became Minnesota State University, Mankato, in September 1998, giving further prominence to its growth to an institution recognized nationally.

The University is under the control and management of the Minnesota State Colleges and Universities (MnSCU) Board of Trustees, an agency of the State of Minnesota.

More than 15,000 students, including more than 600 international students from approximately 75 countries, attend Minnesota State University, Mankato. 1,500 faculty and staff, including more than 700 teaching faculty, provide for those student customers.

For additional information on the campus those interested are invited to review the University’s Web site at: http://www.mnsu.edu/

Nature of RFP

Minnesota State University, Mankato is requesting proposals to assist in developing an exclusive beverage pouring rights partnership and contract. This RFP is undertaken by Minnesota State University, Mankato pursuant to the authority contained in provisions of Minnesota Statutes § 136F.581 and other applicable laws.

This RFP solicits proposals for the sale of soft drinks, as well as other beverages defined as follows in all established retail, vending, and food service locations on campus:

- Carbonated beverages, nonalcoholic: bottled, canned, and/or post-mix
- Soft Drinks: bottled, canned, and/or post-mix
- Drinks, fruit: bottled, canned, and/or post-mix
- Lemonade: bottled, canned, and/or post-mix
- Ginger ale: bottled, canned, and/or post-mix
- Mineral water, carbonated: bottled, canned, and/or post-mix
- Water, pasteurized: bottled, canned, and/or post-mix
- Tea, iced: bottled, canned, and/or post-mix
- Sports drinks: bottled, canned, and/or post-mix
- Energy drinks: bottled, canned, and/or post-mix

Vendors are welcome to add additional beverage options in their response. Ultimately, the agreed upon list of beverages will be specified in the contract. There are no categories other than alcohol that are intentionally excluded.
Minnesota State University, Mankato shall select the vendor(s) whose proposal(s), and oral presentation(s) if requested, demonstrate in Minnesota State University, Mankato’s sole opinion, the clear capability to best fulfill the purposes of this RFP in a cost effective manner. Minnesota State University, Mankato reserves the right to accept or reject proposals, in whole or in part, and to negotiate separately as necessary in order to serve the best interests of Minnesota State University, Mankato. This RFP shall not obligate Minnesota State University, Mankato to award a contract or complete the proposed project and it reserves the right to cancel this RFP if it is considered to be in its best interest.

Selection Process

The selection process includes representatives from the Finance and Administration Division, faculty, the Residential Life Department, the Centennial Student Union, and athletics. This group will evaluate the proposals and make its recommendation to the Vice President for Finance and Administration, Richard J. Straka.

Selection and Implementation Timeline

<table>
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<th>Day/Date</th>
<th>Timeline Subject</th>
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<tr>
<td>Friday, April 11, 2014</td>
<td>Publish RFP</td>
</tr>
<tr>
<td>Friday, May 2, 2014</td>
<td>Deadline for Questions submitted on web site</td>
</tr>
<tr>
<td>Friday, May 9, 2014</td>
<td>Answers posted on web site</td>
</tr>
<tr>
<td>Friday, May 30, 2014, @ 2:00 p.m. CT</td>
<td>Deadline for RFP proposal submissions</td>
</tr>
<tr>
<td>Monday-Tuesday, June 2-3, 2014</td>
<td>Review RFP proposals</td>
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<tr>
<td>Thursday, June 5, 2014</td>
<td>Meet with individual responders</td>
</tr>
<tr>
<td>Monday, June 9, 2014</td>
<td>Complete selection process</td>
</tr>
<tr>
<td>Friday, June 20, 2014</td>
<td>Approximate deadline for executing contract</td>
</tr>
</tbody>
</table>

Contract Term

Minnesota State University, Mankato desires to enter into a contract with the successful vendor(s) effective July 1, 2014. The length of such contract(s) is anticipated to be five years. The University may consider extending the contract to ten years if it is deemed to be in the best interest of the University. Therefore, responders are asked to submit both a five-year and a ten-year proposal. If the University and the vendor are unable to negotiate and sign a contract by June 13, 2014, then Minnesota State University, Mankato reserves the right to seek an alternative vendor(s).

Parties to the Contract

Parties to this contract shall be the “State of Minnesota, acting through its Board of Trustees of the Minnesota State Colleges and Universities on behalf of Minnesota State University, Mankato and the successful vendor(s).

Contract Termination

The State of Minnesota, acting through its Board of Trustees of the Minnesota State Colleges and Universities, may cancel the contract(s) upon 30 days written notice, with or without cause. The vendor(s) may cancel the contract(s) upon 181 days written notice, with or without cause.

Definitions

Wherever and whenever the following words or their pronouns occur in this proposal, they shall have the meaning given here:

MnSCU: State of Minnesota, acting through its Board of Trustees of the Minnesota State Colleges and Universities on behalf of Minnesota State University, Mankato.

