



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

MEMORANDUM

DATE: January 7, 2008

TO: The Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Tenth Year Renewal of Ten-Year Contract
Request for Proposal # D-61: Beverage Partnership Pepsi Cola Company
Pepsi Bottling Group

On November 17, 1998, the Board approved the above-referenced Request for Proposal (RFP) to the Pepsi Bottling Group. This is a ten-year contract, renewable annually after the second year, by mutual agreement. The first year of the agreement commenced on March 16, 1999 and we are currently in our ninth year of the ten-year agreement.

Considering services have been satisfactory, Julie Jordan, Education Key Account Manager of the Pepsi Bottling Group, was contacted to verify the company's willingness to enter into the tenth year of the agreement. As such, Pepsi Bottling Group has agreed, in writing (attached), to enter into the tenth year of the contract. Pricing for the next contract year is reflected in the attached chart. All proposed price increases are within the 4.5% Consumer Price Index increase allowed under the contract.

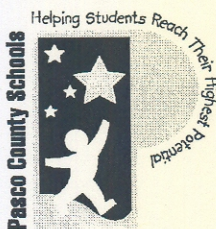
Under the terms and conditions of the bid, as new products become available, new products may be added to the bid at the request of the District. Julie Jordan, Education Key Account Manager of the Pepsi Bottling Group has submitted pricing for four (4) new products that are part of Pepsi's hydration portfolio and will be a part of a national promotional campaign at the request of Rick Kurtz, Director of Food and Nutrition Services. These four items are: (1) 20 ounce Propel Fit Water at \$19.33 per case of 24; 2) 20 ounce Propel Invigorating Water at \$19.33 per case of 24; 3) 20 ounce SoBe Life Water at \$10.05 per case of 12; and 4) 20 ounce Gatorade G2 at \$16.33 per case of 24.

It is my recommendation that this renewal be approved and the specified new products be added to the contract. The tenth year of the contract will cover the period of March 16, 2008 through March 15, 2009. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dsr

Attachment

Date/Time: January 16, 2008 08:44:00



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

MEMORANDUM

DATE: January 30, 2007

TO: The Honorable School Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Ninth Year Renewal of Ten-Year Contract
Request for Proposal # D-61: Beverage Partnership Pepsi Cola Company
Pepsi Cola Company

On November 17, 2008, official action was taken to award the above-referenced Request for Proposal to Pepsi Cola Company. This bid is a ten-year contract, renewable annually based upon mutual consent of both parties.

Considering services have been satisfactory, Jim Hoey, Director on Premises for Pepsi, was contacted to verify Pepsi's willingness to enter into the ninth year of the agreement. As such, Pepsi Cola Company has agreed in writing to enter into the ninth year of the contract.

At this time, it is my recommendation to enter into the ninth year of the agreement with Pepsi Cola Company. The ninth year of the contract will cover the period March 16, 2007 through March 15, 2008. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dr

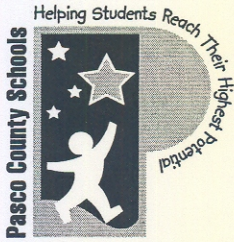
Attachment

**District School Board
of Pasco County**

FEB 20 2007

Board Approved

Date/Time: February 14, 2007 10:42:00



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

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352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

MEMORANDUM

DATE: January 30, 2007
TO: The Honorable School Board Members
FROM: Kendra Goodman, CPPB, Purchasing Agent *kdG*
RE: Ninth Year Renewal of Ten-Year Contract
Request for Proposal # D-61: Beverage Partnership Pepsi Cola Company
Pepsi Cola Company

On November 17, 2008, official action was taken to award the above-referenced Request for Proposal to Pepsi Cola Company. This bid is a ten-year contract, renewable annually based upon mutual consent of both parties.

Considering services have been satisfactory, Jim Hoey, Director on Premises for Pepsi, was contacted to verify Pepsi's willingness to enter into the ninth year of the agreement. As such, Pepsi Cola Company has agreed in writing to enter into the ninth year of the contract.

