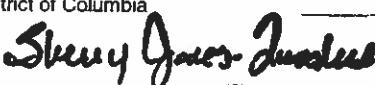


AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT			1. Contract Number	Page of Pages	
2. Amendment/Modification Number GF-2012-R-0034-004		3. Effective Date December 5, 2012	4. Requisition/Purchase Request No.		1 5. Solicitation Caption Dining Management Services
6. Issued By: University of the District of Columbia Capital Procurement Division 4200 Connecticut Avenue, NW Building 38, Room C04 Washington, DC 20008		Code _____	7. Administered By (If other than line 6) University of the District of Columbia Capital Procurement Division 4200 Connecticut Avenue, NW Building 38, Room C04 Washington, DC 20008		
8. Name and Address of Contractor (No. Street, city, country, state and ZIP Code)			<input checked="" type="checkbox"/> 9A. Amendment of Solicitation No. GF-2012-R-0034 <input type="checkbox"/> 9B. Dated (See Item 11) September 27, 2012 <input type="checkbox"/> 10A. Modification of Contract/Order No. <input type="checkbox"/> 10B. Dated (See Item 13)		
Code _____		Facility _____			
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS					
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended. <input checked="" type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning <u>1</u> copy of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or fax which includes a reference to the solicitation and amendment number. FAILURE OF YOUR ACKNOWLEDGEMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by letter or fax, provided each letter or telegram makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.					
12. Accounting and Appropriation Data (If Required)					
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14					
<input type="checkbox"/> A. This change order is issued pursuant to: (Specify Authority) The changes set forth in Item 14 are made in the contract/order no. in item 10A.					
<input type="checkbox"/> B. The above numbered contract/order is modified to reflect the administrative changes (such as changes in paying office, appropriation date, etc.) set forth in item 14, pursuant to the authority of 27 DCMDR, Chapter 36, Section 3601.2.					
<input type="checkbox"/> C. This supplemental agreement is entered into pursuant to authority of:					
<input type="checkbox"/> D. Other (Specify type of modification and authority)					
<b>E. IMPORTANT:</b> Contractor <input type="checkbox"/> is not, <input checked="" type="checkbox"/> is required to sign this document and return <u>1</u> copy to the issuing office.					
14. Description of amendment/modification (Organized by UCF Section headings, including solicitation/contract subject matter where feasible.)					
Solicitation No. GF-2012-R-0034 for Dining Management Services is hereby amended as follows:					
1) Questions and Answers (Exhibit A).					
2) Delete Attachment J.7 - University of the District of Columbia Background Information in its entirety and replace with updated Attachment J.7 (Exhibit B).					
3) Delete Attachment J.8 - University of the District of Columbia Current Dining Services Background Information in its entirety and replace with updated Attachment J.8 (Exhibit C).					
4) New Student Center Survey Results (Exhibit D).					
5) Current Equipment Inventory (Exhibit E).					
6) New Student Center Kitchen Equipment Plans (Exhibit F).					
7) All other terms and conditions remain the same.					
Except as provided herein, all terms and conditions of the document referenced in Item (9A or 10A) remain unchanged and in full force and effect					
15A. Name and Title of Signer (Type or print)			16A. Name of Contracting Officer Sherry Jones-Quashie		
15B. Name of Contractor  (Signature of person authorized to sign)		15C. Date Signed	16B. District of Columbia  		16C. Date Signed  12/5/12 (Signature of Contracting Officer)

# **Exhibit A**

## **Questions and Answers**

**GF-2012-R-0034**  
**DINING MANAGEMENT SERVICES**  
**QUESTIONS & ANSWERS**

- 1) QUESTION – Will the winning bidder have input for design of student center dining/food service design?**

ANSWER – While some basic infrastructure components will be included in the University's construction, it is anticipated the awarded Contractor will be fully responsible for the design and fit-out of the food service space.

- 2) QUESTION – What is completion date of Student Center?**

ANSWER – The Winter of 2014.

- 3) QUESTION – Have brand studies been performed?**

ANSWER – While the University has not completed a comprehensive brand study, data was collected during a Student Center planning survey to capture some branding and food selection preferences. See Exhibit D – New Student Center Survey Results.

- 4) QUESTION – Can pictures be taken of the current dining facility?**

ANSWER – Offerors are not allowed to take pictures of the current dining space.

- 5) QUESTION - What is the anticipated start date of the foodservice contract?**

ANSWER – The start date of the contract is October 2013 to allow for the design and fit out of the space. The Contractor shall schedule to open the space to the public by Winter 2014.

- 6) QUESTION - When does the current foodservice contract end?**

ANSWER – September 30, 2013

- 7) QUESTION - Is there an investment buy-back associated with the current contract? If so, what is the unamortized investment balance as of the end of the current contract?**

ANSWER – We are in the process of obtaining this information. This information will be issued in a subsequent amendment.

**8) QUESTION - When is the New Student Center scheduled to be completed?**

ANSWER – The Winter of 2014.

**9) QUESTION - Can we receive CAD drawings for all current and future dining locations?**

ANSWER – CAD files will be provided to the awarded Contractor.

**10) QUESTION - When is the Firebird Inn scheduled to close?**

ANSWER – See Response to Question No. 6.

**11) QUESTION - Please provide total catering sales for the entire campus to include the current vendor and all outside vendors for academic years (2010-2011) and (2011-2012).**

ANSWER – Refer to the updated Attachment J.8 – UDC Dining Background Information. (Exhibit C)

**12) QUESTION - Can you please re-confirm whether catering will be exclusive as stated verbally during the pre-proposal conference?**

ANSWER – Catering will be exclusive for the awarded Contractor. Only the University President may authorize the use of catering services beyond the services offered by the awarded Contractor.

**13) QUESTION - Can you please re-confirm that a management fee will be accepted until the New Student Center opens as stated verbally during the pre-proposal conference?**

ANSWER – Yes, this is confirmed.

**14) QUESTION - Please provide us with the student and staff population for each UDC campus (Van Ness, North Capitol, Bertie Backus and the Law School).**

ANSWER – Refer to the updated Attachment J.7 – UDC Background Information. (Exhibit B). The University has no further information on the breakdown of student and staff population for each UDC campus.

- 15) QUESTION - Please provide us with the operational hours for each facility at the UDC campuses...Van Ness (Firebird Inn, Student Center & Learning Resource Center), Law School, North Capitol and Bertie Backus.**

ANSWER – The UDC campuses are operational Monday to Friday from 7:00 am to 10:00 pm with exceptions of North Capitol and Bertie Backus wherein hours extend through Saturdays, 9:00 am to 3:00 pm.

- 16) QUESTION - The brand survey conducted for UDC, can you provide us with access to this study?**

ANSWER – See Exhibit D – New Student Center Survey Results

- 17) QUESTION - For the 3-5 retail units that would be added as part of the Student Center renovation at the Van Ness campus, can you share with us the timeline expectations/requirements for unit completion and opening dates following renovation completion?**

ANSWER – The University anticipated the awarded Contractor will work with the construction team to identify a schedule for the completion of the overall building and the completion of the food service specific spaces that allow for occupancy in Winter 2013.

- 18) QUESTION - Please provide the total number of faculty, students and staff for each of the following campuses (Van Ness, North Capitol, Bertie Backus and the Law School)?**

ANSWER – See Response to Question No. 14.

- 19) QUESTION - Provide a full equipment list along with details regarding ownership.**

ANSWER – See Exhibit D – Current Firebird Inn Equipment Inventory, which is fully amortized. See Exhibit E – New Student Center Kitchen Equipment Plans. The plans listed the proposed equipment inventory specifically identified to fit the configurations of the retail spaces in the New Student Center. The General Contractor for Construction of the New Student Center is expected to provide the listed equipment in Exhibit E.

- 20) QUESTION - Which POS system is currently in place at the University? Does the incumbent or the University own the system?**

ANSWER – The current POS system is Micros and the system is owned by the University.

- 21) QUESTION - Based on section C.3.1.4 of the RFP, it states, “Beginning Fall 2012, the University intends to implement a Meal Plan Program...” Please provide all available meal plans with pricing.**

**ANSWER –** The University is currently developing meal plans with the intent of executing a pilot program for Spring 2013. The plans may become available once finalized.

**Exhibit B**

**University of the**

**District of Columbia**

**Background Information**

**ATTACHMENT J.7**  
**UNIVERSITY OF THE DISTRICT OF COLUMBIA BACKGROUND INFORMATION**

**J.7.1 Background and History**

Chartered in 1974, the University of the District of Columbia (UDC) is the only fully-accredited public institution of higher education in the nation's capital. As an urban land-grant university, it supports a broad mission of education, research and community service and offers bachelors and masters degrees in the College of Arts and Science; School of Business and Public Administration; School of Engineering and Applied Sciences; and College of Agriculture, Urban Sustainability and Environmental Studies. Also included in the university system is the David A. Clarke School of Law.

In August 2009, UDC inaugurated a new, stand-alone Community College which offers more than 20 associate degree and certificate programs as well as over 25 Workforce Development programs to prepare students for successful careers and academic advancement.

