



LETTER OF AGREEMENT

February 10, 2016
City of Fort Walton Beach
107 Miracle Strip Pkwy SW
Fort Walton Beach, FL 32548

This Letter sets forth the agreement ("the Agreement") between The Buffalo Rock Company "BRC" (the "Bottler") and the City of Fort Walton Beach (the "Customer") relating to the purchase by the Customer from the Bottler, Post mix Products (as defined below) for use in preparing fountain beverage products (the "Fountain Products"), bottle and can products (the "Package Products") to be sold in Customer's outlets and outlets that may be opened or acquired by Customer during the Term of this Agreement.

Definitions

"Bottler" shall mean The Buffalo Rock Company "BRC", a licensed Pepsi-Cola bottler.

"Fountain Products" shall mean fountain beverage products produced from the Postmix Products.

"Participating Outlets" shall mean all present and future food service outlets owned and operated by Customer located in the United States.

"Postmix Products" shall mean postmix beverage products licensed by PepsiCo, Inc. (or any subsidiary thereof) or such other or different entities as Bottler may from time to time specify in writing to Customer.

"Term" shall mean the term of this Agreement, the period from February 10, 2016 through February 9, 2023.

"Year" shall mean a 12-month period during the Term beginning on the first day of the Term or an anniversary thereof.

"Packaged Products" shall mean Bottle & Can ("B&C") beverage products licensed by PepsiCo, Inc. (or any subsidiary thereof) or such other or different entities as Bottler may from time to time specify in writing to Customer.

Term

The term of this Agreement shall commence on February 10, 2016 and expire, upon the later of February 9, 2023 (the “**Term**”). When fully executed, this Agreement will constitute a binding obligation of both parties until such time as the foregoing commitment of the Customer has been fulfilled. For purposes of this Agreement the term “**Year**” shall mean a twelve (12) month period during the Term beginning on the first day of the Term or anniversary thereof.

Scope

This Agreement covers the purchase by Customer of B&C and Postmix Products from the Bottler. The support described herein is incremental to the standard prices available to Customer and is intended to meet a lawful competitive offer made by another supplier.

Service & Equipment Agreement

The Bottler will provide, or cause to be provided, each Participating Outlet with 7-day per week - 24-hour answering dispatch service at no charge. (See Appendix A for additional service commitments).

Marketing Funds

Throughout the Term, Customer shall earn Marketing Funds in the form of a Case Rebate at the rate of \$2.50 per Case on all 20oz Bottle Packaged Product purchased by Customer each Year, pending Tea and Coffee Products are exclusively purchased from Bottler. Bottler shall pay Customer such Marketing Funds each Year in arrears based on actual number of Cases reported. Lifetime Scoreboard Funds in the amount of \$15,500.00 will be paid by Bottler up-front for the (1) available Basketball, (1) available Soccer, and (2) available Baseball Scoreboards in year 1 within (60) days of the signing of the agreement by both parties. (See Appendix A for additional marketing commitments).

Support Funds

Annual support funds in the amount of \$2,700.00 will be paid by Bottler per year for seven (7) years and the payment will be payable to the Customer within (60) days of signing the agreement by both parties. The support funds are earned by the Customer over the term. In the event that the Bottler or the Customer terminates this agreement due to the Customer’s or Bottler’s failure to cure a breach hereof, all unearned support funds will be repaid to Bottler pursuant to the terms of the agreement utilizing a proration basis.

Pricing

The support described herein is incremental to the standard prices available to Customer (see Appendix A) and is intended to meet a lawful competitive offer made by another supplier. Postmix Products are not to exceed a 5% increase, annually by Bottler.

Packaged Products.

In the event that Customer determines to offer packaged beverage products (including carbonated soft drink, teas, waters, isotonic, juices, juice drinks and/or coffee based beverages) in the Outlets during the Term ("Packaged Products"), then Customer will purchase such Packaged Products at competitive local prices from Bottler. Packaged Products shall be the exclusive packaged products of their respective types made available by Customer at all locations.