At this time, it is my recommendation to enter into the ninth year of the agreement with Pepsi Cola Company. The ninth year of the contract will cover the period March 16, 2007 through March 15, 2008. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dr

Attachment

Date/Time:

District School Board
of Pasco County

FEB 20 2007

Board Approved



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
 Kendra Goodman, CPPB, Purchasing Agent
 813/794-2221 Fax: 813/794-2111
 727/774-2221 TDD: 813/794-2484
 352/524-2221 e-mail: kgoodman@pasco.k12.fl.us

January 26, 2007

BID RENEWAL REQUEST

RFP # D-61: Beverage Partnership Pepsi Cola Company- District Wide

Yes, I agree to renew RFP # D-61 for the Ninth year of a ten year contract, under the same terms and conditions as the existing bid. The renewal period shall be from **March 16, 2007 through March 15, 2008.**

No, I do not agree to renew RFP # D-61

Company Name: Pepsi Cola Cola Company

Signature: *Jim Hoey*

Date: 1/26/07

Typed Name and Title: Jim Hoey, Director on Premises

Email: Tim.Hoey@Pepsi.com

Telephone (w/area code): 813-975-3419

Fax Number (w/area code): 813-971-5234

DATE DUE: PLEASE FAX TO PURCHASING NO LATER THAN: February 2, 2007

By agreeing to renew, vendor acknowledges and agrees to be in compliance with the "Jessica Lunsford Act". Vendors conducting business, with the District School Board of Pasco County, who will (1) be at the school when students are present, or (2) have direct contact with students, or (3) have access to or control of school funds **must** be Level 2 fingerprinted by Human Resources. If any of the above applies to this contract, you **must** have those individuals Level 2 fingerprinted and screened by the Districts Human Resource Department **prior** to commencement of services or work and must provide a list of employees with renewal. Please contact 813/794-2521 to arrange for an appointment. Costs associated with this background screening are to be borne by the vendor. You may access information regarding this law through the internet link: http://election.dos.state.fl.us/laws/0511laws/ch_2005-028.pdf. This law is effective September 1, 2005.

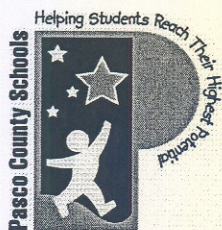
The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE RETURN TO:
 District School Board
 of Pasco County

DISTRICT SCHOOL BOARD OF PASCO COUNTY
 ATTN: DEBRA REAVES, BUYER ASSISTANT
 PURCHASING DEPARTMENT
 20430 GATOR LANE
 LAND O' LAKES, FL 34638
 (813) 794-2229 (PHONE) (813) 794-2713 (FAX)

FEB 20 2007

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

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Department of Purchasing
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727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

March 7, 2006

MEMORANDUM

TO: Honorable Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

SUBJECT: Eighth Year Renewal of Ten-Year Contract
RFP #D-61, Beverage Partnership
Pepsi Cola Company

On November 17, 1998, the Board approved the above-referenced Request for Proposal (RFP) to the vendor noted. This is a ten-year contract, renewable annually after the second year, by mutual agreement of the parties. The first year of the agreement commenced on March 16, 1999, and has been renewed annually since that time.

Considering services have been satisfactory, Jim Corbett, West Florida Education Key Account Representative of the Pepsi Bottling Group, was contacted to verify the company's willingness to enter into the eighth year of the agreement. As such, Pepsi has agreed in writing (attached) to enter into the eighth year of the contract. Pricing for the contract year is reflected in the attached chart. All proposed price increases are within the 2.3% Consumer Price Index increase allowed under the contract terms and conditions.

It is my recommendation that this renewal be approved. The eighth year of the contract will cover the period March 16, 2006 – March 15, 2007. Should you have any questions regarding this matter, please feel free to contact me at your earliest convenience.