As the District's alma mater, UDC attracts students of every age from the Washington, DC region, the nation and the world-providing innovative, results-driven programs that enrich our city with educated, qualified students, ready to work and contribute to its overall prosperity and quality of life.

**J.7.2 UDC Mission, Vision, And Goals**

**Mission**

The University of the District of Columbia is an urban land-grant institution of higher education. Through its community college, flagship and graduate schools, it offers affordable post-secondary education to District of Columbia residents at the certificate, baccalaureate and graduate levels. These programs will prepare students for immediate entry into the workforce, the next level of education, specialized employment opportunities and life-long learning.

**Vision**

The University of the District of Columbia will be a diverse, selective, teaching, research and service university in the land-grant tradition, serving the people of Washington, DC, the nation and the world.

**Goals**

- Create and nurture a premier community college
- Open admissions policy
- Major vehicle for workforce development
- Gateway to a four-year college education
- Become an outstanding institution for undergraduate education with a global focus
- Offer exceptional, research-driven graduate and professional programs of importance to the District and the nation
- Provide an important economic engine for the District of Columbia and region

### **J.7.3 Enrollment**

UDC's Full Time Equivalent (FTE) Students Enrollment for the past six years is as follows:

<b>YEAR</b>	<b>Fall 2006</b>	<b>Fall 2007</b>	<b>Fall 2008</b>	<b>Fall 2009</b>	<b>Fall 2010</b>	<b>Fall 2011</b>
<b>FTE</b>	3,665	3,620	3,358	3,584	3,973	3,659

The FTE figures by division for the past six years is as follows:

<b>YEAR</b>	<b>Undergraduate</b>	<b>Graduate</b>	<b>Law School</b>	<b>Community College</b>	<b>TOTAL FTE</b>
<b>Fall 2006</b>	3,535	130	-	-	3,665
<b>Fall 2007</b>	3,469	151	-	-	3,620
<b>Fall 2008</b>	2,958	144	256	-	3,358
<b>Fall 2009</b>	2,059	122	273	1,129	3,584
<b>Fall 2010</b>	1,831	149	310	1,683	3,973
<b>Fall 2011</b>	1,516	188	321	1,634	3,659

### **J.7.4 Faculty and Staff Demographics**

As of May 30, 2012, the University has 837 full time employees. 123 of the number represents the University's Community College.

### **J.7.5 Academic Calendar**

The University operates on a semester system with Fall, Spring, and two Summer terms.

The University academic calendar is found at [www.udc.edu/registrar/academic\\_calendar.htm](http://www.udc.edu/registrar/academic_calendar.htm).

### **J.7.6 Athletics And Student Life**

#### **Athletics**

The University sponsors ten (10) intercollegiate athletic programs and competes in the NCAA Division II East Coast Conference.

#### **Student Life**

The Office of Student Life and Services offers an exciting array of programs and co-curricular activities that complement the academic coursework of the University. Program examples that are now traditions include Homecoming, Pride Week, Freshmen Week and the Miss UDC Pageant and are designed to enhance experiences for students outside of the classroom.

### **J.7.7 Campus Map**

A map of campus can be found at [http://www.udc.edu/campus\\_map.htm](http://www.udc.edu/campus_map.htm)

**Exhibit C**

**University of the**

**District of Columbia**

**Current Dining Services**

**Background Information**

**ATTACHMENT J.8**  
**UNIVERSITY OF THE DISTRICT OF COLUMBIA**  
**CURRENT DINING SERVICES BACKGROUND INFORMATION**

**J.8.1 Current Dining Services Operation**

The University of the District of Columbia (“University”) Dining Services is currently contracted (i.e., operated and managed by a food service contract management firm).

The current University Dining Services consists of the following operation:

- The Firebird Inn located in Building 38 at 4200 Connecticut Avenue NW
- Catering Services

**J.8.2 Annual Sales for last two years and year-to-date by Service:**

	FY2010 Aug - Sep	YTD 2011 Oct - Sep	FY2012 Oct - May
Cash – Firebird Inn	\$18,000.00	\$131,000.00	\$218,000.00
Catering Sales		\$283,000.00	\$190,000.00
Concessions, if applicable			
Other			
<b>Total Revenues</b>	<b>\$18,000.00</b>	<b>\$414,000.00</b>	<b>\$408,000.00</b>

Sales information prior to August 2010 is not available.

**J.8.3 Firebird Inn Operating Data**

- Seats - 218
- Operating Days
  - FY 2011 – 170
- Hours of Operation
  - Fall Semester: 7:30 AM – 6:30 PM
  - Spring Semester: 7:30 AM – 6:30 PM
  - Summer Session: 7:30 AM – 3:00 PM
  - Academic Breaks: Closed
- Menu Pricing
  - Average Snack: \$1.25
  - Average Sandwich: \$5.00
  - Average Side Item: \$2.50
  - Average Entrée: \$8.50

#### J.8.4 Firebird Inn Menu Offerings

<b>Breakfast</b>	<b>Lunch</b>	<b>Lite Fare</b>	<b>To Go</b>
Eggs	Deli Sandwiches	Deli Sandwiches	Parfaits
Omelets	Wraps	Wraps	Yogurt
Bacon	Tuna Salad Sandwich	Tuna Salad Sandwich	Tuna Salad Sandwich
Sausage	Chicken Salad Sandwich	Chicken Salad Sandwich	Chicken Salad Sandwich
Scrapple	Cold Pasta Salads	Cold Pasta Salads	Cold Pasta Salads
Fried Apples	Hamburgers	Hamburgers	Pastries
Potatoes Hash	Hotdogs		Coffee
French Toast	Chicken Tenders		Soda
Pancakes	Fries		Packaged Beverages
Breakfast Sandwiches	Hot Italian		Cookies
Cereal	Hot Spanish		Cheesecake
Breakfast Bars	Hot Mexican		Chips
Grits	Salad Bar		Breakfast Bar
Oatmeal	Soul Food		
Biscuits	Flavored Chicken Wings		
Sausage Gravy	Rice		
	Cous Cous		
	Breakfast Offerings		

In addition, the Firebird Inn offers an entrée and sides du jour as well as two soups.

#### J.8.5 Firebird Inn Daily Customer Counts for a Typical Week (no holidays or major event)

<b>TYPICAL FALL SEMESTER</b>	<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>	<b>Friday</b>	<b>TOTAL</b>
<b>Breakfast</b>	50	52	60	59	43	264
<b>Lunch</b>	49	78	82	67	49	325
<b>Dinner</b>	30	20	26	21	-	97
<b>TOTAL/DAY</b>	129	150	168	147	92	686

<b>TYPICAL SPRING SEMESTER</b>	<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>	<b>Friday</b>	<b>TOTAL</b>
<b>Breakfast</b>	29	32	66	68	46	241
<b>Lunch</b>	53	73	98	87	69	380
<b>Dinner</b>	-	-	-	-	-	0
<b>TOTAL/DAY</b>	82	105	164	155	115	621

### J.8.6 Employee Information

Dining Venue	Total # of Employees	Full Time	Part Time	Students
Firebird Inn	7	2	5	0
Catering	3	1	2	0
(Note: Firebird Inn employees serviced catering events also.)				
<b>Total # of Employees</b>	<b>7</b>	<b>2</b>	<b>5</b>	<b>0</b>

#### Job Position

Administrative Assistant  
Cashier  
Cook  
Dishwasher  
Food Service Lead  
Catering Staff

### J.8.7 Catering and Summer Conferences

- A. Annual Sales - In-house Food Service Operator - \$118,000 (FY2011)
- B. Annual Sales - Out-side Caterer - \$165,000 (FY2011)
- C. Summer camps or programs utilized food services during Summer 2011 by requesting hot or packaged lunches.
- D. Summer conference rates were based on head count and complexity of food selection. Rates ranged from \$8 - \$15/ person.
- E. Student Orientation – typically doesn't require food services during its sessions. However, the goal is to further collaborate with Student Affairs to support future student events.