Performance Requirements

The Fountain Products and B&C Products shall be the exclusive beverage products of their respective types sold, dispensed or otherwise made available, or in any way advertised, displayed, represented or promoted at or in connection with Customer and the Participating Outlets by any method or through any medium whatsoever (including without limitation print, broadcast, direct mail, coupons, handbills, displays and signage), whether public or private. Notwithstanding the foregoing, Customer may serve non-competitive products in those Participating Outlets in which specific localized beverage products are requested by Customer's customers, providing Customer notifies Bottler of such non-competitive beverage product. In no event, however, shall there be served beverage products licensed by, or produced by bottlers licensed by, The Coca-Cola Company or any Affiliate thereof.

Customer agrees that (except to the extent that Bottler is unable to supply the Customer with the corresponding Post mix Product) at least the following Soft Drink Products shall be served throughout the Term of this Agreement in each of the Participating Outlets (whether the Participating Outlet is now existing or is hereafter opened or acquired at any time during the Term): Pepsi, Diet Pepsi, Mountain Dew, Sierra Mist, and Dr. Pepper.

For each B&C and Fountain Product served at Participating Outlets Customer shall provide brand identification on all menus and Postmix dispensing valves.

Customer shall use the Postmix Products at Participating Outlets only to prepare the Fountain Products: (i) in accordance with procedures and standards established by Pepsi-Cola and the Partnership; and (ii) only for immediate or imminent consumption and shall not resell the Postmix Products either to nonaffiliated outlets or to consumers in any form other than the Fountain Products.

Customer shall provide to Bottler upon the execution of this Agreement a list of all Participating Outlets. Customer shall promptly notify the Bottler in writing within (60) days of the opening, acquisition, closing or sale of any Participating Outlet. Bottler shall

install equipment no later than March 27, 2016, or earlier if the current vending machines are removed prior to that date.

General Terms

BREACH OF CONTRACT: If Customer fails to comply with any of its obligations under this letter of Agreement, and such failure continues thirty (30) days following written notice from Bottler, then Bottler shall have the right, in addition to any other remedies available to Bottler, to terminate this agreement. The same terms and right to terminate herein will apply to Customer, for Bottler's failure to cure after thirty (30) days written notice from Customer.

Should parties be unable to cure the deficiencies, Customer shall promptly surrender to Bottler all Pepsi-Cola equipment installed in the Participating Outlets, whether leased, loaned or otherwise made available by the Buffalo Rock Company.

CANCELLATION DUE TO UNAVAILABILITY OF FISCAL YEAR FUNDING APPROPRIATION: When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal period, the Contract shall be cancelled and Bottler shall be entitled to reimbursement for the reasonable value of any nonrecurring cost incurred but not advertised in the price of the supplies or services delivered under the contract or otherwise recoverable. Payment and performance obligations for succeeding fiscal periods shall be subject to appropriation of adequate funds by City of Fort Walton Beach City Council.

COMPLIANCE WITH LAW: The Bottler shall comply with all applicable federal, state and local laws, ordinances, rules and regulations pertaining to the performance of Work under this Contract.

Customer represents and warrants to Bottler that the execution, delivery and performance of this Agreement by Customer will not violate any agreements with, or rights of, third parties, the violation of which would have a material adverse effect on Customer's ability to comply with its obligations under this Agreement.

INVOICING AND PAYMENT: Bottler shall be paid upon submission of invoices to Customer at: **Accounts Payable, City of Fort Walton Beach, 107 Miracle Strip Parkway SW, Fort Walton Beach, Florida 32548**. Invoices are to be billed at the prices stipulated on the purchase order and as outlined in this Agreement. Any invoices must show the City of Fort Walton Beach Purchase Order Number.