KDG/az

Attachments **District School Board**
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY - FOOD SERVICE PRICING

<u>Product</u>	<u>2004 Price/Case</u>	<u>2005 Price/Case</u>
Aquafina water, 20 oz.	\$ 7.32	\$ 7.40
Aquafina water, 12 oz.	\$ 5.90	\$ 5.95
Gatorade, 20 oz.	\$12.50	\$12.60
Gatorade Propel, 20 oz.	N/A	\$12.60
Gatorade, 12 oz.	\$ 9.90	\$10.00
Tropicana, 20 oz.	\$10.45	\$10.55
Tropicana, 12 oz.	N/A	\$ 5.55
Lipton, 20 oz.	\$10.45	\$10.55
Lipton, 12 oz.	\$ 5.44	\$ 5.50
Dole, 15.9 oz.	\$ 8.00 (for 16 oz.)	\$ 8.09

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/ 794-2221

John Long, Ph.D., Superintendent

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Department of Purchasing
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727/ 774-2222 TDD: 813/ 794-2484
352/ 524-2222 e-mail: kgoodman@pasco.k12.fl.us

February 22, 2005

MEMORANDUM

TO: The Honorable Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

RE: Seventh Year Renewal of Ten-Year Contract
RFP # D-61, Beverage Partnership
Pepsi Cola Company

On November 17, 1998, The Board approved the above-referenced Request for Proposal (RFP) to the vendor noted. This is a ten-year contract, renewable annually after the second year, by mutual agreement. The first year of the agreement commenced on March 16, 1999.

Considering services have been satisfactory, Jim Corbett, West Florida Education Key Account Representative of the Pepsi Bottling Group, was contacted to verify the company's willingness to enter into the seventh year of the agreement. As such, Pepsi has agreed, in writing (attached), to enter into the seventh year of the contract. Pricing for the contract year is reflected in the attached chart. All proposed price increases are within the 1.073% Consumer Price Index increase allowed under the contract.

It is my recommendation that this renewal be approved. The seventh year of the contract will cover the period March 16, 2005 – March 15, 2006. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/az

District School Board
of Pasco County

District School Board
of Pasco County

FEB 20 2007

MAR 07 2006

Attachments

Board Approved

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved

February 1, 2005

To: Arlene Zimney

From: Jim Corbett, Key Account Manager Education SWF Market Unit

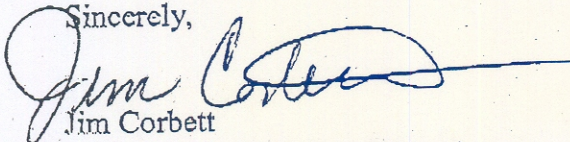
Subject: 7th -year of Ten-year Contract
RFP No D-61, Beverage Partnership with Pepsi-Cola Company

On November 17, 1998, approval was given by the Pasco County School District Board to approve the above mentioned Request for Proposal (RFP). This is a ten-year contract renewable annually after the second year, by mutual agreement.

This letter is to serve as notice that Pepsi Bottling Group, located at 11315 North 30th Street Tampa, Florida 33612, will enter into the 7th year of the exclusive beverage agreement with the Pasco County School District. The seventh year of the contract will cover the period of March 16, 2005 through March 15, 2006.

If there are any questions or concerns regarding this letter of intent, please feel free to contact me at your earliest convenience at (727)527-8113 X 1006 .

Sincerely,



Jim Corbett
Key Account Manager Education
Southwest Florida Market Unit

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

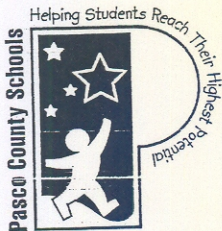
MAR 07 2006

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/794-2221

John Long, Ph.D., Superintendent

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Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/794-2222 Fax: 813/794-2111
727/774-2222 TDD: 813/794-2484
352/524-2222 e-mail: kgoodman@pasco.k12.fl.us

March 2, 2004

MEMORANDUM

TO: Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KDG*

RE: Sixth Year Renewal of Ten-Year Contract
RFP # D-61, Beverage Partnership
Pepsi Cola Company

On February 18, 2003, The Board approved the above-referenced Request for Proposal (RFP) to the vendor noted. This is a ten-year contract, renewable annually after the second year, by mutual agreement. The first year of the agreement commenced on March 16, 1999.

Considering services have been satisfactory, Jocelyn Walton, West Florida Education Key Account Representative of the Pepsi Bottling Group, was contacted to verify the company's willingness to enter into the sixth year of the agreement. As such, Pepsi has agreed, in writing (attached), to enter into the sixth year of the contract. Pricing for the contract year (attached chart) went down for most items, and the one small price increase was well within the 1.5% Consumer Price Index increase allowed under the contract.