School or University: Minnesota State University, Mankato

Office of the Chancellor: The central system office of Minnesota State Colleges and Universities located at Wells Fargo Place, 30 7th Street East, Suite 350, St. Paul, Minnesota.
Vendor: The firm selected by Minnesota State University, Mankato as the successful responder(s) responsible to execute the terms of a contract.

Applicable Law

A contract entered into as a result of this RFP shall be governed and interpreted under the laws of the State of Minnesota.

Contract Assignment

A contract or any part hereof entered into as a result of this RFP shall not be assigned, sublet, or transferred directly or indirectly without prior written consent of the university’s Vice President for Finance and Administration.

Entire Agreement

A written contract and any modifications or addenda thereto, executed in writing by both parties constitutes the entire agreement of the parties to the contract. All previous communications between the parties, whether oral or written, with reference to the subject matter of this contract are void and superseded. The resulting contract may be amended at a future date in writing by mutual agreement of the parties.

Deviations and Exceptions

Deviations from and exceptions to terms, conditions, specifications or the manner of this RFP shall be described fully on the vendor's letterhead stationery, signed and attached to the proposal submittal page(s) where relevant. In the absence of such statement the vendor shall be deemed to have accepted all such terms, conditions, specifications and the manner of the RFP. A vendor's failure to raise an issue related to the terms, conditions, specifications or manner of this RFP prior to the proposal submission deadline in the manner described shall constitute a full and final waiver of that vendor's right to raise the issue later in any action or proceeding relating to this RFP.

Duration of Offer

All proposal responses must indicate they are valid for a minimum of one hundred eighty (180) calendar days from the date of the proposal opening unless extended by mutual written agreement between Minnesota State University, Mankato and the vendor.

Prices and terms of the proposal as stated must be valid for the length of the resulting contract.

Authorized Signature

The proposal must be completed and signed in the firm's name or corporate name of the vendor, and must be fully and properly executed and signed in blue or black ink by an authorized representative of the vendor. Proof of authority of the person signing must accompany the response.

Proposal Rejection and Waiver of Informalities

This RFP does not obligate the Minnesota State Colleges and Universities (MnSCU) system, its Board of Trustees or Minnesota State University, Mankato to award a contract or complete the proposed project and each reserves the right to cancel this RFP if it is considered to be in its best interest. Minnesota State University, Mankato also reserves the right to waive minor informalities and, notwithstanding anything to the contrary, reserves the right to:

1. reject any and all proposals received in response to this RFP;
2. select a proposal for contract negotiation other than the one with the lowest cost;
3. negotiate any aspect of the proposal with any vendor;
4. terminate negotiations and select the next most responsive vendor for contract negotiations;
5. terminate negotiations and prepare and release a new RFP;
6. terminate negotiations and take such action as deemed appropriate.
Section II. Parties to the RFP

Minnesota State University, Mankato

Section III. Vendor Requirements

A. Submittal of an Exclusive Beverage Pouring Rights Partnership Plan

1. In support of its financial and operational objectives, each respondent shall provide a detailed exclusive beverage pouring rights plan.
2. The plan should identify specific sales and revenue objectives for each product and distribution method (retail and vending). Respondents are invited to submit projections based on current information and potential volume increases.
3. The plan should include the cost of the product to the University and its contracted vendor partners for each product and distribution method. The plan should also clarify the impact of honoring or not honoring national contract prices with our existing vendor partners such as Sodexho Food America, LLC, and the National Football League (NFL)/Minnesota Vikings Football Club.
4. The partnership plan should include assumptions and partnership commitments required to obtain those goals.
5. The partnership plan represents an opportunity for each respondent to provide examples of its innovation, alternative distribution strategies, operational opportunities, marketing proposals, and understanding of Minnesota State University, Mankato.
6. The plan should clearly measure anticipated benefits to Minnesota State University, Mankato in the form of a potential up front signing bonus payment, annual payments, ongoing compensation in the form of periodic rebates, volume incentives, etc.

B. Cooperation with State Services for the Blind (SSB)

In accordance with Minnesota Statute § 248.07, Subd. 7., Minnesota State Services for the Blind (SSB) is authorized to operate the vending machines in all University buildings. As such, the successful responder will work in cooperation with SSB.

C. Cooperation with Sodexho Food America, LLC, also referred to as University Dining Services, or any other contracted dining service vendor that the University might utilize in the future.

The University currently has an existing contract with Sodexho Food America, LLC whereby Sodexho Food America, LLC has exclusive rights to operate and manage the food service operations at the University. This food service includes providing contract board dining for students and staff, retail food service operations, branded food service operations, catering operations, concessions, and convenience stores.

D. Cooperation with Barnes & Noble College Bookstores, Inc. or any other contracted bookstore services vendor that the University might utilize in the future.

The University currently has an existing contract with Barnes & Noble College Bookstores, Inc. whereby Barnes & Noble College Bookstores, Inc. is authorized to provide bookstore services for the University. While the primary nature of this relationship is for coordinating textbook services for the University, the bookstore also sells convenience items in the Centennial Student Union (CSU) which would include beverages.