SOVEREIGN IMMUNITY. Except as expressly set forth in this Agreement, nothing herein shall be deemed to be a waiver by the City of its rights to sovereign immunity, and the City specifically reserves all its rights as set forth in Florida Statute 768.28.

INDEMNIFICATION: Bottler agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Customer from any amounts, including reasonable attorney's fees and costs up to and for trial and appeal, for which the Customer may become legally obligated to pay as damages for negligent acts, errors, and/or omissions of the Bottler arising out of the Bottler's performance under this Contract.

INSURANCE: Bottler shall provide yearly evidence of insurance coverage showing coverages for General Liability, Auto, Umbrella and Workers Compensation.

ASSIGNMENT: Assignment of this Agreement shall not be made without advance written consent of the Customer.

FLORIDA LAW APPLIES & VENUE: The parties acknowledge and agree that this Contract shall be construed pursuant to the laws of the State of Florida and that the venue for any action related to this Contract lies within Okaloosa County, Florida.

CONFLICTS, SEVERABILITY: If there is a conflict in the terms or provisions of this Agreement and any of the referenced documents, the following shall be the order of precedence from most controlling document to least controlling document: a) this Contract; b) Bottler's Bid. If there is a conflict in the terms or provisions, all non-conflicting portions of the terms or provisions of the less controlling documents shall remain enforceable.

This Agreement may be executed in two or more counterparts, each of which shall be deemed an original but all of which together shall constitute one in the same instrument.

This Agreement contains the entire agreement between the parties and supersedes all other agreements between the parties, including prior funding commitments, relating to the purchase of the Postmix Products and Packages Products by Customer. This Agreement may be amended or modified only by a written change order, agreed to by each of the parties.

IN WITNESS WHEREOF the parties hereto have executed this Agreement as of the date set forth above.

BOTTLER:

CUSTOMER:

Buffalo Rock Company (BRC)

City of Fort Walton Beach, FL

By: [Signature] / Oranley Anderson-Saba

By: [Signature]

Title: Fsm / Business Dev Coord

Title: CITY MANAGER

Date: 02/10/2016

Date: 02/10/2016

Federal Tax I.D. #:






**City of Fort Walton Beach
Recreation
2016-2023
Buffalo Rock Pepsi Proposal**

every  refreshes the world



**A BRIEF HISTORY OF
OUR COMPANY**

- Founded in 1901
- Alabama owned and based company
- Family owned, fifth generation
- Largest family owned Pepsi bottler
- Innovators of 3-liter bottle, 20 pack, 12 oz bottles
- Serving Georgia, Alabama, and Florida
- Fourth largest Pepsi bottler in USA
- Tenth largest soft drink bottler in USA



CUSTOMER SERVICE

- Buffalo Rock route sales people will service the account weekly.
- There are NO DELIVERY CHARGES and NO MINIMUM ORDERS.
- Product deliveries are available after hours and weekends for emergencies.
- Buffalo Rock has repair technicians on call 24/7.

(850)857-3774 Local Pensacola Division



EQUIPMENT

Buffalo Rock will provide equipment (free-of-charge) for our beverage products sold through your account. The following equipment is available to chill, dispense, brew and serve our products:



- Fountain Dispensers
- Coffee and Tea Brewers
- Juice Machines
- Powdered Cappuccino Machines
- Visa Coolers
- Vending Machines
- Ice Barrels
- Point of Sale Material
- Menu Boards



Repairs due to normal operation of the equipment is provided at no charge.
Service is available after hours and weekends for emergency repairs.



