



June 23, 2017

STATEMENT OF AWARD

Bidder's right to protest as listed in section 11-35-4210 in the South Carolina Consolidated Procurement Code does not apply to this award. Reference Consolidated Procurement Code §11-35-710 (Exemption No. 6 Athletic Funds) and Consolidated Procurement Code Exemptions Granted.

Solicitation Number: USC-RFP-3055-CH

Issue Date: February 15, 2017

Opening Date: April 6, 2017 at 3:00 PM

Description: Provide Concessions Services for the USC Athletics Department

Initial Contract Term: July 1, 2017 through June 30, 2027

Maximum Contract Term: July 1, 2017 through June 30, 2027

Awarded To: Aramark Sports and Entertainment Services, LLC
ATTN: Carl Mittleman
Aramark Tower
1101 Market Street
Philadelphia, PA 19107

Estimated Potential Value of Contract: \$15,650,000

Evaluated Amount:

1. **Capital Investment** – Total of \$3,100,000 (includes \$2,000,000 for leasehold improvements; \$1,000,000 for Point-of-Sale equipment; \$100,000 for office equipment, IT equipment, and other concession improvements)
2. **Repair and Maintenance Reserve** – Minimum of \$550,000 (1% of Gross Receipts (“Variable Reserve”) plus \$20,000 annually (“Fixed Reserve”) annually)
3. **Commissions** – Minimum of \$12,000,000 (Greater of \$1,200,000 “Commission Guarantee” or Commissions ranging from 15% to 50% per the chart below)

Except as noted below, Aramark will pay commissions to the University equal to a percentage of Gross Receipts based on the column as set forth below.

William Brice Stadium

- Concession: 50.0%
- Alcohol Concessions*: 50.0%
- Net Sub-Contractors***: 50.0%

Colonial Life Arena

- Concession:
 - \$0-800,000 17.0% (on the increment)
 - \$800,001-1,000,000 20.0% (on the increment)
 - \$1,000,001 and above 24.0% (on the increment)
- Alcohol*: 50.0%
- Net Sub-Contractors***: 50.0%
- Premium Net Receipts (As defined below): 50.0%
- Merchandise Net Receipts (as defined below) 45.0%

Founders Park

- Baseball Concession:
 - \$0-300,000 15.0% (on the increment)
 - \$300,001-400,000 20.0% (on the increment)
 - \$400,001 and above 25.0% (on the increment)
- Alcohol*: 50.0%
- Net Sub-Contractors***: 50.0%
- Special Events 20.0%

All Other Sports (as defined below)

- Concession: 15.0%
- Alcohol*: 50.0%
- Net Sub-Contractors***: 50.0%

*Commission is based on net receipts from sale of Alcohol. All Alcohol Sales (including Premium areas) at 50 %.

** Net Receipts after Subcontractor payout

CPI Adjustments - The Commission Guarantee and all Gross Receipts tier levels for the applicable commission tiers above will be adjusted upward (if applicable) at the end of each contract year according to the applicable CPI.



Caleisha Hayes, J.D.
Procurement Manager