E. Cooperation with any NCAA Division II Post Season/Championship vending/sponsorship requirements.

In the event that the University holds a NCAA Division II post season game or championship and the NCAA dictates what vending options are to be offered due to NCAA exclusivity or sponsorship contracts, the respondent will cooperate with the University and the NCAA to make reasonable accommodations for these externally imposed contracts.
Information Contact

Questions regarding this RFP need to be submitted in writing, and submitted through the Purchasing web site (http://www.mnsu.edu/fpurchas/) under submit questions. The questions are linked to the contact person below.

Name: Steve W. Smith
Title: Assistant Vice President for Budget and Business Services
Address: 238 Wigley Administration Center, Mankato MN 56001
Phone: 507-389-5022
Fax: 507-389-6610
Email: steven.smith@mnsu.edu

Other persons are not authorized to discuss RFP requirements before the proposal submission deadline and Minnesota State University, Mankato shall not be bound by and responders may not rely on information regarding RFP requirements obtained from non-authorized persons. Questions must include the name of the questioner and his/her telephone number, fax number and/or e-mail address. Anonymous inquiries will not be answered.

Section IV. Response Evaluation

The following criteria and their identified weight will be used by Minnesota State University, Mankato to evaluate the responses:

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<th>Evaluation Percentage</th>
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<tr>
<td>1. Financial Considerations:</td>
<td></td>
</tr>
<tr>
<td>a. Cost of products provided to the University and its contracted vendor partners.</td>
<td>45%</td>
</tr>
<tr>
<td>b. Financial support provided to the University in the form of an initial signing bonus payment, annual payments, or periodic commissions/rebates.</td>
<td></td>
</tr>
<tr>
<td>2. Consistency of the proposed solutions to Minnesota State University, Mankato’s present and future needs.</td>
<td>15%</td>
</tr>
<tr>
<td>3. Completeness, thoroughness, and detail of response as reflected by the proposal’s discussion and coverage of all vendor requirements noted above.</td>
<td>15%</td>
</tr>
<tr>
<td>4. Qualifications of the vendor and their personnel - experience of personnel who are committed to work on the contract will be given greater weight than that of the company.</td>
<td>15%</td>
</tr>
<tr>
<td>5. Ability of the vendor to partner with the University in the development and promotion of current initiatives that promote a healthy, active lifestyle.</td>
<td>10%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100%</td>
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In some instances, an interview will also be part of the evaluation process.

Minnesota State University, Mankato reserves the right to name a date at which all responding vendors will be invited to present demonstrations or participate in an interview. Minnesota State University, Mankato does not agree to reach a decision by any certain date although it is hoped the evaluation and selection will be completed by the date identified in the Selection and Implementation Timeline above.

A proposal may be rejected if it is determined that a vendor’s ability to work with the existing infrastructure will be too limited or difficult to manage.
Section V. Additional RFP Response and General Contract Requirements

Problem Resolution Process

A formal problem resolution process will be established in the contract to address issues raised by either Minnesota State University, Mankato or the vendor.

Affidavit of Non-Collusion

All responding vendors are required to complete Exhibit A, the Affidavit of Non-Collusion, and submit it with the response.

Human Rights Requirements

For all contracts estimated to be in excess of $100,000, all responding vendors are required to complete Exhibit B, the Human Rights Certification Information and Affirmative Action Data Page, and submit it with the response. As required by Minnesota Rule 5000.3600, 'It is hereby agreed between the parties that Minnesota Statutes §363A.36 and Minnesota Rule 5000.3600 are incorporated into any contract between these parties based upon this specification or any modification of it. Copies of Minnesota Statutes §363A.36 and Minnesota Rules 5000.3400 - 5000.3600 are available from the Minnesota Bookstore, 680 Olive Street, St. Paul, MN 55155. All responding vendors shall comply with the applicable provisions of the Minnesota Affirmative Action law, Minnesota Statutes §363.A36. Failure to comply shall be grounds for rejection.

Preference to Targeted Group and Economically Disadvantaged Business and Individuals

In accordance with Minnesota Rules, part 1230.1810, subpart B and Minnesota Rules, part 1230.1830, certified Targeted Group Businesses and individuals submitting proposals as prime contractors shall receive the equivalent of a six percent preference in the evaluation of their proposal, and certified Economically Disadvantaged Businesses and individuals submitting proposals as prime contractors shall receive the equivalent of a six percent preference in the evaluation of their proposal. For information regarding certification, contact the Materials Management Helpline at 651.296.2600, or you may reach the Helpline by e-mail at mmd.help.line@state.mn.us. For TTY/TDD communications, contact the Helpline through the Minnesota Relay Services at 1.800.627.3529.

Insurance Requirements

A. The selected vendor will be required to submit an ACCORD Certificate of Insurance to the Minnesota State University, Mankato's authorized representative prior to execution of the contract. Each policy must contain a thirty (30) day notice of cancellation, non-renewal or material change to all named and additional insured. The insurance policies will be issued by a company or companies having an “A.M. Best Company” financial strength rating of A-(Excellent) or better prior to execution of the contract.