# **Exhibit D**

## **New Student Center**

### **Survey Results**

University of the District of Columbia

**Student Center Planning Study  
Market Research Summary**

March 20, 2011



**envision**  
strategies

# Market Research Survey

- All Campus Members Invited
- Available 1/26/11 through 3/3/11
- 322 Participants
  - Less than 10% of Campus Population
- Confidence Interval
  - 5.5% for Total Respondents
  - 7.9% to 20% for Sub-samples

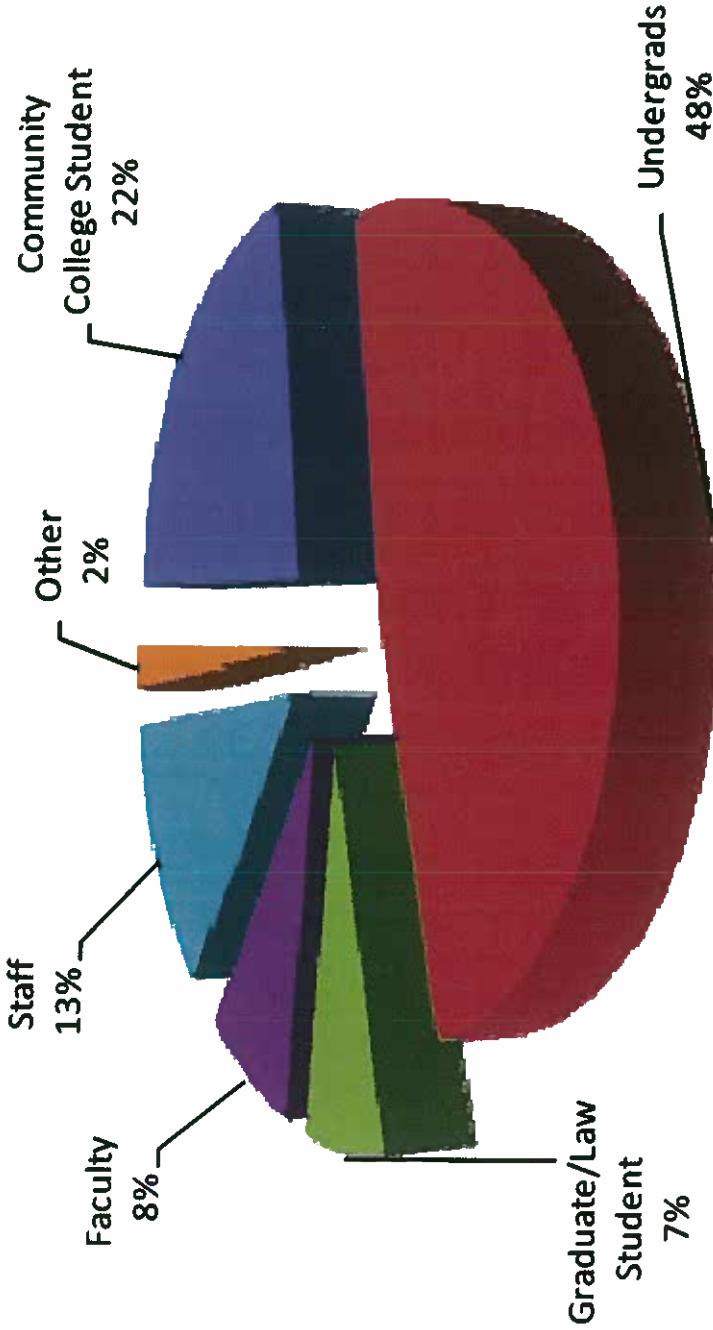


Market Research Summary  
March 20, 2011  
2

envision  
strategies

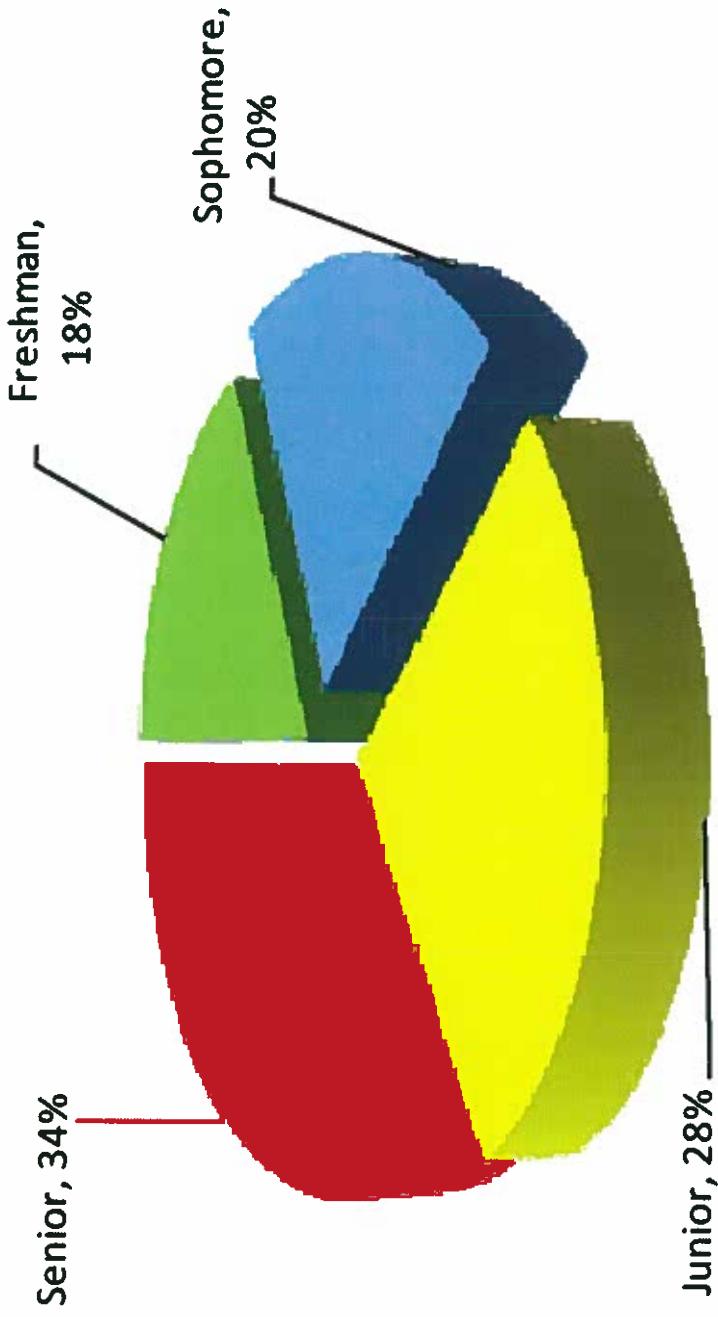
# Demographics

Affiliation with UDC



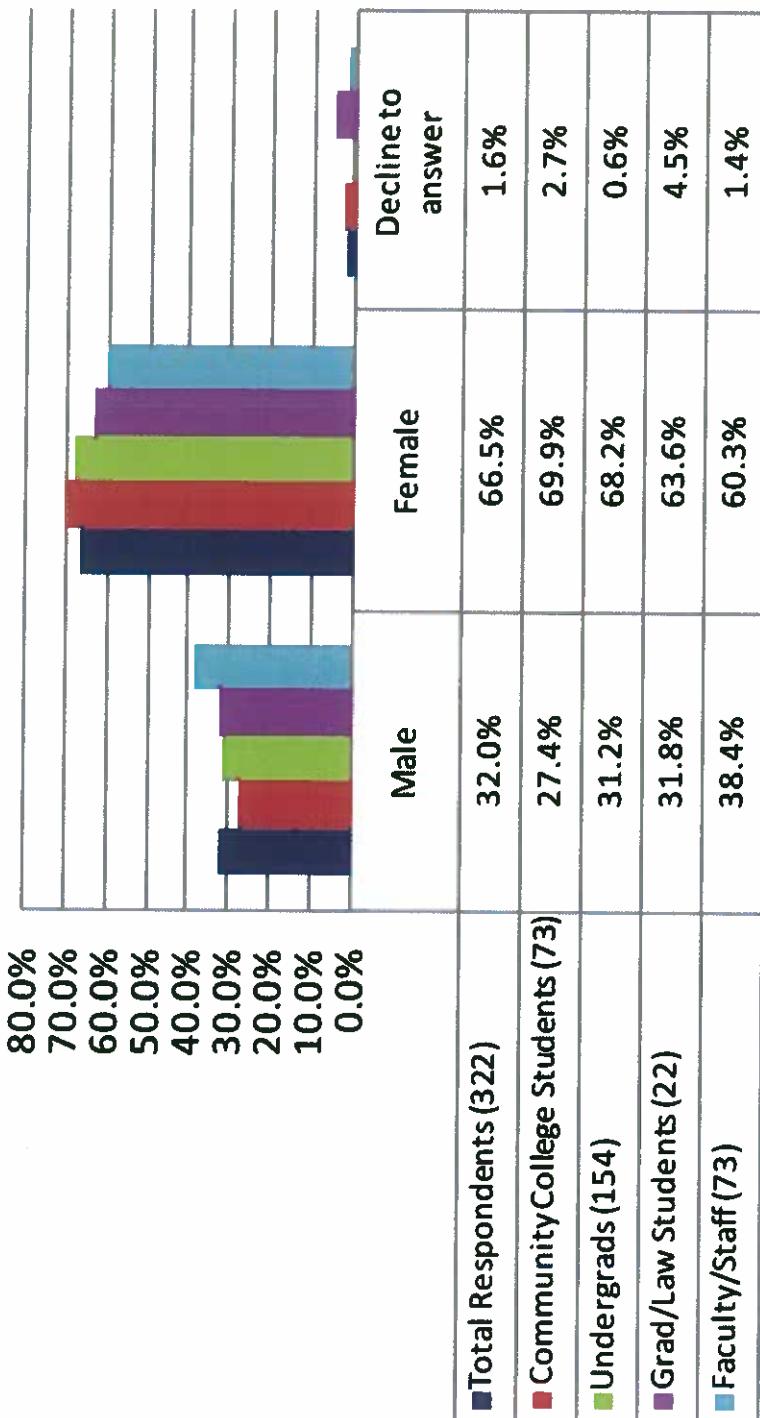