It is my recommendation that this renewal be approved. The sixth year of the contract will cover the period March 16, 2004 – March 15, 2005. Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/az

District School Board
of Pasco County

FEB 20 2007

Attachments **Board Approved**

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

MAR 02 2004

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY – FOOD SERVICE PRICING

<u>Product</u>	<u>2003 Price/Case</u>	<u>2004 Price/Case</u>
Aquafina water, 20 oz.	\$ 8.90	\$ 7.32
Aquafina water, 12 oz.	N/A	\$ 5.90
Gatorade, 20 oz.	\$13.50	\$12.50
Gatorade, 12 oz.	N/A	\$ 9.90
Tropicana, 20 oz.	N/A	\$10.45
Lipton, 20 oz.	N/A	\$10.45
Lipton, 12 oz.	\$ 5.42	\$ 5.44
Dole, 16 oz.	\$ 8.11	\$ 8.00

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

MAR 02 2004

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved



February 23, 2004

To: Arlene Zimney

From: Jocelyn Walton, West Florida Education Key Account Manager

Subject: Sixth-year of Ten-year Contract
RFP No D-61, Beverage Partnership with Pepsi-Cola Company

On November 17, 1998, approval was given by the Pasco County School District Board to approve the above mentioned Request for Proposal (RFP). This is a ten-year contract renewable annually after the second year, by mutual agreement.

This letter is to service as notice that Pepsi Bottling Group, located at 11315 North 30th Street Tampa, Florida 33612, will enter into the 6th year of the exclusive beverage agreement with the Pasco County School District. The sixth year of the contract will cover the period of March 16, 2004 through March 15, 2005.

If there are any questions or concerns regarding this letter of intent, please feel free to contact me at your earliest convenience at (813) 975-3402.

Sincerely,

Jocelyn Walton
West Florida Education Key Account Manager

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

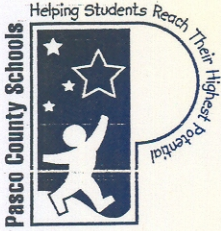
MAR 02 2004

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/ 794-2221

John Long, Ph.D., Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/ 794-2222 Fax: 813/ 794-2111
727/ 774-2222 TDD: 813/ 794-2484
352/ 524-2222 e-mail: kgoodman@pasco.k12.fl.us

PUR-03-067

June 11, 2003

MEMORANDUM

TO: Board Members
FROM: Kendra Goodman, CPPB, Purchasing Agent *KG*
RE: Pepsi Cola Company – RFP D-61
Additional Products for Sale – Gatorade

On March 4, 2003 the above referenced RFP was renewed for the fifth year of a ten-year agreement. Subsequently, the Purchasing Department was notified by Rick Kurtz, Director of Food and Nutrition and Chip Wichmanowski, President of the Pasco Foundation, of their desire to add Gatorade products to this agreement. The Gatorade product line was recently acquired by the Pepsi Bottling Group and can be added as outlined in the agreement with Pepsi as a "new product" through a negotiated process.

Considering the above, Mr. Kurtz and Mr. Wichmanowski have negotiated an acceptable pricing structure and commission rate as noted on the attached letter from Jocelyn Walton, Pepsi's representative for the District.

At this time, it is my recommendation to incorporate the Gatorade products with the stipulated pricing and commission as noted on the attached.

Should you have any questions or wish to discuss this matter further, please contact Mr. Kurtz, Mr. Wichmanowski or me at your convenience.