B. The selected vendor will be required to maintain and furnish satisfactory evidence of the following:

1. Workers' Compensation Insurance. The vendor must provide workers’ compensation insurance for all its employees and, in case any work is subcontracted, the vendor will require the subcontractor to provide workers’ compensation insurance in accordance with the statutory requirements of the State of Minnesota, including Coverage B, Employer’s Liability, at limits not less than $100,000.00 bodily injury by disease per employee; $500,000.00 bodily injury by disease aggregate; and $100,000.00 bodily injury by accident.

2. Commercial General Liability. The vendor will be required to maintain a comprehensive commercial general liability insurance (CGL) policy protecting it from bodily injury claims and property damage claims which may arise from operations under the contract whether the operations are by the vendor or by a subcontractor or by anyone directly or indirectly employed under the contract. The minimum insurance amounts will be:

   - $1,000,000.00 per occurrence.
   - $2,000,000.00 aggregate.
   - $100,000.00 personal and advertising liability.
   - $25,000.00 contractual liability.
$2,000,000.00 per occurrence
$2,000,000.00 annual aggregate

In addition, the following coverage must be included:

Products and Completed Operations Liability
Blanket Contractual Liability
Name the following as Additional Insured:
    Board of Trustees of the Minnesota State Colleges and Universities
    Minnesota State University, Mankato

3. Commercial Automobile Liability. The vendor will be required to maintain insurance protecting it from bodily injury claims and property damage claims which may arise from operations of vehicles under the contract whether such operations were by the vendor, a subcontractor or by anyone directly or indirectly employed under the contract. The minimum insurance amounts will be:

$2,000,000.00 per occurrence Combined Single Limit (CSL)

In addition, the following coverage should be included:

    Owned, Hired, and Non-owned
    Name the following as Additional Insured:
    Board of Trustees of the Minnesota State Colleges and Universities
    Minnesota State University, Mankato

4. Errors and Omissions (E & O) Insurance. The vendor will be required to maintain insurance protecting it from claims the vendor may become legally obligated to pay resulting from any actual or alleged negligent act, error or omission related to the vendor’s professional services required under this contract. The minimum insurance amounts will be:

    $2,000,000.00 per occurrence
    $2,000,000.00 annual aggregate

The vendor will be required to submit a certified financial statement providing evidence the vendor has adequate assets to cover any applicable E & O policy deductible.

C. Minnesota State University, Mankato reserves the right to immediately terminate the contract if the vendor is not in compliance with the insurance requirements and retains all rights to pursue any legal remedies against the vendor. All insurance policies must be available for inspection by Minnesota State University, Mankato and copies of policies must be submitted to Minnesota State University, Mankato's authorized representative upon written request.

State Audit

The books, records, documents and accounting practices and procedures of the vendor relevant to the contract(s) must be available for audit purposes to MnSCU and the Legislative Auditor’s Office for six (6) years after the termination/expiration of the contract.

Minnesota Government Data Practices Act

The vendor must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by MnSCU, its schools and the Office of the Chancellor in accordance with the contract and as it applies to all data created, gathered, generated or acquired in accordance with the contract. All materials submitted in response to this RFP will become property of the State of Minnesota and will become public record after the evaluation process is completed and an award decision made. If the vendor submits information in response to this RFP that it believes to be trade secret materials as defined by the Minnesota Government Data Practices Act, the vendor must:
mark clearly all trade secret materials in its response at the time the response is submitted;
include a statement with its response justifying the trade secret designation for each item;
defend any action seeking release of the materials it believes to be trade secret, and indemnify and hold harmless the State of Minnesota, MnSCU, its agents and employees, from any judgments or damages awarded against the State or MnSCU in favor of the party requesting the materials, and any and all costs connected with that defense. This indemnification survives MnSCU’s award of a contract. In submitting a response to this RFP, the responder agrees this indemnification survives as long as the trade secret materials are in possession of MnSCU.

Conflict of Interest

The vendor must provide a list of all entities with which it has relationships that create, or appear to create, a conflict of interest with the work that it is contemplated in this Request for Proposal. The list should indicate the names of the entity, the relationship, and a discussion of the conflict.

Organizational Conflicts of Interest

The responder warrants that, to the best of its knowledge and belief, and except as otherwise disclosed, there are no relevant facts or circumstances that could give rise to organizational conflicts of interest. An organizational conflict of interest exists when, because of existing or planned activities or because of relationships with other persons, a vendor is unable or potentially unable to render impartial assistance or advice, or the vendor’s objectivity in performing the contract work is or might be otherwise impaired, or the vendor has an unfair competitive advantage. The responder agrees that, if after award, an organizational conflict of interest is discovered, an immediate and full disclosure in writing must be made to the respective school’s chief financial officer or the Office of the Chancellor’s Business Manager that must include a description of the action which the vendor has taken or proposes to take to avoid or mitigate such conflicts. If an organizational conflict of interest is determined to exist, the school or Office of the Chancellor may, at its discretion, cancel the contract. In the event the responder was aware of an organizational conflict of interest prior to the award of the contract and did not disclose the conflict to the contracting officer, the school or Office of the Chancellor may terminate the contract for default. The provisions of this clause must be included in all subcontracts for work to be performed similar to the service provided by the prime contractor, and the terms “contract,” “contractor,” and “contracting officer” modified appropriately to preserve MnSCU’s rights.