SPECIAL 2016 COLD BOTTLE PRICING

- 20 oz. Soft Drink Bottles: **\$21.60** per case of 24
- 12oz. Soft Drink Bottles: **\$12.00** per case of 24
- 12oz. Soft Drink Cans: **\$10.50** per case of 24
- 2-Liter Soft Drinks: **\$12.60** per case of 8
- 20 oz. Aquafina® Water: **\$14.40** per case of 24
- 20oz. Gatorade: **\$19.20** per case of 24
- SOBE Bottles and SOBE Life Water: **\$17.10** per case of 12
- 16oz. Energy Drinks: **\$34.00** per case of 24
- 15.9oz. Ocean Spray Juices: **\$14.00** per case of 12
- 10oz. Fruit Shoot Juices: **\$14.00** per case of 24
- 2.5 Gallon Gatorade Powder: **\$120.32** per case of 32




2016 BAG-IN-THE-BOX PRICING

\$49.20
per box
(**\$16.40** per gallon syrup concentrate/**\$.02** per ounce of finished product)






3 Gallon BIB Flavors (yields 18 gallons-2,304 oz).

Pepsi, Diet Pepsi, Wild Cherry Pepsi,
Mt. Dew, Mt. Dew Code Red,
Diet Mt. Dew, Dr. Pepper, Diet Dr. Pepper,
Sierra Mist, Sunkist Orange, Mug Root Beer,
Strawberry, Sunfresh Punch, Sunfresh Lemonade, Gatorade Fruit Punch,
Gatorade Lemon-Lime, Gatorade Orange

Orange Juice \$68.50 1,535 oz.
Cranberry \$57.65 1,920 oz.
Pineapple \$76.40 1,920 oz.
Sweet and Sour \$50.70 1,920 oz.

(BIB may be subject to change, not to exceed a 5% price increase, annually.)
CO2 is **\$26.00** per fill, with a **\$100.00** refundable deposit per tank.








PEPSI CUPS

16 oz. Pepsi Foam Cup: **\$16.90** per case of 300 (**\$.05** per Cup)
 20 oz. Pepsi Foam Cup: **\$18.30** per case of 300 (**\$.06** per Cup)
 32 oz. Pepsi Foam Cup: **\$28.95** per case of 300 (**\$.09** per Cup)
 44 oz. Pepsi Foam Cup: **\$41.95** per case of 300 (**\$.13** per Cup)
 16/20 oz. Lids: **\$2.40** per sleeve of 100 (**\$.02** per Lid)
 32 oz. Lid: **\$18.50** per case of 500 (**\$.03** per Lid)
 Straws: **\$3.25** per case of 500 (**\$.01** per Straw)

(Pricing is subject to change.)




FRESH BREWED TEA





96/1oz. : **\$16.95**
 (32 - 3 Gallon Brews) = **\$.53** per brew

48/3oz. : **\$35.75**
 (48 - 3 Gallon Brews) = **\$.74** per brew

24/4oz. : **\$19.68**
 (24 - 5 Gallon Brews) = **\$.82** per brew



FRESH BREWED TEA






96/1oz. : \$16.95 (BR 4302 RD 4557)
(32 - 3 Gallon Brews) = \$.53 per brew

48/3oz. : \$35.75 (BR 4301 RD 4556)
(48 - 3 Gallon Brews) = \$.74 per brew

24/4oz. : \$19.68 (BR 4300 RD 4555)
(24 - 5 Gallon Brews) = \$.82 per brew



COFFEE






P-CODE	Description	Case Count	Case Cost	Cost / Brew
4262	Maxwell House Ultra Roast	42/9 oz.	\$22.00	\$0.52
4027	Master Blend	42/1.1 oz.	\$29.90	\$0.71
4020	Maxwell House	42/1.5 oz.	\$39.65	\$0.94
4022	Maxwell House Decaf	42/1.1 oz.	\$33.95	\$0.81
4023	Maxwell House Special Delivery	42/1.2 oz.	\$36.30	\$0.86
4024	Maxwell House Special Delivery Decaf	42/1.3 oz.	\$41.30	\$0.98
4083	Yuban	42/1.5 oz.	\$41.30	\$0.98
4211	Café Collections	150/1.7oz..	\$166.80	\$1.11
4075	Gevalia- Dark Roast	24/2.5 oz	\$54.75	\$2.28
4205	Maxwell House Whole Bean	6/4lb.	\$206.10	\$0.75