Attachment (1) District School Board of Pasco County

District School Board of Pasco County

District School Board of Pasco County

FEB 20 2007

MAR 02 2004

Board Approved

Board Approved

MAR 07 2006

District School Board of Pasco County

Board Approved

MAR 01 2005

Board Approved

District School Board of Pasco County
JUN 17 2003
Board Approved

POSTED 6-11-03 10:30 AM
REMOVED 6-18-03 8:35 AM
INITIALS *Amn* | *Amn*

PASCO COUNTY FOOD SERVICE PRICING

<u>Package</u>	<u>Brand</u>	<u>2002 Price</u>	<u>1.5% Increase</u>	<u>2003 Price</u>
12 oz Can	CSD	\$5.34	\$.10	\$5.44
12oz Can	Lipton	\$5.34	\$.10	\$5.44
16oz PET	Dole	\$7.99	\$.13	\$8.12
20oz PET	Aquafina	\$8.77	\$.12	\$8.89
20oz PET	CSD	\$10.31	\$.16	\$10.47
20oz PET	Fruitworks	\$10.31	\$.16	\$10.47
20oz PET	Allsport	\$10.31	\$.16	\$10.47
5G Tan	Premix	\$2.99	\$.05	\$3.04

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved

District School Board
of Pasco County

MAR 09 2004

Board Approved



THE PEPSI BOTTLING GROUP

Pepsi Bottling Group
Jocelyn Walton
11315 N. 30th Street
Tampa, Florida 33612
(813) 975-3402

June 5, 2003

Attention: Chip Wichmanowski

Subject: Gatorade Food Service and Vending Pricing

The following is to serve as notice as to the addition of Gatorade twenty (20) ounce bottled isotonic beverages to the Pepsi Bottling Group product portfolio.

In order to continue to provide a larger variety of non-carbonated beverages to the students of the School District of Pasco County, Pepsi Bottling Group will provide Gatorade isotonic products to the School District of Pasco County at a rate of \$13.50 per twenty-four (24) bottle count case.

Additionally, Pepsi Bottling Group agrees to provide the Gatorade isotonic beverages for vending purposes at a vend rate of \$1.25 with the contractually agreed upon commission rate of thirty-five (35) percent.

If you should have any questions regarding this matter, please feel free to contact me at (813) 975-3402.

Jocelyn Walton

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

MAR 01 2005

Board Approved

District School Board
of Pasco County

MAR 02 2004

Board Approved

District School Board
of Pasco County

JUN 17 2003

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/ 794-2221

John Long, Ph.D., Superintendent

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Department of Purchasing
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352/ 524-2222 e-mail: kgoodman@pasco.k12.fl.us

February 25, 2003

MEMORANDUM

TO: Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KG*

SUBJECT: Fifth-Year of Ten-Year Contract
RFP No. D-61, Beverage Partnership
Pepsi Cola Company

The recommendation to renew the referenced Beverage Partnership bid was Board Approved on February 18, 2003. Attached to the recommendation was a pricing sheet from Pepsi for a 1.5% increase for 2003. Unfortunately, after the RFP was approved for the Fifth-Year renewal, an error was found in calculations on the pricing sheet. I have attached a revised pricing sheet for the Board's approval. As you will see on the sheet, new pricing is reflected on each line. I am requesting that the Board approve the new pricing sheet to be attached to the Fifth Year renewal contract.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KG/dmm

MAR 07 2006

District School Board
of Pasco County

FEB 20 2007

Board Approved

Board Approved

District School Board
of Pasco County

MAR 02 2004

Board Approved

District School Board
of Pasco County
MAR - 4 2003
Board Approved

District School Board
of Pasco County

MAR 01 2005

POSTED 2-26-03 8:30 AM
REMOVED 3-4-03 12:05 PM
INITIALS dmm / dmm

PASCO COUNTY FOOD SERVICE PRICING
REVISED FEBRUARY 25, 2003

PACKAGE	BRAND	ORIGINAL 2003 PRICE	1.5% INCREASE	REVISED 2003 PRICE
12 oz Can	CSD	\$5.44	\$0.08	\$5.42
12 oz Can	Lipton	\$5.44	\$0.08	\$5.42
16 oz PET	Dole	\$8.12	\$0.12	\$8.11
20 oz PET	Aquafina	\$8.89	\$0.13	\$8.90
20 oz PET	CSD	\$10.47	\$0.15	\$10.46
20 oz PET	Fruitworks	\$10.47	\$0.15	\$10.46
20 oz PET	Allsport	\$10.47	\$0.15	\$10.46
5 gal TAN	Premix	\$3.04	\$0.04	\$3.03