Physical and Data Security

The vendor is required to recognize that on the performance of the contract the vendor will become a holder of and have access to private data on individuals and nonpublic data as defined in the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, section 270B.02, subdivision 1, and other applicable laws.

In performance of the contract, the vendor agrees it will comply with all applicable state, federal and local laws and regulations, including but not limited to the laws under Minnesota Statutes Chapters 270B and 13 relating to confidentiality of information received as a result of the contract. The vendor agrees that it, its officers, employees and agents will be bound by the above confidentiality laws and that it will establish procedures for safeguarding the information.

The vendor agrees to notify its officers, employees and agents of the requirements of confidentiality and of the possible penalties imposed by violation of these laws. The vendor agrees that neither it, nor its officers, employees or agents will disclose or make public any information received by the vendor on behalf of MnSCU and Minnesota State University, Mankato.

The vendor shall recognize MnSCU’s sole and exclusive right to control the use of this information. The vendor further agrees it shall make no use of any of the described information, for either internal or external purposes, other than that which is directly related to the performance of the contract.

The vendor agrees to indemnify and hold harmless the State of Minnesota, MnSCU and Minnesota State University, Mankato from any and all liabilities and claims resulting from the unauthorized disclosure by the vendor, its officers, employees or agents of any information required to be held confidential under the provisions of the contract. The vendor must return all source data to the “Authorized Representative” to be identified in the contract.
Section VI. RFP Responses

Submission

Sealed proposals must be received at the following address not later than 2:00 p.m. CT on Wednesday, April 30, 2014:

Institution: Minnesota State University, Mankato
Name: Donna Hensel
Title: Facilities Purchasing Coordinator
Mailing Address: 358 Wiecking Center
Street Address: 415 Malin Street
Mankato MN 56001

The responder shall submit six (6) copies of its RFP response with the RFP response in Microsoft Word format. Proposals are to be sealed in mailing envelopes or packages with the RFP number, responder’s name and address clearly written on the outside. One copy of the proposal must be unbound and signed in blue or black ink by an authorized representative of the vendor. Proof of authority of the person signing must accompany the response.

Proposals received after this date and time will be returned to the responder unopened.

Fax and e-mail responses will not be considered.

Proposals made in pencil will be rejected. Alterations in cost figures used to determine the lowest priced proposal will be rejected unless initialed in ink by the person responsible for or authorized to make decisions as to price quoted. The use of “white out” is considered an alteration.
Exhibit A. Annual Sales Volume at Minnesota State University, Mankato