# Demographics

## Undergraduates

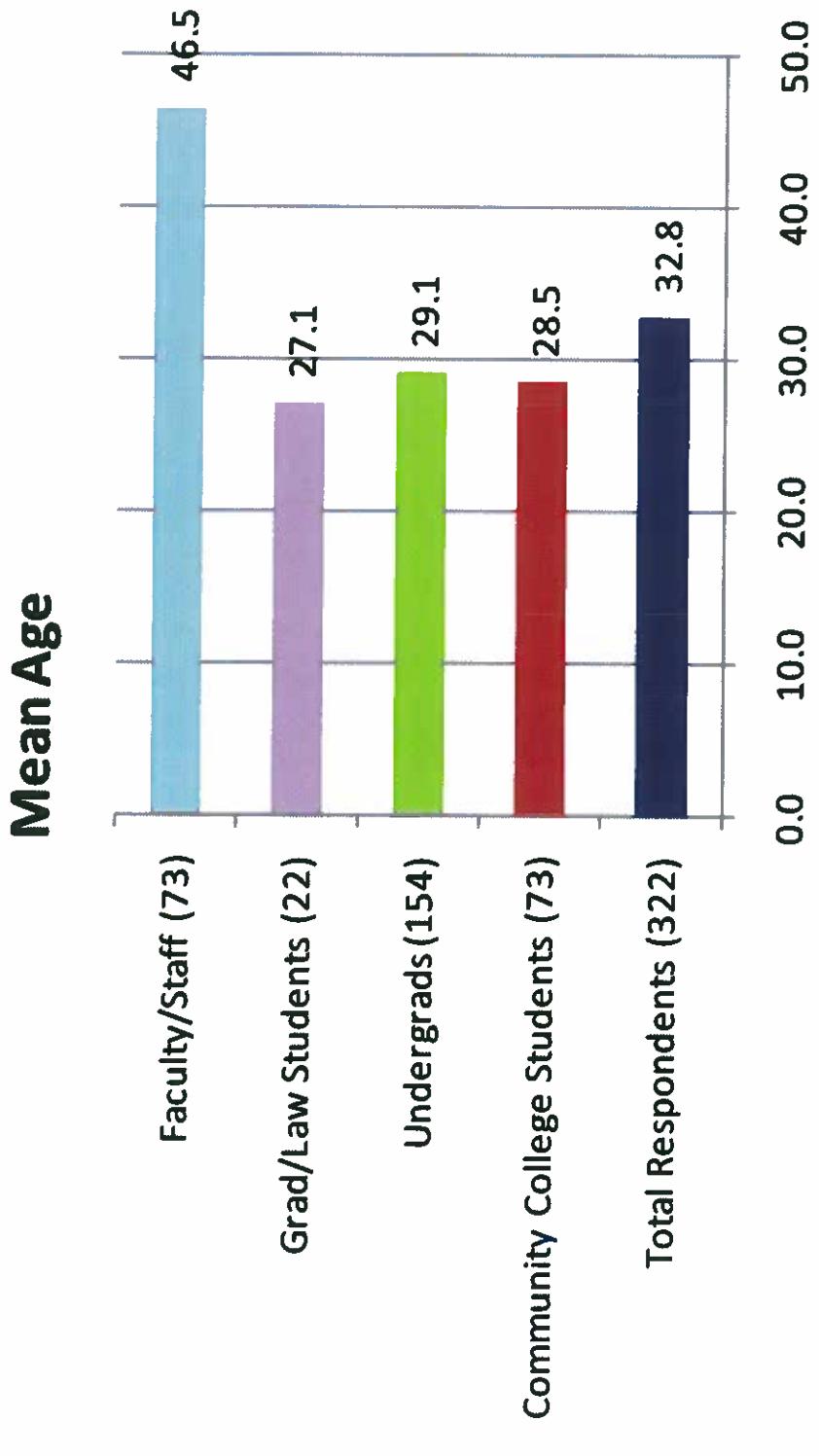


# Demographics

**What is your gender?**



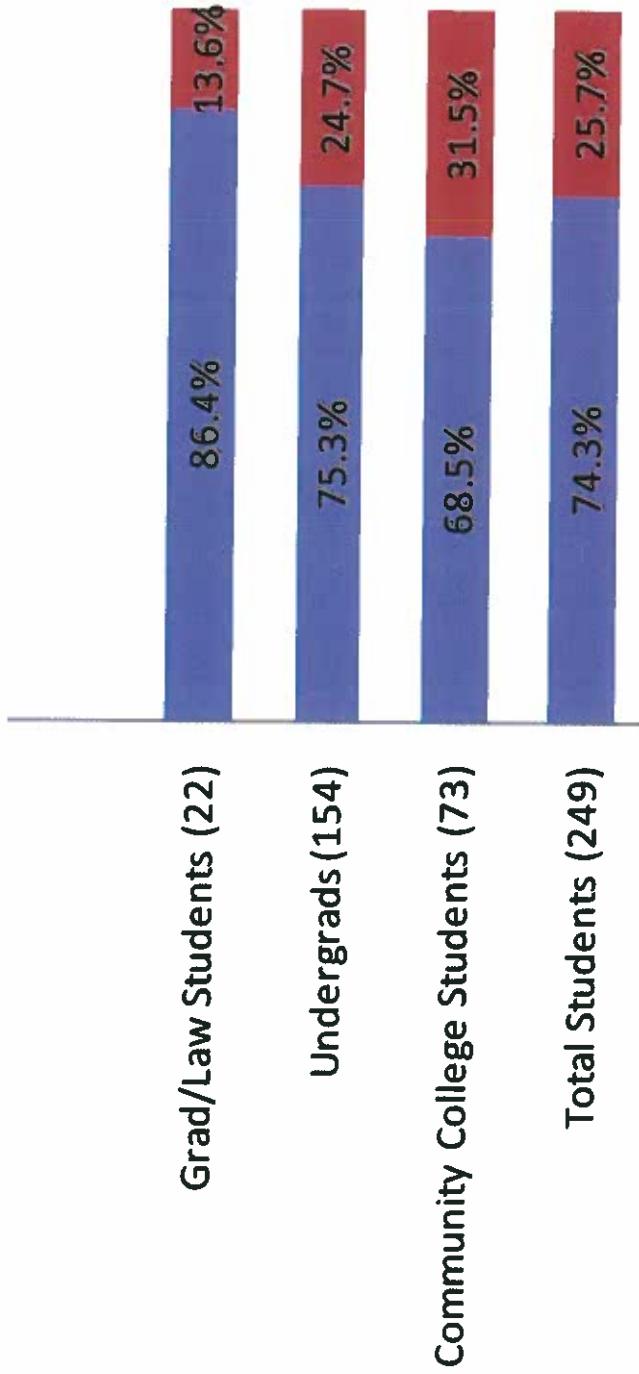
# Demographics



# Enrollment Status

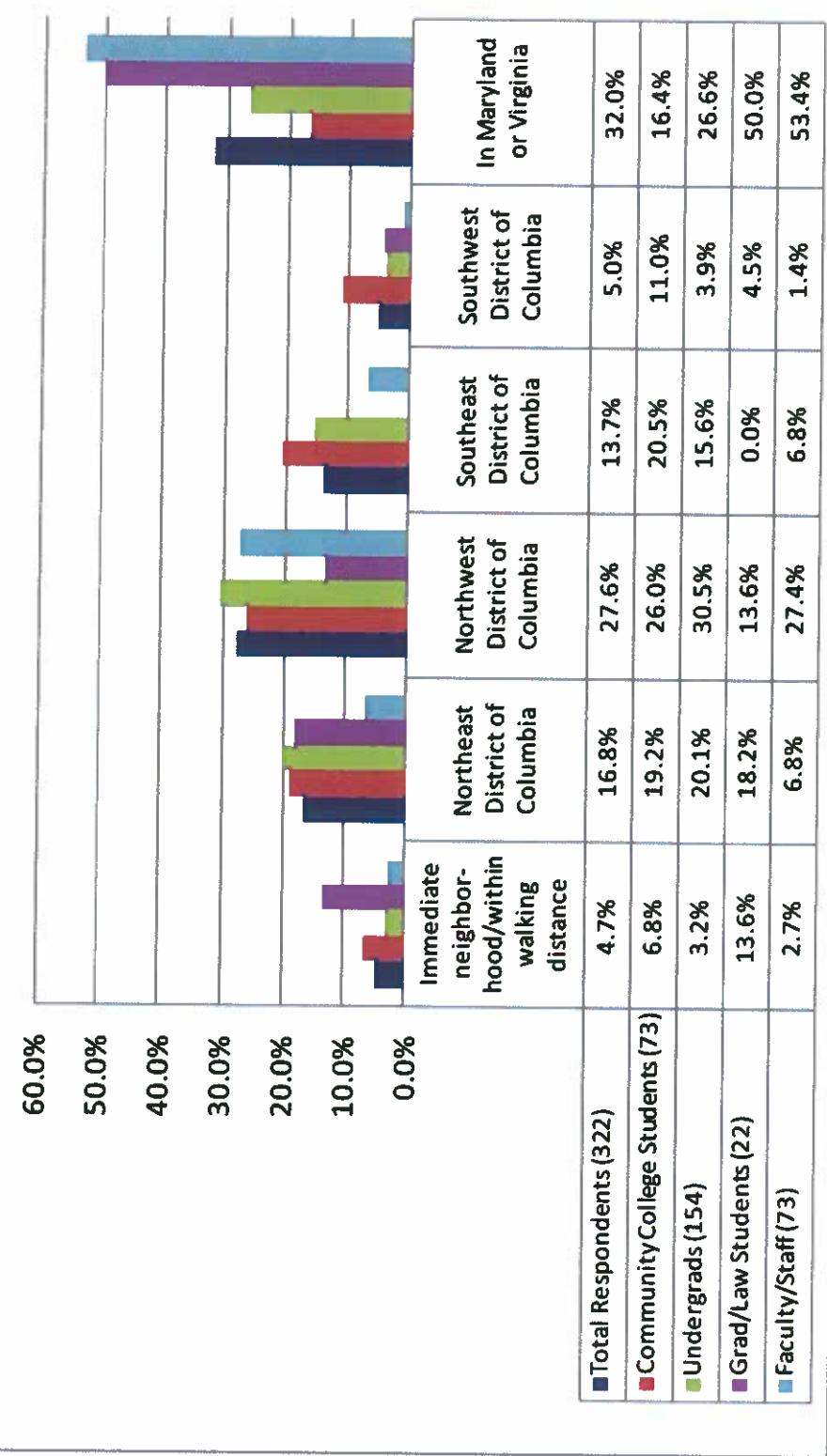
## Enrollment Status

■ Full-time ■ Part-time



# Where Survey Respondents Live

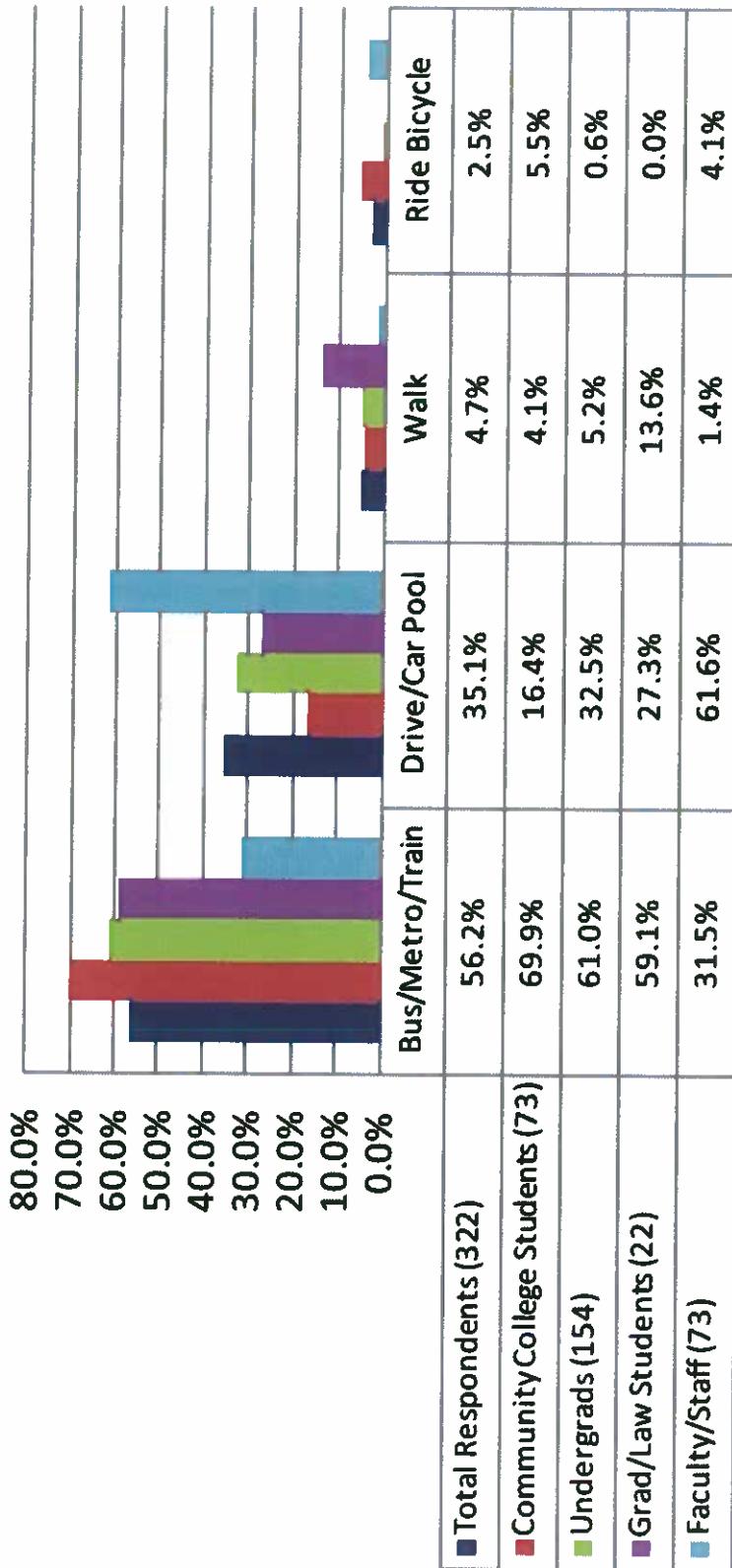
## Where do you live?