District School Board
of Pasco County

FEB 20 2007

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MAR 02 2004

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MAR 07 2006

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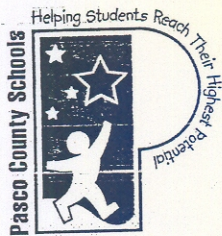
MAR 01 2005

Board Approved

District School Board
of Pasco County

MAR - 4 2003

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/ 794-2221

John Long, Ph.D., Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
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352/ 524-2222 e-mail: kgoodman@pasco.k12.fl.us

February 11, 2003

MEMORANDUM

TO: Board Members
FROM: Kendra Goodman, CPPB, Purchasing Agent *KdG*
SUBJECT: Fifth-Year of Ten-Year Contract
RFP No. D-61, Beverage Partnership
Pepsi Cola Company

On November 17, 1998, The Board approved the above referenced Request For Proposal (RFP) to the vendor noted. This is a ten-year contract renewable annually, after the second year, by mutual agreement. The first period of the agreement commenced on March 16, 1999.

Considering services have been satisfactory, Pepsi was contacted to verify their willingness to enter into the 5th year of the agreement. Jocelyn Walton, the Pepsi Bottling Group has indicated their desire to enter into the fifth-year of the agreement, conditioned upon agreement of the price escalation allowed under the contract (see attached letter). Under the CPI (current price index), the Purchasing Department has determined that, under the contract, a one and one-half percent (1.5%) increase is allowable.

It is my recommendation this renewal be approved. The fifth year of the contract will cover the period March 16, 2003 through March 15, 2004.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

Dmm

District School Board
of Pasco County

MAR 02 2004

Board Approved

District School Board
of Pasco County
FEB 18 2003
Board Approved

District Wide Accreditation • Southern Association of Colleges and Schools

Board Approved

POSTED 2-12-03 8:30 am
REMOVED 2-19-03 11:00am
INITIALS dmm / lbl

District School Board
of Pasco County

MAR 01 2004

Board Approved

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved



January 17, 2003

District School Board of Pasco County
Attn: Donna M. Moore
20430 Gator Lane
Land O' Lakes, Florida 34639

Reference: Beverage Contract RFP #D-61

Dear Mrs. Moore,

This letter is intended to be notification that Pepsi Bottling Group will renew the above-mentioned contract for the Fifth Year due to renew on March 16, 2003.

This letter also serves as a Thirty- Day Notification that Pepsi Bottling Group will take a yearly price increase as mentioned in the above contract for Food Service pricing. The pricing increase will be calculated as mentioned in the above contract.

If you have any questions or concerns, please contact me at (813) 975-3402.

Sincerely,

Jocelyn Walton
Key Account Manager

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

Board Approved

District School Board
of Pasco County

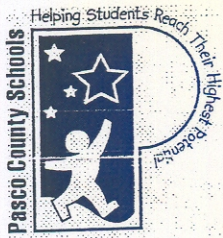
MAR 01 2005

Board Approved

District School Board
of Pasco County

MAR 02 2004

Board Approved



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34639 • 813/794-2221

John Long, Ph.D., Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Donna M. Moore, Purchasing Secretary
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 e-mail: dmoore@pasco.k12.fl.us

PUR-03-021

January 7, 2003

The Pepsi Bottling Group
Attn: Mr. Tom Haddock
11315 North 30th Street
Tampa, FL 33612

Reference: Beverage Contract RFP #D-61

Dear Mr. Haddock,

The above referenced Ten-Year Contract is due to renew on March 16, 2003. This will be the Fifth-Year Renewal. The renewal period shall commence on March 16, 2003.

Please send a letter of Pepsi's willingness to extend the original terms and conditions outlined in the existing contract for the fifth year.