COFFEE



Old P-Code	Old Product Description	Old Case Count	Old Case Cost	Cost / Brew (60 oz.)	P-Code	Red Diamond Product Description	Case Count	Case Cost	Cost / Brew (60 oz.)
4027	Master Blend	42/1.1 oz.	\$29.90	\$0.71	4563	Wrights Mill Traditional Blend	48/1.25 oz.	\$35.76	\$0.75
4023	Maxwell House Special Delivery	42/1.2 oz.	\$36.30	\$0.86	4561	Wright Mill Traditional Filter Pack	40/1.25 oz.	\$34.40	\$0.86
4024	Maxwell House Special Delivery Decaf	42/1.3 oz.	\$41.30	\$0.98	4562	Wrights Mill Decaf Filter Pack	64/1.5 oz.	\$62.94	\$0.98
4020	Maxwell House	42/1.5 oz.	\$39.65	\$0.94	4558	Wrights Mill Original Blend	48/1.5 oz.	\$47.60	\$0.99
4021	Maxwell House	42/1.75 oz.	\$38.35	\$0.91	4559	Wright Mill Original Blend	48/1.75 oz.	\$55.29	\$1.15
4022	Maxwell House Decaf	42/1.1 oz.	\$33.95	\$0.81	4560	Wright Mill Decaf	48/1.25 oz.	\$40.00	\$0.83
4083	Yuban	42/1.5 oz.	\$41.30	\$0.98	4574	Estate French Roast	42/1.75 oz.	\$43.00	\$1.02
4211	Café Collections House Blend	150/1.7 oz.	\$166.80	\$1.11	4588	Estate European	42/1.75 oz.	\$46.70	\$1.11
4210	Café Collections House Blend Decaf	150/1.7 oz.	\$175.80	\$1.17	4587	Estate Colombian Decaf	42/1.75 oz.	\$49.23	\$1.17
Multiple	Café Collection Flavors	20/2.25 oz.	\$38.00	\$1.90	Multiple	Estate Flavors: (French Vanilla, Southern Pecan, Colombian, Hazelnut, & French Roast)	24/2.5 oz.	\$42.99	\$1.79
4043	Café Collections Hawaiian Blend	20/2.25 oz.	\$38.00	\$1.90	4043	Estate Kona Blend	42/2.35 oz.	\$75.24	\$1.79
4075	Gevalia- Dark Roast	24/2.5 oz.	\$54.75	\$2.28	4572	Estate Coffee Dark Roast	24/2.5 oz.	\$54.75	\$2.28
4195	Maxwell House	64/3.75 oz.	\$95.00	\$1.48	4579	Wrights Mill Traditional Blend	64/3.75 oz.	\$95.00	\$1.48
4196	Maxwell House	64/3.75 oz.	\$120.00	\$1.88	4580	Wrights Mill Decaf	64/3.75 oz.	\$120.00	\$1.87
4205	Maxwell House Whole Bean	6/4lb.	\$206.10	\$0.75 (1.4 oz.)	4583	Wrights Mill Original Blend Whole Bean	2/5lb.	\$76.44	\$0.66 (1.4 oz.)



CAPPUCCINO

P-CODE	Description	Case Count	Case Cost	Cost / Bag
4273	Bakers Select Hot Chocolate	12/2 lb.	\$73.20	\$6.10
4257	Italian Cappuccino	6/2 lb.	\$47.10	\$7.85
4258	French Vanilla Cappuccino	6/2 lb.	\$47.10	\$7.85
4259	Suisse Mocha Cappuccino	6/2 lb.	\$47.10	\$7.85