Market Research Summary  
March 20, 2011  
8

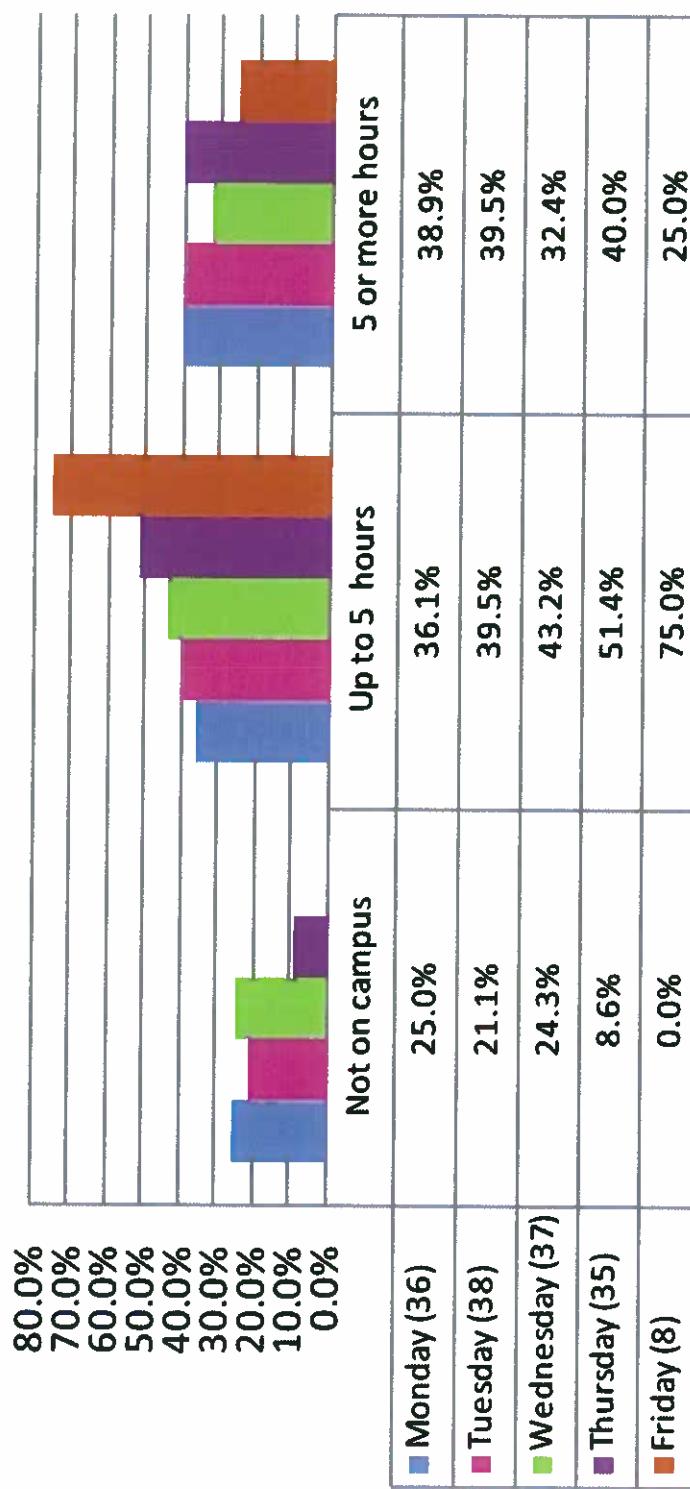
# Mode of Transportation to Campus

**How do you typically get to campus?**



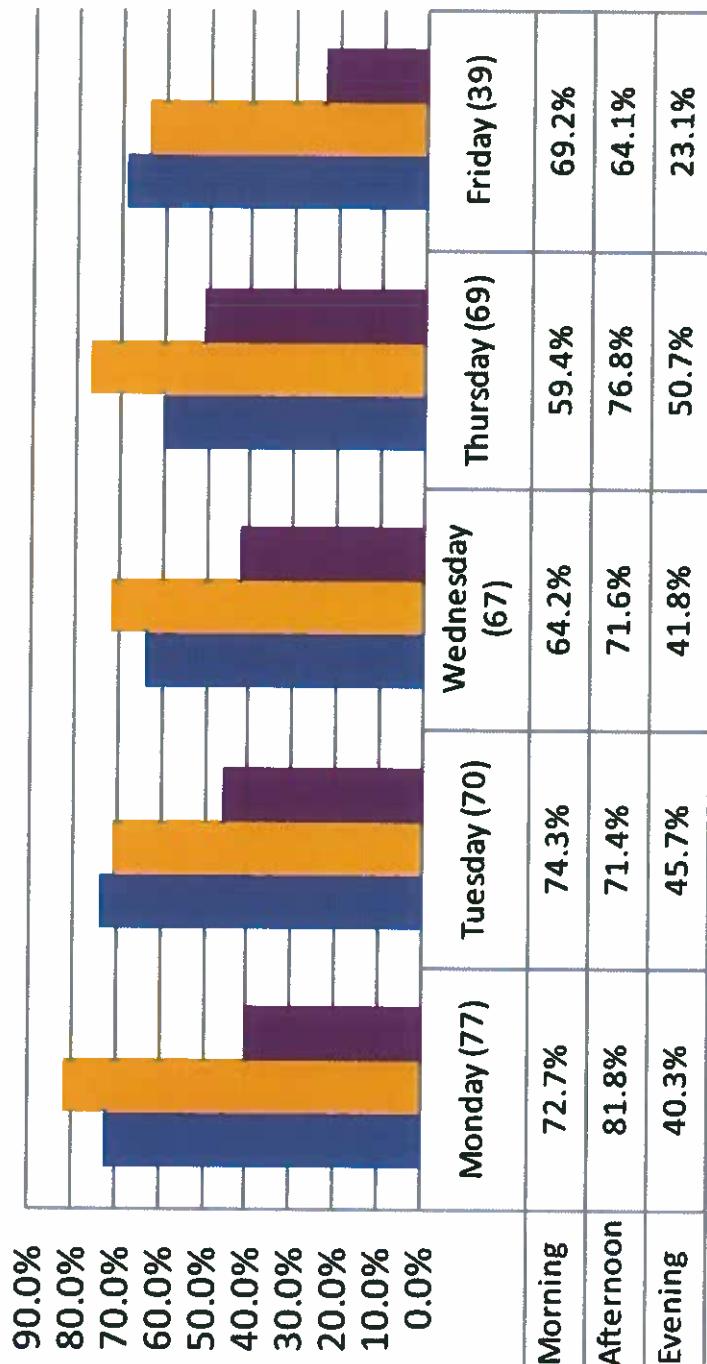
# Time Undergrads Spend on Campus Each Week