<table>
<thead>
<tr>
<th>Item #</th>
<th>Beverage Category Description</th>
<th>Retail Sales</th>
<th>Vending Sales</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1)</td>
<td><strong>12.0 oz Canned Beverages in 24 count cases</strong></td>
<td>467 cases</td>
<td>649 cases</td>
<td>1,116 cases</td>
</tr>
<tr>
<td>2)</td>
<td><strong>20.0 oz Bottled Beverages in 24 count cases</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a.</td>
<td>Carbonated Soft Drinks</td>
<td>5,960 cases</td>
<td>3,245 cases</td>
<td>9,205 cases</td>
</tr>
<tr>
<td>b.</td>
<td>Isotonic (Gatorade) Drinks</td>
<td>2,050 cases</td>
<td>411 cases</td>
<td>2,461 cases</td>
</tr>
<tr>
<td>c.</td>
<td>Enhanced Water Drinks</td>
<td>566 cases</td>
<td>16 cases</td>
<td>582 cases</td>
</tr>
<tr>
<td>3)</td>
<td><strong>Bottled Water in 24 count cases</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a.</td>
<td>20.0 oz</td>
<td>2,397 cases</td>
<td>408 cases</td>
<td>2,805 cases</td>
</tr>
<tr>
<td>b.</td>
<td>0.5 ltr</td>
<td>133 cases</td>
<td>n/a</td>
<td>133 cases</td>
</tr>
<tr>
<td>c.</td>
<td>1.0 ltr</td>
<td>19 cases</td>
<td>n/a</td>
<td>19 cases</td>
</tr>
<tr>
<td>4)</td>
<td><strong>Other Bottled or Canned Beverages in 24 count cases</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a.</td>
<td>15.2 oz Juice</td>
<td>1,305 cases</td>
<td>n/a</td>
<td>1,305 cases</td>
</tr>
<tr>
<td>b.</td>
<td>16.0 oz Kickstart</td>
<td>835 cases</td>
<td>228 cases</td>
<td>1,063 cases</td>
</tr>
<tr>
<td>c.</td>
<td>16.0 oz Energy</td>
<td>457 cases</td>
<td>212 cases</td>
<td>669 cases</td>
</tr>
<tr>
<td>d.</td>
<td>15.2 oz Ocean Spray</td>
<td>n/a</td>
<td>124 cases</td>
<td>124 cases</td>
</tr>
<tr>
<td>e.</td>
<td>13.7 oz Frappuccino</td>
<td>442 cases</td>
<td>101 cases</td>
<td>543 cases</td>
</tr>
<tr>
<td>f.</td>
<td>18.5 oz Pure Leaf Tea</td>
<td>369 cases</td>
<td>n/a</td>
<td>369 cases</td>
</tr>
<tr>
<td>g.</td>
<td>20.0 oz Enhanced Water</td>
<td>359 cases</td>
<td>90 cases</td>
<td>449 cases</td>
</tr>
<tr>
<td>h.</td>
<td>0.5 ltr Hydration Water</td>
<td>313 cases</td>
<td>6 cases</td>
<td>319 cases</td>
</tr>
<tr>
<td>i.</td>
<td>15.0 oz Coffee Energy Drink</td>
<td>200 cases</td>
<td>85 cases</td>
<td>285 cases</td>
</tr>
<tr>
<td>j.</td>
<td>24.0 oz Tea</td>
<td>156 cases</td>
<td>n/a</td>
<td>156 cases</td>
</tr>
<tr>
<td>k.</td>
<td>20.0 oz Natural Tea</td>
<td>96 cases</td>
<td>27 cases</td>
<td>123 cases</td>
</tr>
<tr>
<td>l.</td>
<td>14.0 oz Muscle Milk</td>
<td>58 cases</td>
<td>5 cases</td>
<td>63 cases</td>
</tr>
<tr>
<td>m.</td>
<td>12.0 oz Energy</td>
<td>n/a</td>
<td>11 cases</td>
<td>11 cases</td>
</tr>
<tr>
<td>n.</td>
<td>2.0 ltr CSD</td>
<td>53 cases</td>
<td>n/a</td>
<td>53 cases</td>
</tr>
<tr>
<td>o.</td>
<td>1.0 ltr CSD</td>
<td>31 cases</td>
<td>n/a</td>
<td>31 cases</td>
</tr>
<tr>
<td>p.</td>
<td>11.0 oz Iced Coffee</td>
<td>11 cases</td>
<td>n/a</td>
<td>11 cases</td>
</tr>
<tr>
<td>5)</td>
<td><strong>Fountain Sales in gallons</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a.</td>
<td>Carbonated Soft Drinks</td>
<td>5,413 gallons</td>
<td>n/a</td>
<td>5,413 gallons</td>
</tr>
<tr>
<td>b.</td>
<td>Tea</td>
<td>708 gallons</td>
<td>n/a</td>
<td>708 gallons</td>
</tr>
<tr>
<td>c.</td>
<td>Isotonic (Gatorade) Drinks</td>
<td>522 gallons</td>
<td>n/a</td>
<td>522 gallons</td>
</tr>
<tr>
<td>d.</td>
<td>Enhanced Water</td>
<td>not available</td>
<td>n/a</td>
<td>not available</td>
</tr>
<tr>
<td>e.</td>
<td>Juice</td>
<td>2,502 gallons</td>
<td>n/a</td>
<td>2,502 gallons</td>
</tr>
</tbody>
</table>

Note: Sales volume figures above are based on the most recent annual sales figures as provided to the University by its current beverage pouring rights provider.

n/a = not applicable
Exhibit B. Affidavit of Non-Collusion

STATE OF MINNESOTA
AFFIDAVIT OF NON-COLLUSION

I swear (or affirm) under the penalty of perjury:

1. That I am the Responder (if the Responder is an individual), a partner in the company (if the Responder is a partnership), or an officer or employee of the responding corporation having authority to sign on its behalf (if the Responder is a corporation);

2. That the attached proposal submitted in response to the __________________ Request for Proposal has been arrived at by the Responder independently and has been submitted without collusion with and without any agreement, understanding or planned common course of action with, any other Responder of materials, supplies, equipment or services described in the Request for Proposal, designed to limit fair and open competition;

3. That the contents of the proposal have not been communicated by the Responder or its employees or agents to any person not an employee or agent of the Responder and will not be communicated to any such persons prior to the official opening of the proposals; and

4. That I am fully informed regarding the accuracy of the statements made in this affidavit.

Responder’s Firm Name: __________________________________________

Authorized Signature: _____________________________________________

Date: __________________

Subscribed and sworn to me this ________ day of _____________

Notary Public: _________________________________________

My commission expires: _________/_____/________
Exhibit C. Human Rights Certification Information and Affirmative Action Data Page

NOTICE TO CONTRACTORS

AFFIRMATIVE ACTION
CERTIFICATION OF COMPLIANCE

It is hereby agreed between the parties that MnSCU will require that affirmative action requirements be met by contractors in relation to Minnesota Statutes §363A.36 and Minnesota Rules, 5000.3400 to 5000.3600. Failure by a contractor to implement an affirmative action plan or make a good faith effort shall result in revocation of its certificate or revocation of the contract (Minnesota Statutes §363A.36, subdivisions 3 and 4).