BUFFALOROCK
BEVERAGES & FOOD SERVICES

CAPPUCCINO




Old P-Code	Old Product Description	Old Case Count	Old Case Cost	Cost / Bag	P-Code	Red Diamond Product Description	Case Count	Case Cost	Cost / Bag
4273	Bakers Select Hot Chocolate	12/2 lb.	\$73.20	\$6.10	4653	Red Diamond Hot Chocolate	6/2 lb.	\$38.70	\$6.45
4257	GFIC Italian Cappuccino	6/2 lb.	\$47.10	\$7.85	4596	Red Diamond Original Cappuccino	6/2 lb.	\$49.80	\$8.30
4258	GFIC French Vanilla Cappuccino	6/2 lb.	\$47.10	\$7.85	4597	Red Diamond French Vanilla Cappuccino	6/2 lb.	\$49.80	\$8.30
4259	GFIC Suisse Mocha Cappuccino	6/2 lb.	\$47.10	\$7.85	4598	Red Diamond Swiss Mocha Cappuccino	6/2 lb.	\$49.80	\$8.30
4279	GFIC Pumpkin Spice Cappuccino	6/2 lb.	\$47.10	\$7.85	4584	Red Diamond Pumpkin Spice Cappuccino	6/2 lb.	\$49.80	\$8.30
4260	GFIC Irish Cream Cappuccino	6/2 lb.	\$47.10	\$7.85	4599	Red Diamond Irish Cream Cappuccino	6/2 lb.	\$49.80	\$8.30
					4606	Red Diamond English Toffee Cappuccino	6/2 lb.	\$49.80	\$8.30
					4603	Red Diamond Hazelnut Cappuccino	6/2 lb.	\$49.80	\$8.30
					4610	Red Diamond Sugar-Free French Vanilla Cappuccino	6/2 lb.	\$49.80	\$8.30







P-Code	Product	Discs per Case	Case Cost	Cost per Disc
4634	Gev. Espresso Roast	80	\$42.40	\$0.53
4635	Gev. Espresso Roast Decaf	80	\$42.40	\$0.53
4636	Gev. Dark Roast	70	\$42.40	\$0.61
4637	Gev. Signature Blend	80	\$42.40	\$0.53
4638	Gev. Signature Blend Decaf	80	\$42.40	\$0.53
4639	Gev. French Vanilla	80	\$42.40	\$0.53
4644	Gev. Swiss Hazelnut	80	\$42.40	\$0.53
4645	Cappuccino Milk Creamer	40	\$32.80	\$0.82
4646	Latte Milk Creamer	40	\$32.80	\$0.82
4647	Schrd. Hot Chocolate	40	\$32.80	\$0.82
4648	Twng. Earl Grey Tea	80	\$42.40	\$0.53
4649	Twng. Green Tea	80	\$42.40	\$0.53





P-CODE	DISCRPTION	QUANTITY	CASE COST	INDIVIDUAL COST
4805	Stir Stix 7"	10/100	n/a	\$3.70
4936	Wrapped Straws 7 3/4 "	500 ct.	n/a	\$3.25
4811	12 Cup Coffee Filters	500 ct.	n/a	N/C

ALLIED PRODUCTS

4701	Sugar Individual	2000	\$16.33	n/a
4707	Sugar Canisters	24/20 oz.	\$37.20	\$1.55
4602	Creamer Individual	1000	\$16.65	n/a
4605	Creamer Canisters	24/12 oz.	\$37.20	\$1.55
4617	Carnation Creamer- French Vanilla	50 ct.	\$4.50	\$0.09
4618	" " - Hazelnut	50 ct.	\$4.50	\$0.09
4622	" " - Half n Half	50 ct.	\$4.50	\$0.09
4721	Sweet N Low	4/400 ct.	\$32.40	\$8.05/\$0.02
4702	Splenda	400 ct	\$22.70	\$0.05
4705	Equal	500 ct.	\$21.40	\$0.04
4822	Condiment Pack	250 ct.	\$38.95	\$0.15