## How much time do you typically spend on campus - Undergrads (154)



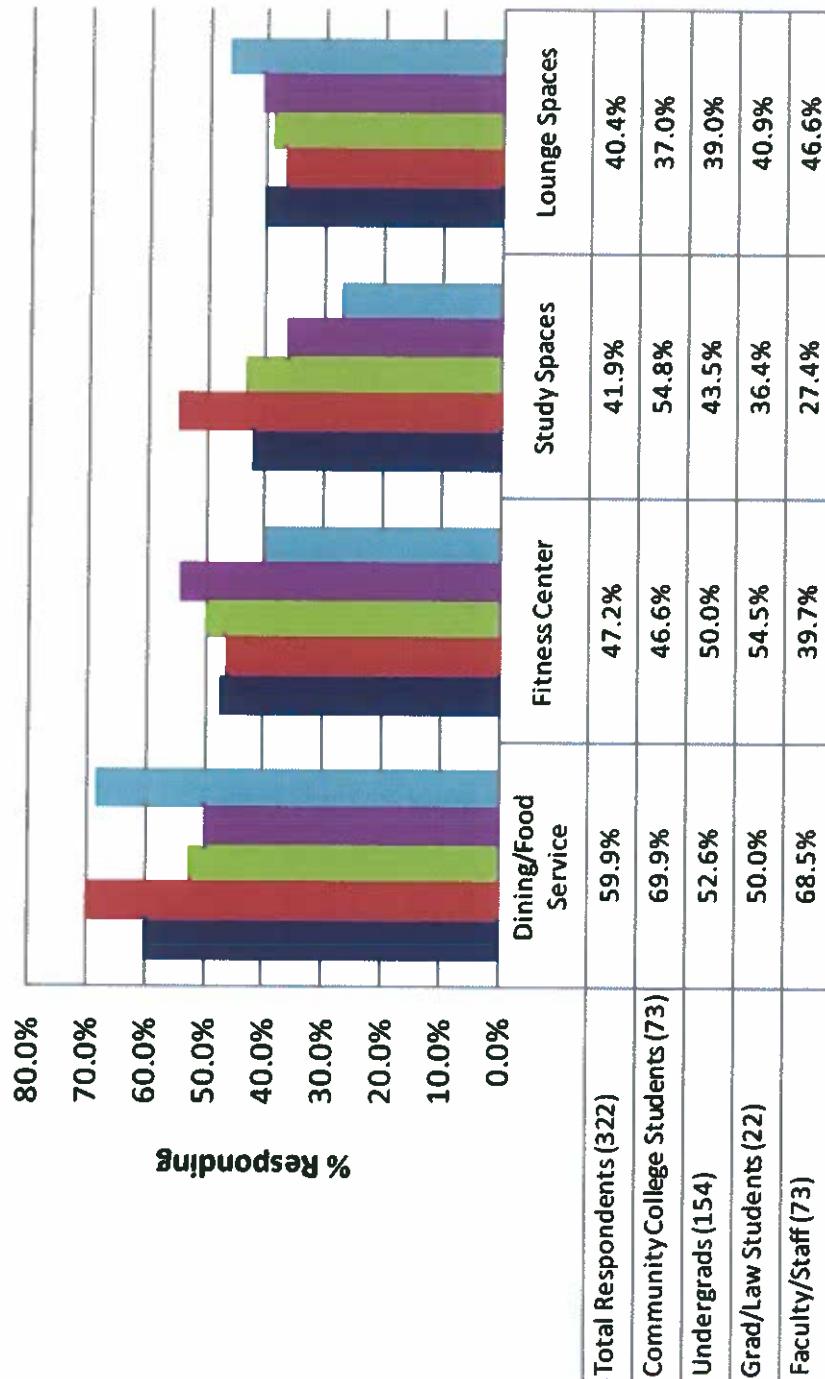
# Time of Day on Campus Each Week

**What times of the day are you typically on campus?**  
**Total Respondents**



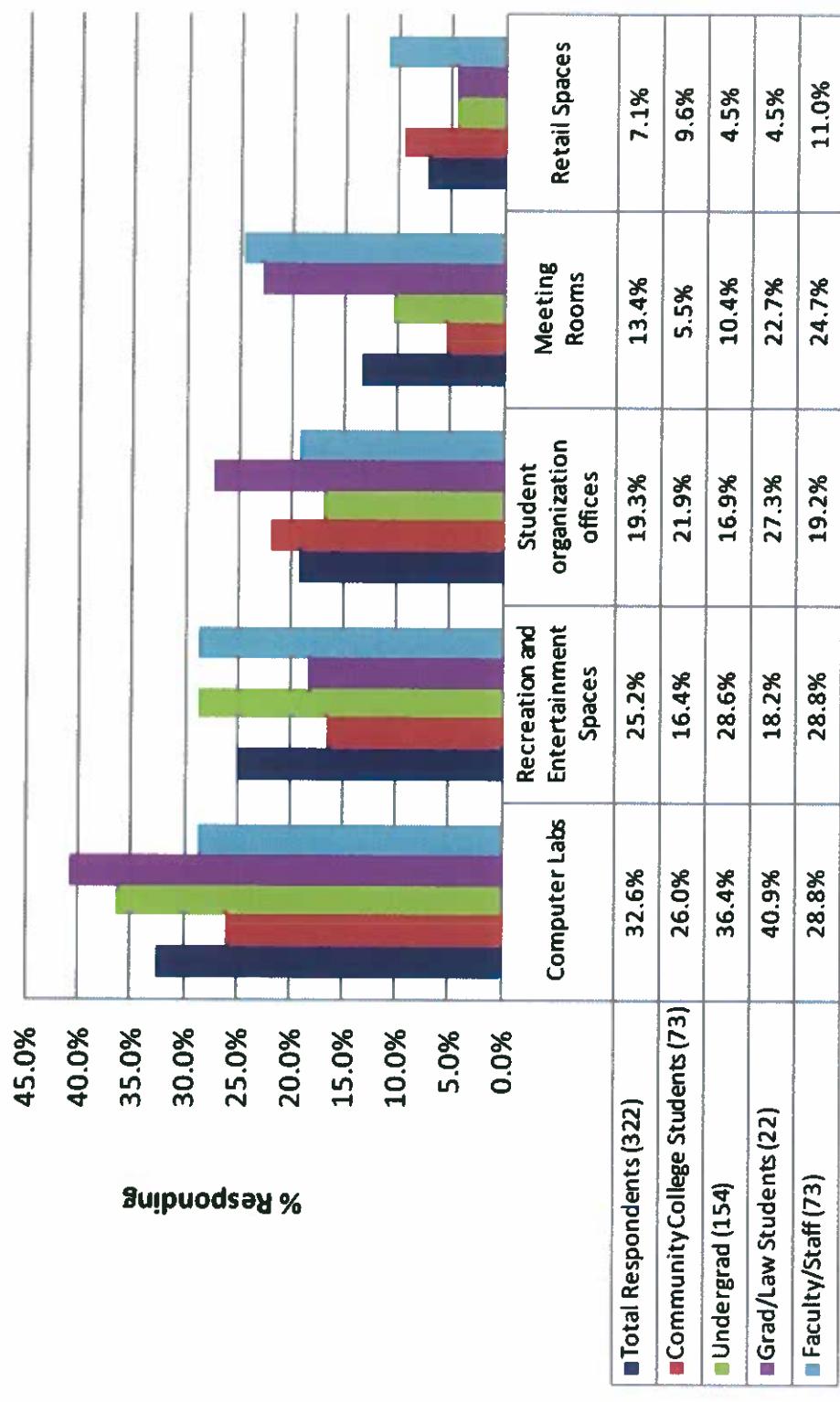
# Spaces Desired in UDC Student Center

## Which Would Like to See in the new UDC Student Center?



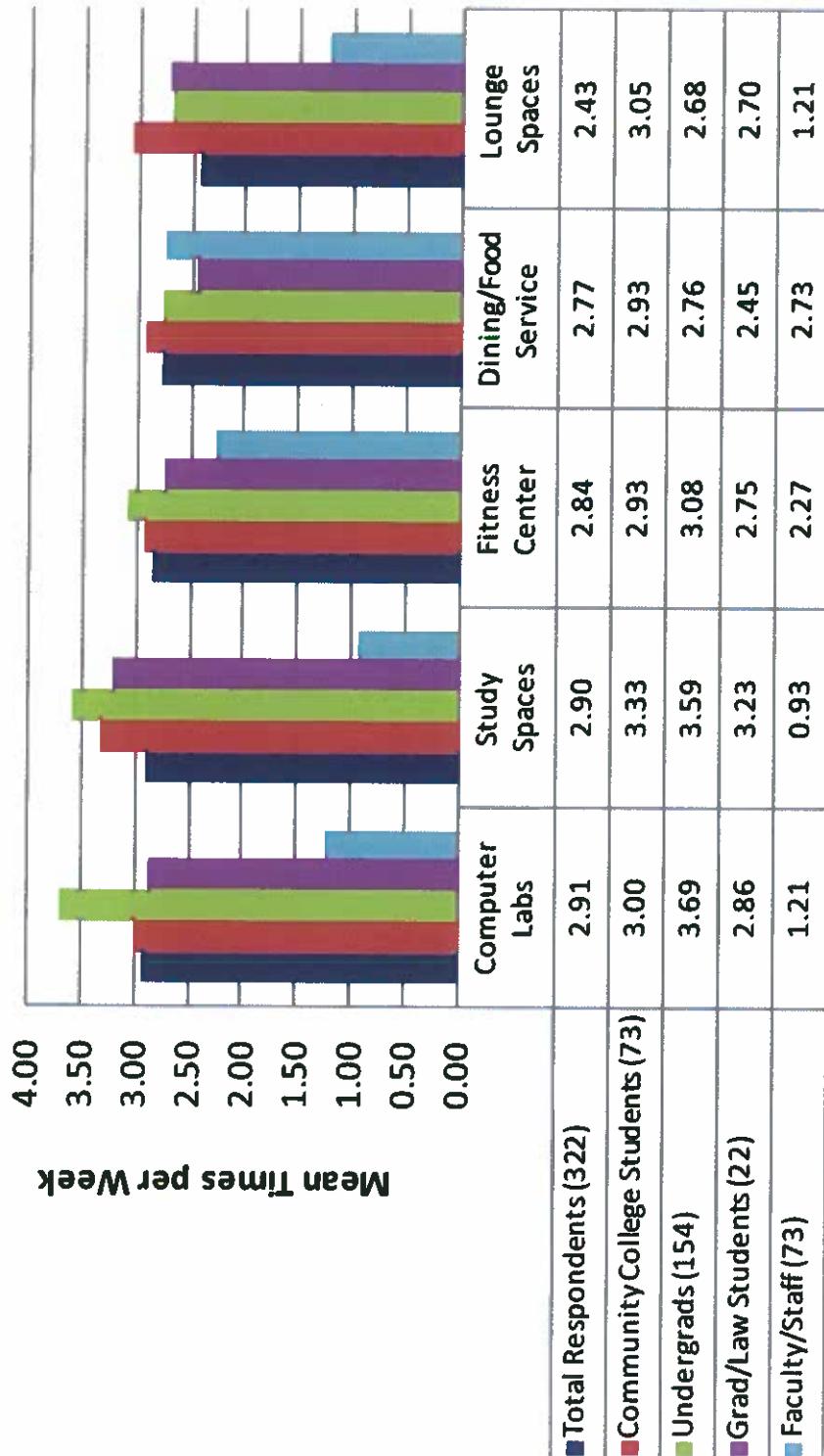
# Spaces Desired in UDC Student Center

## Which Would Like to See in the New UDC Student Center?



# Anticipated Weekly Utilization

How frequently would you use this space?



# Anticipated Weekly Utilization

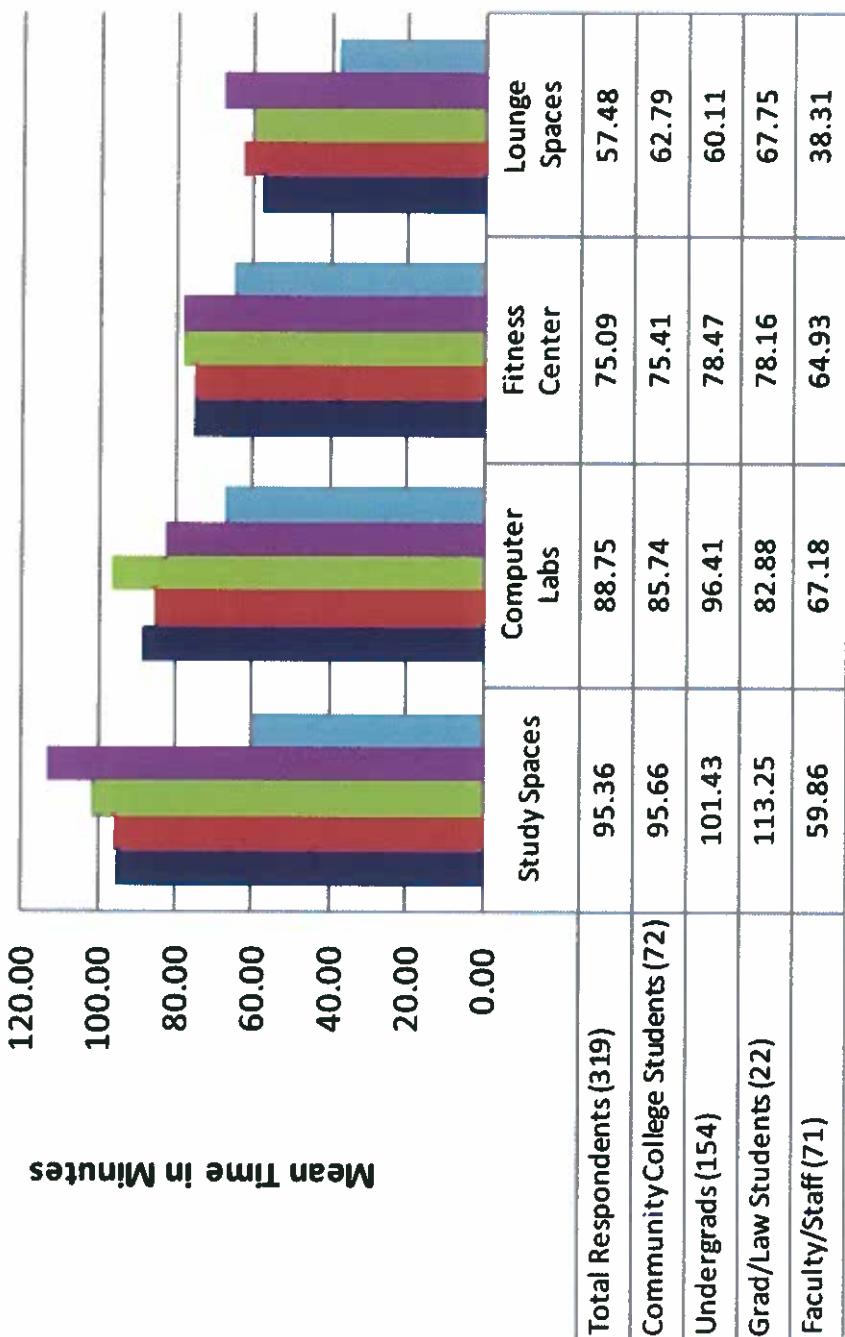
## How frequently would you use this space?