Under the Minnesota Human Rights Act, §363A.36, businesses or firms entering into a contract over $100,000 which have more than forty (40) full-time employees within the state of Minnesota on a single working day during the previous twelve (12) months, or businesses or firms employing more than forty (40) full-time employees on a single working day during the previous twelve (12) months in a state in which its primary place of business is domiciled and that primary place of business is outside of the State of Minnesota but within the United States, must have submitted an affirmative action plan that was received by the Commissioner of Human Rights for approval prior to the date and time the responses are due. A contract over $100,000 will not be executed unless the firm or business having more than forty (40) full-time employees, either within or outside the State of Minnesota, has received a certificate of compliance signifying it has an affirmative action plan approved by the Commissioner of Human Rights. The Certificate is valid for two (2) years. For additional information, contact the Department of Human Rights, Compliance Services Unit, 190 East 5th Street, Suite 700, St. Paul, Minnesota 55101.

AFFIRMATIVE ACTION DATA PAGE – FOR RESPONSES IN EXCESS OF $100,000 ONLY

If a response to this solicitation is in excess of $100,000, complete the information below to determine whether the business or firm is subject to the Minnesota Human Rights Act (Minnesota Statutes §363A.36) certification requirement and to provide documentation of compliance if necessary. It is the sole responsibility of the business or firm to provide this information and, if required, to apply for Human Rights certification prior to the due date and time of the response and to obtain Human Rights certification prior to the execution of the contract.

Effective July 1, 2003. The Minnesota Department of Human Rights is authorized to charge a $75.00 fee for each Certificate of Compliance issued. A business or firm must submit its affirmative action plan along with a cashier's check or money order in the amount of $75.00 to the Minnesota Department of Human Rights or you may contact the Department for additional information at the Compliance Services Unit, 190 East 5th Street, Suite 700, St. Paul, MN 55101.

How to determine which boxes to complete on this form:

Then you must complete these boxes…

<table>
<thead>
<tr>
<th>On any single working day within the previous 12 months, the company…</th>
<th>Box A</th>
<th>Box B</th>
<th>Box C</th>
<th>Box D</th>
</tr>
</thead>
<tbody>
<tr>
<td>employed more than 40 full-time employees in Minnesota.</td>
<td>●</td>
<td></td>
<td></td>
<td>●</td>
</tr>
<tr>
<td>did not employ more than 40 full-time employees in Minnesota but did employ more than 40 full-time employees in the state where the company is domiciled.</td>
<td></td>
<td>●</td>
<td>●</td>
<td></td>
</tr>
<tr>
<td>did not employ more than 40 full-time employees in Minnesota or the state where the company is domiciled.</td>
<td></td>
<td></td>
<td>●</td>
<td>●</td>
</tr>
</tbody>
</table>
BOX A – For a company which has employed more than 40 full-time employees within Minnesota on any single working day during the previous 12 months,

Its response will be rejected unless the company:
- has a current Certificate of Compliance issued by the Minnesota Department of Human Rights (MDHR)
- or-
  - has submitted an affirmative action plan to the MDHR, which the Department received prior to the date and time the responses are due.

Check one of the following statements if the company has employed more than 40 full-time employees in Minnesota on any single working day during the previous 12 months:

☐ We have a current Certificate of Compliance issued by the MDHR. Include a copy of your certificate with your response. Proceed to BOX D.

☐ We do not have a current Certificate of Compliance but we have submitted an affirmative action plan to the MDHR for approval which the Department received on ________________(date) at ____________(time). [If you do not know when the Department received your plan, contact the Department.] We acknowledge that the plan must be approved by the MDHR before any contract can be executed. Proceed to BOX D.

☐ We do not have a Certificate of Compliance and have not submitted an affirmative action plan to the MDHR. We acknowledge our response will be rejected. Proceed to BOX D.

Note: A Certificate of Compliance must be issued by the Minnesota Department of Human Rights. Affirmative action plans approved by the federal government, a county or a municipality must still be reviewed and approved by the Minnesota Department of Human Rights before a certificate can be issued.

BOX B - For a company which has not had more than 40 full-time employees in Minnesota but has employed more than 40 full-time employees on any single working day during the previous 12 months in the state where its primary place of business is domiciled.

The company may achieve compliance with the Minnesota Human Rights Act by certifying it is in compliance with applicable federal affirmative action requirements.

Check one of the following statements if the company has not employed more than 40 full-time employees in Minnesota but has employed more than 40 full-time employees on any single working day during the previous 12 months in the state where its primary place of business is located:

☐ We are not subject to federal affirmative action requirements. Proceed to BOX D.

☐ We are subject to federal affirmative action requirements and are in compliance with those requirements. Proceed to BOX D.

BOX C – For a company not described in BOX A or BOX B,

The company is not subject to the Minnesota Human Rights Act certification requirement.