If you have any questions or concerns, do not hesitate to contact me at our Tampa number 813-794-2221

Sincerely,

Donna M. Moore
Purchasing Secretary

Cc: Rick Kurtz
Chip Wichmanowski

District School Board
of Pasco County

FEB 20 2007

Board Approved

District School Board
of Pasco County

MAR 07 2006

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John Long, Ph.D., Superintendent

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Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
813/794-2222 Fax: 813/794-2111
727/774-2222 TDD: 813/794-2484
352/524-2222 e-mail: kgoodman@pasco.k12.fl.us

January 15, 2002

MEMORANDUM

TO: Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent *KdG*

SUBJECT: Fourth-Year of Ten-Year Contract
RFP No. D-61, Beverage Partnership
Pepsi Cola Company

On November 17, 1998, the Board approved the above referenced Request For Proposal (RFP) to the vendor noted. This is a ten-year contract renewable annually, after the second year, by mutual agreement. The first-year of the agreement commenced on March 16, 1999 when it was signed by both Dr. John Long, Superintendent of Schools and Gary Smith, General Manager, Pepsi Bottling Group.

Tom Haddock, Pepsi Bottling Group has indicated their desire to enter into the fourth-year of the agreement. See letter attached.

It is my recommendation this renewal be approved. The fourth year of the contract will cover the period March 16, 2002 through March 15, 2003.

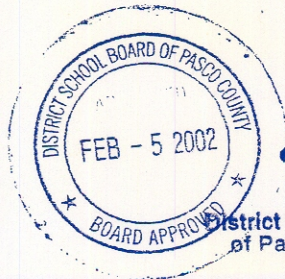
Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dmm

District School Board
of Pasco County

MAR 07 2006

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District School Board
of Pasco County

FEB 20 2007

POSTED 1-30-2002 8:30 AM
REMOVED 2-5-2002 11:54 AM
INITIALS dmm / dmm



THE PEPSI BOTTLING GROUP

District School Board of Pasco County
Purchasing Department
20430 Gator Lane
Land O' Lakes, Fl.34639

Reference: Beverage Contract RFP #D-61

District School Board of Pasco County:

This letter is to confirm the Pepsi Bottling Group's willingness to extend the original terms and conditions in the existing contract for the fourth year.

The Pepsi Bottling Group is looking forward to another successful year of partnership with the District School Board of Pasco County.

Sincerely,

Tom Haddock
Key Account Manager
Pepsi Bottling Group

Cc: Brian Spearman
Jimmy Piloto

District School Board
of Pasco County

MAR 07 2006

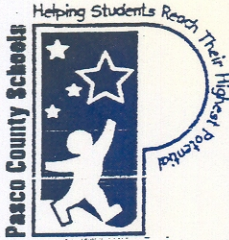
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of Pasco County

FEB 20 2007

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District School Board of Pasco County

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John Long, Ph.D., Superintendent

www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPB, Purchasing Agent
e-mail: kgoodman@pasco.k12.fl.us
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221

3-5-01 11:40
3-6-01 12:05
Ther, med

CORRECTION

February 27, 2001

MEMORANDUM

TO: Board Members
FROM: Kendra Goodman, CPPB, Purchasing Agent *Kh*
SUBJECT: Third-Year of Ten-Year Contract
RFP No. D-61, Beverage Partnership
Pepsi Cola Company

APPROVED
MAR - 6 2001
PASCO COUNTY
SCHOOL BOARD

On November 17, 1998, the Board approved the above referenced Request For Proposal (RFP) to the vendor noted. This is a ten-year contract renewable annually, after the second year, by mutual agreement. The first-year of the agreement commenced on March 16, 1999 when it was signed by both Dr. John Long, Superintendent of Schools and Gary Smith, General Manager, Pepsi Bottling Group.

Martin Hainey, Pepsi Bottling Group has indicated their desire to enter into the third-year of the agreement, conditioned upon agreement on the price escalation allowed under the contract. See letter attached. He is requesting an increase for all Pepsi-provided products to the Food and Nutrition Services Department and the Pasco Education Foundation.

The purchasing department has determined that, under the contract, a one and one-half percent (1.5%) increase is allowable.

District School Board
of Pasco County

Given this, and the need to renew this contact on a timely basis, Purchasing recommends acceptance of Pepsi's request to enter into the third-year of the agreement conditioned upon agreement on the one and one-half percent increase.

