

SCHEDULE B

YOUNGSTOWN STATE UNIVERSITY SPECIFICATIONS

YOUNGSTOWN STATE UNIVERSITY DEPARTMENT OF INTERCOLLEGIATE ATHLETICS ATHLETIC CONCESSION REQUEST FOR PROPOSAL

Intercollegiate Athletic Department
Youngstown State University
1 Tressel Way
Youngstown, OH 44555

1. Request for proposal for vendor to provide exclusive Concessions and Operations Services as needed for on-campus sporting events listed below to the Division of Athletics.

- A. Services at Stambaugh Stadium will include all Youngstown State University and High School football games.
- B. Provide concessions “presence” along with Alcohol sales in tailgate lots (M-70, M-72, M-81) at YSU home football games. Permits will be provided by Youngstown State University.
- C. Services at Beeghly Center will include all Men’s and Women’s Basketball games and Women’s Volleyball games.
- D. Services at Watt’s indoor facility will include Track Meets and may include Camps and Special Events.
- E. Services at Covelli Sports Complex, Farmer’s Field, Cafaro Field, Tennis Facility, Women’s Softball field, and any new athletic venues established on campus.
- F. All other special events will be agreed upon between vendor and the Athletic Department.
- G. Terms of contract will be 5 years – FY2026 – 2030 (July 1, 2025 – June 30, 2030) with an option to extend an additional 5 years – FY2031– 2036 (July 1, 2030 – June 30, 2035). Extension shall be negotiated ninety (90) days prior to end date of original contract by both parties.

2. Responsibilities of the Vendor

- A. To offer patrons a wide variety of menu choices, including but not limited to, nationally recognized brands, custom brands and the latest food concepts.
- B. Submit to the University for written approval, prior to the fact, any changes or modifications pertaining to menu, hours of operation, sanitation, and prices. University approval shall not be unreasonably withheld.

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- C. Be solely responsible for employee's compensation, including all applicable taxes, insurance, records, and payroll processing, applicable statutes and also for any losses incurred as a result of dishonest, fraudulent or negligent acts on the part of the company or any employee.
- D. Purchase, deliver, receive, prepare, serve and pay for all food and beverages necessary to provide proper food service as specified in the contract.
- E. Post in a conspicuous manner a menu board that shall be plainly readable stating the prices of all items available.
- F. Provide registers (or other point of sale equipment), credit card machines and credit services. Must have a merchant identification number and account availability. Credit card readers and licenses are the responsibility of the vendor with a minimum of one per concession stand.
- G. Will pay for service contracts for all registers and credit card readers.
- H. Will be responsible for supplying small wares and replacing any small equipment (under \$500) that needs replaced.
- I. Vendor may use non-profit groups to aid in serving in the concession stands and will payout a pre-determined percentage to such groups.
- J. Concession services restrictions:
 - a. In accordance with the University's exclusive Beverage contract, vendor must agree to offer only beverages made and/distributed by the existing awardee of the Youngstown State University Beverage contract. The current contract awardee is the Pepsi Beverage Company (through June 30, 2036).
- K. Responsible for securing coffee and hot chocolate distributor and accompanying equipment.
- L. Propose Financial Concessions Terms

Realize a reasonable financial return to the Division of Athletics based on the following sales levels:

<u>Concession Sales</u>	<u>Commission % of gross sales</u>
\$0 - \$200,000.00	15%
\$200,000.01 - \$275,000.00	21%
\$275,000.01 - +	23%

Tailgating beer sales will be commissioned at 17%.

Gross sales shall be defined as all sales of food, beverages, goods, merchandise and services in the food service operation.

Commission check will be due on the 30th day of the month following the YSU Fiscal Quarter.

Sales History

Academic Year

2023-2024 \$468,929
 2022-2023 \$427,838
 2021-2022 \$227,499* Covid Affected
 2020-2021 \$58,035 * Covid Affected
 2019-2020 \$239,994

2023 – 2024 Concession Event History

Facility	Event	NET SALES	# of events
Beeghley	BB – Women’s Total	\$29,298	14
Beeghley	BB DH Total	\$16,956	2
Beeghley	BB- Men’s Total	\$92,395	15
Beeghley	Trick or Pete Total	\$107	1
Beeghley	Volleyball - YSU Total	\$480	1
Softball Fld	Softball - YSU Total	\$1,104	4
Softball Fld	Softball - HS Total	\$2,769	4
Stambaugh	Band Night Total	\$5,931	1
Stambaugh	Football - HS Total	\$67,222	10
Stambaugh	Football - YSU Total	\$223,703	8
Stambaugh	Graduation Total	\$9,442	2
Watts	Track - HS Total	\$14,482	4
Watts	Track - YSU Total	\$7,619	7
Grand Total		\$468,929	73

- M. Vendor to provide meals for 8 officials, and 5 line judges for football games, and 3 officials for basketball games.
- N. Vendor to provide equipment necessary for their own proposed menu choices.
- O. Vendor to be present for all deliveries of goods.
- P. Vendor needs up-to-date appropriate Health Food & Safety Permits/Licenses.

3. Responsibilities of Athletics

- A. Provide required access to the facility and to those areas necessary for the operations of the proposed site, including loading and unloading areas.
- B. Provide to the premise electrical power, heat, air conditioning, and water and sewer services.
- C. Provide for the normal removal of all trash and garbage from the common areas of the building.
- D. Provide service and replacement of equipment currently owned by the University.
 (Equipment list to be determined in final contract.)

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- E. Will pay for services of the police to monitor tailgating lots.
- F. Permanent building fixtures and facility upgrades negotiated between Youngstown State University and vendor.