

## **REQUEST FOR PROPOSAL (RFP)**

### **SOFT DRINK POURING RIGHTS FOR THE EXISTING FREEMAN COLISEUM FACILITIES**

The Coliseum Advisory Board (CAB) is seeking a soft drink partnership for pouring and event promotional opportunities at the current Freeman Coliseum facilities. Sealed proposals will be accepted on the new date September 27, 2019 by 2pm and opened publicly at the Bexar County Community Arenas Board of Directors meeting in October at the Directors Club located at 3201 E. Houston Street, San Antonio, Texas 78219

It is the intent of the Coliseum Advisory Board to provide its customers with the highest quality product and selection of soft drink beverages. Interested vendors are requested to submit a base proposal along with requested options. The Coliseum Advisory Board reserves the right to accept all or part of any proposal or to reject any and all bids which is considers in the best interest of its patrons.

#### **BASE PROPOSAL**

Vendor shall receive from CAB the right to be the exclusive soft drink vendor for the existing Freeman Coliseum Facilities (see attached Exhibit A) during the term of this agreement by providing product and service to the facility's concessionaire. The CAB retains the right to supplement the usage of other vendor's products and services on a temporary basis, in the event that such usage is necessary, for securing such events for the Coliseum facilities. The CAB shall have the right to exercise this option up to two times per year of the agreement.

#### **Soft Drink Pourage:**

CAB shall grant to vendor the following product rights:

- The right to make vendor's premium and other mutually agreeable products available for sale in adequate quantities to meet the public demand for soft drinks and other beverages at all times through all outlets in the facility where products are sold, dispensed or vended including, but not limited to, fountain dispensers, vending machines and each hawkers selling soft drinks in the facility and to be the only source of supply for the products.
- The right to be the only soft drink company whose products are available at the point of sale within the facility. Such exceptions shall be allowed upon the execution of CAB, of its right to utilize additional product sources for the success of a scheduled event.
- Pouring rights are only for Freeman Coliseum and Expo Hall events and does not included the annual San Antonio Stock Show and Rodeo.

**Vendor Responsibility:**

Vendor shall be responsible for providing to CAB and it's Concessionaire:

- Quality products, service and equipment at a nationally competitive pricing during the term of this agreement.
- Complete detailed explanation of pricing structures, level of service to be provided, and the provision of necessary equipment by vendor during the term of this contract.
- Any and all options which will encourage CAB to choose the vendor's submittal. CAB requires that any and all incentives, rebates or product returns are the property of the CAB, and are to be addressed in the initial bid proposals to the CAB.
- Detailed proposal/explanation of vendor's marketing efforts in securing and generating new events for the Freeman Coliseum facilities, as well as its proposed involvements with current Coliseum tenants.
- General and Product Liability Insurance coverage as outlined in the attached insurance requirement form.

**Term**

The term of this agreement is as follows:

- Base Proposal                      Two (2) Year Total – November 1, 2019 – November31, 2021
- Option 1                              Three (3) Year Total – November1, 2019 – November31, 2022
- Option 2                              Four ( 4) Year Total – November1, 2019 – November31, 2023

Vendor should bid their proposal in a base bid proposal and an optional package to include a three-year renewal option.

For additional information, or to schedule a tour of the facilities, please contact:

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