MAR 01 2005

Board Approved

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

District School Board
of Pasco County

MAR 02 2004

Board Approved

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FEB 20 2007

MAR 07 2005

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BID RECOMMENDATIONS

Bid Title: <u>RFP - Beverage Partnership</u>	Number of Invitations Issued: <u>32</u>
Bid Number: <u>D-61</u>	Number of Firms Responding: <u>3</u>
Date Solicited: <u>9/16/98</u>	Number of Invalid Bids: <u>0</u>
Date Opened: <u>10/14/98</u>	Number of Firms Not Bidding: <u>1</u>
Board Presentation: <u>11/17/98</u>	Number of Firms Bidding: <u>2</u>
	Grand Total of Bid: <u>\$2,300,000.00+</u> (Revenue - 10 year period)

RECOMMENDATIONS:

Recommend acceptance of the RFP from Pepsi Cola as indicated on the attached tabulation sheet with permission to negotiate pricing and revenue with Pepsi for food service and special event products which were not addressed in the proposal.

NOTATIONS AND EXCEPTIONS:

This RFP is a ten-year contract, renewable annually by mutual agreement of both parties, for exclusivity on full service beverage/food service beverage vending and special event sales. The RFP provides a one-time up-front payment to the District with annual commitments and commissions to be provided as indicated on the attached tabulation sheet. The revenues submitted to the District under this RFP will be utilized to fund new technology, personal computers, and support athletic programs throughout the District.

Award is based upon the best proposal, submitting the highest level of financial commitment, including up-front payment, commission package, fixed pricing and other considerations specified in the proposal to the District.

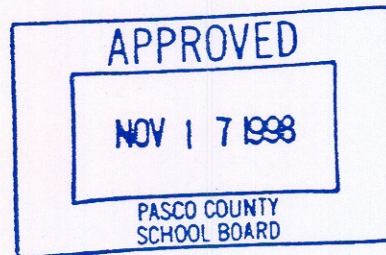
Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

BIDS EVALUATED BY:

Dr. John Gaines, Assistant Superintendent for Administration
Chuck Rushe, Chief Finance Officer
Rick Kurtz, Director, School Food Service
Chip Wichmanowski, Director of Communications
James Davis, Principal, ZHS
Mary Tillman, Internal Auditor
Kenneth C. Trufant, CPPO, Dir. New Construction
Kendra Goodman, CPPB, Buyer

REVIEWED AND AUTHORIZED BY:

Kendra Goodman, CPPB, Purchasing Agent *KG*



District School Board
of Pasco County

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: OCTOBER 14, 1998 at 2:30 p.m. FP TITLE: Beverage Vending Service FP #D-61	Pepsi Cola Company 11315 N. 30th Street Tampa, FL 33612	Tarpon Springs Coca-Cola Bottling P.O. Box 100 Tarpon Springs, FL 34688	TOTAL PRICE
<p>DESCRIPTION</p> <p>Option I: Vendor's One Time Up-front Payment \$7.5 million plus annually earned commission</p> <p>Option II: Vendor's Modified Up-front Payment \$3.2 million plus \$800,000 yr. commencing in year four for seven years</p> <p>Option III: Vendor's One Time Up-front Payment Vendor's annual commitment Commencing in year _____ to _____</p> <p>Commission rates offered Elementary School _____ Middle School _____ Senior High School _____</p> <p>Scholarship Fund Contribution - per case Flat Payment per case sold _____</p> <p>Student Recognition Vending Program New Vender Placement Program</p>	<p>TOTAL PRICE</p> <p>NB</p> <p>NB</p> <p>\$500,000.00 \$200,000.00 2 for 9 years</p> <p>20% 20% 35%</p> <p>\$0.50 \$2.00</p>	<p>TOTAL PRICE</p> <p>NB</p> <p>NB</p> <p>\$100,000.00 \$65,000.00 2 for 9 years</p> <p>20% 20% 35%</p> <p>\$2,000.00 * \$12,000.00 *</p>	<p>TOTAL PRICE</p>
<p>Board Approved</p> <p>MAR 07 2006</p> <p>District School Board of Pasco County</p>	<p>FEB 20 2007</p> <p>District School Board of Pasco County</p>		
<p>District School Board of Pasco County</p> <p>MAR 01 2005</p> <p>Board Approved</p> <p>*Ten Year Total</p>	<p>District School Board of Pasco County</p> <p>MAR 02 2004</p> <p>Board Approved</p>		