☐ We have not employed more than 40 full-time employees on a single working day in Minnesota or in the state of our primary place of business within the previous 12 months. Proceed to BOX D.
BOX D – For all companies

By signing this statement, you certify the information provided is accurate and that you are authorized to sign on behalf of the responder.

Name of Company: ____________________________________________________________

Authorized Signature: _________________________________________________________

Printed Name: _________________________________________________________________

Title: _______________________________________________________________________

Date: _______________ Telephone number: _______________________________________

For further information regarding Minnesota Human Rights Act requirements, contact:

Minnesota Department of Human Rights, Compliance Services Unit

Mail: 190 East 5th Street, Suite 700 St. Paul, MN 55101

Website: www.humanrights.state.mn.us

Email: employerinfo@therightsplace.net

Metro: 651.296.5663, Toll Free: 800.657.3704, Fax: 651.296.9042, TTY: 651.296.1283
The amended Minnesota Human Rights Act (Minnesota Statutes §363A.36) divides the contract compliance program into two categories. Both categories apply to any contracts for goods or services in excess of $100,000.

The first category applies to businesses that have had more than 40 full-time employees within Minnesota on a single working day during the previous 12 months. The businesses in this category must have submitted an affirmative action plan to the Commissioner of the Department of Human Rights prior to the due date and time of the response and must have received a Certificate of Compliance prior to execution of the contract or agreement.

The secondary category applies to businesses that have had more than 40 full-time employees on a single working day in the previous 12 months in the state in which its primary place of business is domiciled. The businesses in this category must certify to MnSCU that it is in compliance with federal affirmative action requirements before execution of the contract. For further information, contact the Department of Human Rights, Compliance Services Unit, 190 East 5th Street, Suite 700, St. Paul, MN 55101; Voice: 651.296.5663; Toll Free: 800.657.3704; TTY: 651.296.1283.

MnSCU is under no obligation to delay the award or the execution of a contract until a vendor has completed the Human Rights certification process. It is the sole responsibility of the vendor to apply for and obtain a Human Rights certificate prior to contract execution.

It is hereby agreed between the parties that MnSCU will require affirmative action requirements be met by vendors in relation to Minnesota Statutes §363A.36 and Minnesota Rules, 5000.3400 to 5000.3600.

Under the Minnesota Human Rights Act, §363A.36, subdivision 1, no department or agency of the state shall execute an order in excess of $100,000 with any business within the State of Minnesota having more than 40 full-time employees in a single working day during the previous 12 months unless the firm or business has an affirmative action plan for the employment of minority persons, women, and the disabled that has been approved the Commissioner of Human Rights. Receipt of a Certificate of Compliance issued by the Commissioner shall signify that a firm or business has an affirmative action plan approved by the Commissioner.

Failure by the vendor to implement an affirmative action plan or make a good faith effort shall result in revocation of its certificate or revocation of the order (Minnesota Statutes §363A.36, subdivisions 3 and 4). A certificate is valid for a period of two (2) years.
DISABLED INDIVIDUAL CLAUSE

A. A vendor shall not discriminate against any employee or applicant for employment because of physical or mental disability in regard to any position for which the employee or applicant for employment is qualified. The vendor agrees to take disabled individuals without discrimination based on their physical or mental disability in all employment practices such as the following: employment, upgrading, demotion or transfer, recruitment, advertising, layoff or termination, rates of pay or other forms of compensation, and selection of training, including apprenticeship.

B. The vendor agrees to comply with the rules and relevant order of the Minnesota Department of Human Rights issued pursuant to the Minnesota Human Rights Act.

C. In the event of a vendor’s noncompliance with the requirements of this clause, actions for noncompliance may be taken by the Minnesota Department of Human Rights pursuant to the Minnesota Human Rights Act.

D. The vendor agrees to post in conspicuous places, available to employees and applicants for employment, notices in a form to be prescribed by the Commissioner of the Minnesota Department of Human Rights. Such notices shall state the vendor obligation under the law to take affirmative action to employ and advance in employment qualified disabled employees and applicants for employment and the rights of applicants and employees.

E. The vendor shall notify each labor union or representative of workers with which it has a collective bargaining agreement or other order understanding, that the vendor is bound by the terms of Minnesota Statutes §363A.36 of the Minnesota Human Rights Act and is committed to take affirmative action to employ and advance in employment physically and mentally disabled individuals.

It is hereby agreed between the parties that Minnesota Statutes §363A.36 and Minnesota Rules 5000.3400 to 5000.3600 are incorporated into any order of Minnesota Statutes §363A.36 and Minnesota Rules, 5000.3400 to 5000.3600 are available from Minnesota Bookstore, 660 Olive Street, St. Paul, Minnesota 55155.

By signing this statement the vendor certifies that the information provided is accurate.

NAME OF COMPANY: _______________________________________________

AUTHORIZED SIGNATURE: ___________________________________________

TITLE: ___________________________________________________________

DATE: ___________________________________________________________

Revised 1/22/09