

**Alcorn State University  
Report of Evaluation Committee  
Dining Services**

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Two Offerers responded to the RFP for dining services:

Sodexo - Company A

Thompson Hospitality - Company B

**SUMMARY OF PROPOSALS:**

Company A

Sodexo

Capital Investment	Year 1	\$	2,500,000		
	Year 6	\$	2,500,000	\$	5,000,000
Facilities Enhancement	Year 1-5	\$	625,000		
	Year 6-10	\$	750,000	\$	1,375,000
Scholarship	Year 1-5	\$	750,000		
	Year 6-10	\$	1,375,000	\$	2,125,000
In-kind Catering funds	Year 1-5	\$	575,000		
	Year 6-10	\$	575,000	\$	1,150,000
Internship		\$	250,000		
Will set aside for interns		\$	250,000	\$	500,000
		\$	4,700,000	\$	10,150,000
			5 years		10 years

Commission Percentages

	<u>A</u>
Meal Plan	10%
Cash & Credit	15%
Camp & Conference	15%
External Catering	20%
Internal Catering	15%
Concessions	25%

Retail

Company A

SubConnection (Union)

WOW ( Union)

Mein Bowl ( Champions grill)

Starbucks

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Company B

Thompson Hospitality

Capital Investment	Year 1	\$	2,235,000		
	Year 6	\$	700,000	\$	2,935,000
Unrestricted Donation	Year 1-5	\$	500,000		
	Year 6-10	\$	500,000	\$	1,000,000
Scholarship	Year 1-5	\$	250,000		
	Year 6-10	\$	250,000	\$	500,000
In-kind Catering funds	Year 1-5	\$	500,000		
	Year 6-10	\$	500,000	\$	1,000,000
Internship		\$	-		
Will hire interns but didn't give a set aside amount		\$	-	\$	-
		\$	3,485,000	\$	5,435,000
			5 years		10 years
		\$	1,215,000	\$	4,715,000

Commission Percentages

	<u>B</u>
Meal Plan	10%
Cash & Credit	10%
Camp & Conference	10%
External Catering	10%
Internal Catering	5%
Concessions	10%

Company B offers \$25 more flex dollars than Company A on meal plan options

Retail

Company B

Chick Fil A ( Union)

Austin Grill Express ( Union)

Be Right Burger (Champions Grill)

Starbucks

The evaluation committee ranked Sodexo (company A) with the highest ranking and is therefore recommending Sodexo for Contract.

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The contract shall be for five years with an option to renew another five years.

The financial offer from Sodexo was more of value than the one from Thompson Hospitality.

The first five years there is a difference of \$1,215,000. This is because of the capital investment, (+265,000)

Sodexo also offered more in-kind catering (75,000). Sodexo offered to set aside \$250,000 for interns. Thompson Hospitality offered to hire interns, but no amount was given that would be set aside for the internships.

The dining services and scope of services to be offered were detailed in the RFP and the offerers response.