Minnesota State University, Mankato
Campus Dining RFP #58157

Update 2 (October 14, 2005)

RFP Update

Original

Section 2.1
Interviews................................................................. November 29 – December 1, 2005
Contractor Selection(s) Announced.................................December 5, 2005

Revision

Section 2.1
Interviews................................................................. November 29 – December 8, 2005
Contractor Selection(s) Announced.................................Prior to December 16, 2005

Responses to Contractor Submitted Questions

Question 1

Submitted By: Ed Crawford (Sodexho Campus Dining Services)

As part of the development of our strategy for our Dining Service proposal for Minnesota State University Mankato, Sodexho would like to request your student zip codes. Ideally these would be either on an Excel spreadsheet with the individual zip codes for each student, or on an Excel spreadsheet listing the numbers of students attending MSUM for each zip code.

Our Dining Service programs are customized for each University that we serve, and a key component in our customization process is our proprietary LifeStyling program. LifeStyling uses zip codes to predict a variety of student preferences including menus, retail brand preferences, types of décor, etc. This program allows us to make fact based decisions about your students based on years of research and the proven correlation between spending and food preferences and your students' hometowns. Using the students' home zip codes, this award winning market research technique puts your campus on the cutting edge of understanding its student body. Our programs are truly designed "by your students for your students."

The zip code information will only be utilized for the analysis of the student preferences at Minnesota State Mankato for the sole purpose of developing our Dining Service proposal for your review. These zip codes and any of our findings will be kept strictly confidential.

Response

The requested information is made available to contractors. Contracts must submit that request via the RFP website.
Question 2

Submitted By: Ed Crawford (Sodexho Campus Dining Services)

To assist Sodexho in providing the University with an informative and attractive proposal that is tailored specifically for Minnesota State University Mankato, we would like to utilize several items that are the property of the University...and we do not want to use them without your approval. Specifically we would like to use the logos of the University, the drawings or characterizations of your campus mascots, and non-student photos from your website (buildings, maps, drawings, etc.). By inserting these images in our proposal, we will be able to better illustrate our customization and clarify specific programs designed for a particular area on campus. Using these images also allows us to produce marketing pieces for our proposal that are competitive with your incumbent provider who probably already uses these images in their existing marketing information.

These images will only be used in our proposal for Minnesota State University Mankato, and will in every way remain the property of the University.

May we have your permission to use the images mentioned above in our proposal?

Response

Contractors have permission to use images that are the property of the University in responses to the RFP.

Question 3

Submitted By: Ed Crawford (Sodexho Campus Dining Services)

Based on our review of the RFP and our campus visit, we have some additional questions. I apologize if the information has been provided elsewhere, but we have not found the information. Our questions are:

1. How many “days of service” or billing days are included in the fall and spring semester for the residential program?
2. What type of subsidies or additional income if any is provided to Chartwells currently in addition to the meal rates for a chef, late night service in the Student Union, coffeeshop in the library, etc.? Please share any dollar amount and whether you wish any of these additional subsidies to continue.
3. Is the new official mark of the University... Minnesota State Mankato? Is that listed somewhere on the website or is there a new logo?
4. Is there a name selected for the new resident hall we should use in our discussions?
5. We would like to have the sales information broken down further. If possible, because the Student Union is new, we would like updated sales information for a full five day week in September of this year for Taco Bell, Freshens, Chick-fil-a, the other sales in the Mav Ave. food court, sales for the two areas downstairs in the Student Union, Sandella’s, Chet’s, Gage C-Store, the Library, and any other non-board or catering sales.
6. Please confirm that the food service employees are non-union.
7. So that we may provide comparable wages and benefits, do you have a list of the employee wages by classification or an average wage by classification...including students. Is there a listing of current benefits including their paid time off that we could have?
8. May we have an updated list of the number of students on each of the meal plans offered for this semester?
9. Could you please list the percentage of the individual commissions currently paid by Chartwells for each sales category to the Student Union, Residential Life, or any other group? What is the annual amount paid to each group for each category? Are commissions paid on boarding points?
10. Are there any contributions, scholarships, free meals or complimentary boarding plans, catering funds/credits, or other items the University currently receives that you would want to continue? What are the annual amounts for each of those funds?

Response

1. There are 219.55 billing days over the 220 days meals are served.
2. Response will be included in the next update.
3. The official mark of the University is “Minnesota State Mankato”. The logo for the University is available at the following website: http://www.mnsu.edu/standards/imagelibrary.html
4. A name has not been selected for the new residence hall. For the purpose of this RFP, state “new residence hall” in documents.
5. Response will be included in the next update.
6. Food service employees are non-union.
7. Wage and benefit information for non-student food service employees are not available. Student employees are paid $7.50 per hour.
8. The number of students on each of the meal plans offered for this semester is listed below.

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<tr>
<th>Meal Plan</th>
<th>Flex Plan</th>
<th>Participants</th>
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<tbody>
<tr>
<td>19</td>
<td>Basic</td>
<td>196</td>
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<tr>
<td>19</td>
<td>Medium</td>
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<tr>
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</table>

9. Response will be included in the next update.
10. Response will be included in the next update.