COFFEE/CAPPUCCINO CUPS




P-CODE	DESCRIPTION	SIZE	QUANTITY per Case/Sleeve	COST PER CASE	SLEEVE COST
Maxwell House & Gourmet Coffee Cups					
5125	MH Coffee Cups	8oz	25 per Sleeve	\$30.00	\$0.75
5126	MH Coffee Cups	12oz	300 per Case	\$12.70	N/A
5127	MH Coffee Cups	16oz	300 per Case	\$16.90	N/A
5128	MH Coffee Cups	20oz	300 per Case	\$18.30	N/A
5094	MH Tear Top Lid	8oz	100 per Sleeve	N/A	\$1.80
5086	MH Tear Top Lid	12/16/20oz	100 per Sleeve	N/A	\$2.40
5153	MH Dome Lid	12/16/20oz	100 per Sleeve	N/A	\$5.75
5075	Fusion Cappuccino	12oz	20 per Sleeve	N/A	\$2.25
5076	Fusion Cappuccino	16oz	25 per Sleeve	N/A	\$2.80
5077	Fusion Cappuccino	20oz	20 per Sleeve	N/A	\$2.99
5080	Fusion Lids	12/16/20oz	100 per Sleeve	N/A	\$6.49



CUP PRICING

P-CODE	DESCRIPTION	SIZE	QUANTITY per Case/Sleeve	COST PER CASE	SLEEVE/UNIT COST
5006	Red Diamond Trophy Cup	12oz	10/100 ct. per Sleeve	\$67.00	\$6.70/\$0.07
5010	Red Diamond Trophy Cup	16oz	15/50 ct. per Sleeve	\$56.25	\$3.75/\$0.08
5015	Red Diamond Trophy Cup	20oz	25/30 ct. per Sleeve	\$73.75	\$2.95/\$0.10
5142	Lock-Tab Lid	12/16/20oz	20/100 ct. per Sleeve	\$65.00	\$3.25/\$0.03
5133	Gourmet Sip Lid	12/16/20oz	12/125 ct. per Sleeve	\$69.00	\$5.75/\$0.05



FULL-LINE VENDING

15% Commission on Beverage Vends
and
10% on Snack Vends





SCOREBOARDS



, will sponsor the (1) available Basketball Scoreboard, (1) available Soccer, and (2) available Baseball Scoreboards.



Total Value:
\$15,500.00



ANNUAL FUNDING INCENTIVE



Agrees to offer an annual incentive of


\$2,700.00

per year for (7) years!

(A **\$18,900.00** total value!)



CASE REBATE INCENTIVE





Agrees to offer an annual rebate of

\$2.50

per case on all 20oz. Products for the (7) years term.

(A **\$2,800.00+** total value based on an average estimate of (160) 20oz case sales per year).



PRODUCT DONATION SUPPORT



would like to offer the City of F.W.B. **\$750.00** in product per year for the City to use at there discretion. This product is not for resale.

Total Value: \$5,250.00



SIGNAGE SUPPORT



would like to offer the City of
F.W.B. **\$500.00** yearly of
banners and coroplast signage
necessary to support
registrations and other special
events!

Total Value: \$3,500.00



SIDELINE COOLERS & BOTTLES



would like to offer **(12)** Gatorade® Sideline Coolers, **(72)** Gatorade®
Bottles, and **(1)** 32 pack case of Gatorade® 2.5 Gallon Powder.

Total Value: \$1,200.00+



TOTAL VALUE FOR PARTNERSHIP RENEWAL

Vending Commissions: **\$2,100.00+**

Scoreboards: **\$15,500.00+**

Annual Funding: **\$18,900.00**

Case Rebates: **\$2,800.00+**

Product Donations: **\$5,250.00+**

Signage: **\$3,500.00+**

Gatorade Sideline Kits: **\$1,200.00+**

Total Value: \$49,250.00+