	Greater Selection of Vending Machines	Recreation and Entertainment Spaces	Meeting Rooms	Retail Spaces	Student Organization Offices
Total Respondents (32)	2.17	1.81	1.46	1.46	1.39
Community College Students (73)	2.29	1.97	1.61	1.60	1.88
Undergrad (154)	2.50	2.06	1.48	1.44	1.56
Grad/Law Students (22)	2.66	1.64	1.59	1.05	1.64
Faculty/Staff (73)	1.18	1.18	1.23	1.46	0.47

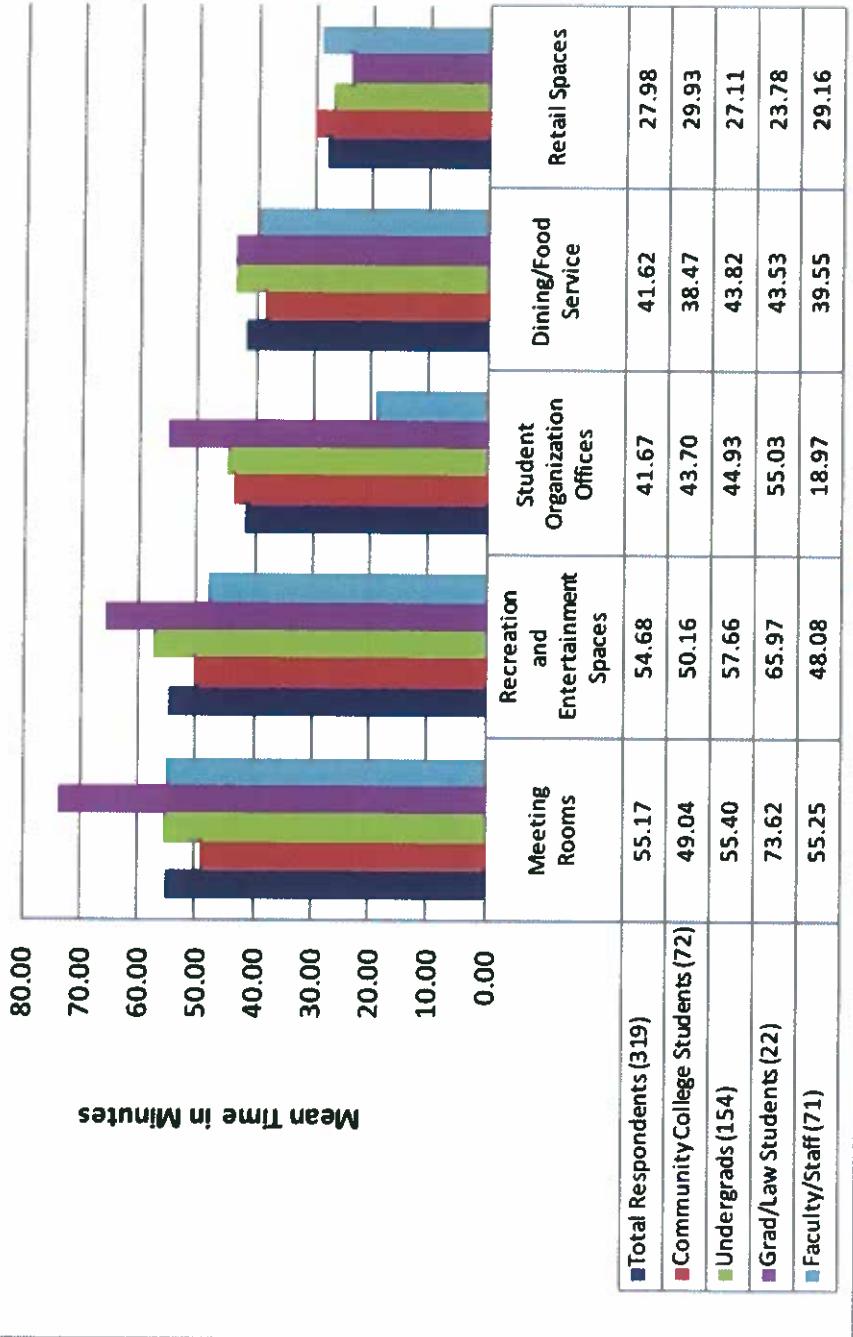
# Time Spent When Patronized

How long would you tend to use the following spaces each time you patronized them?



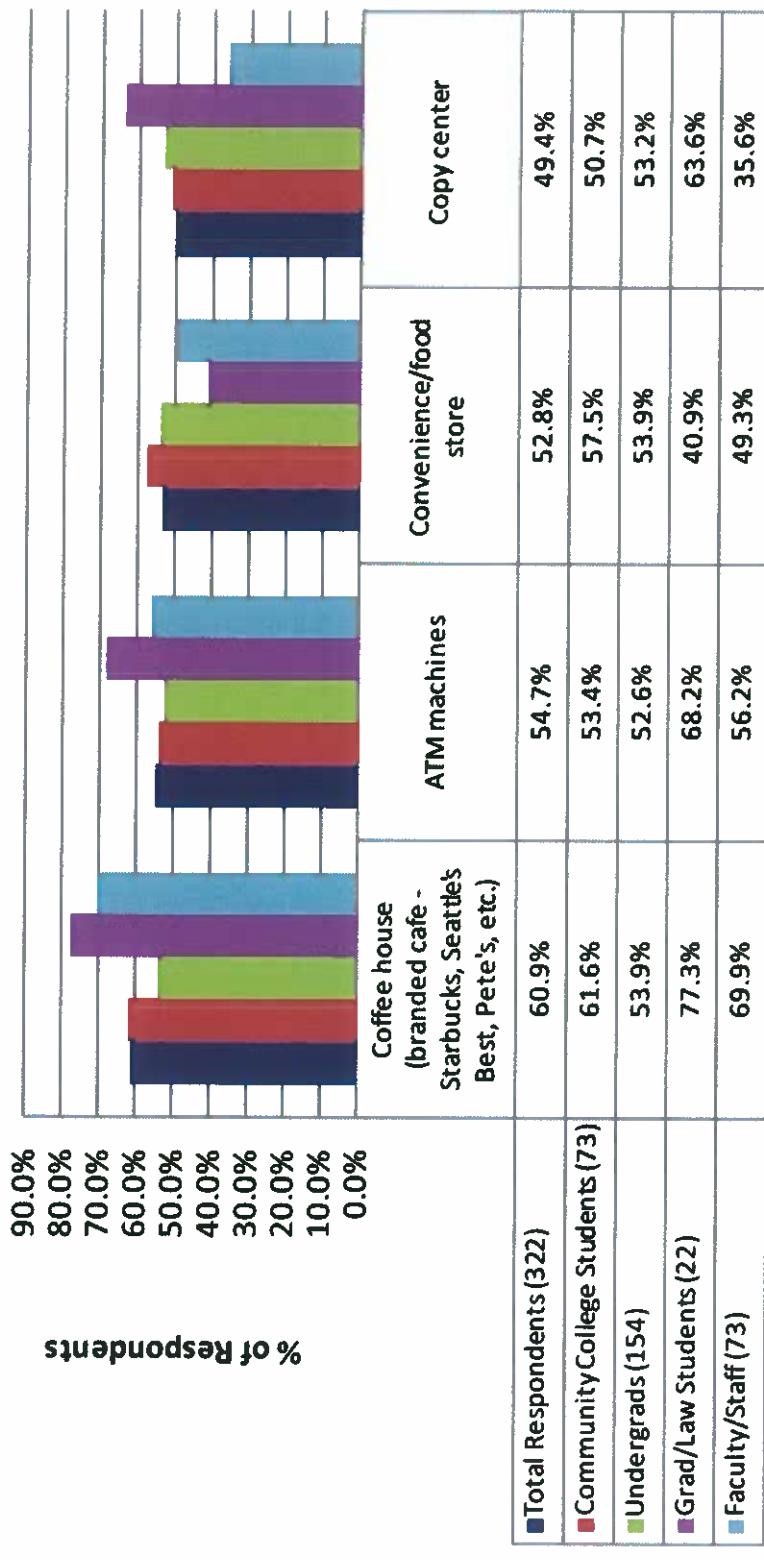
# Time Spent When Patronized

**How long would you tend to use the following spaces each time you patronized them?**



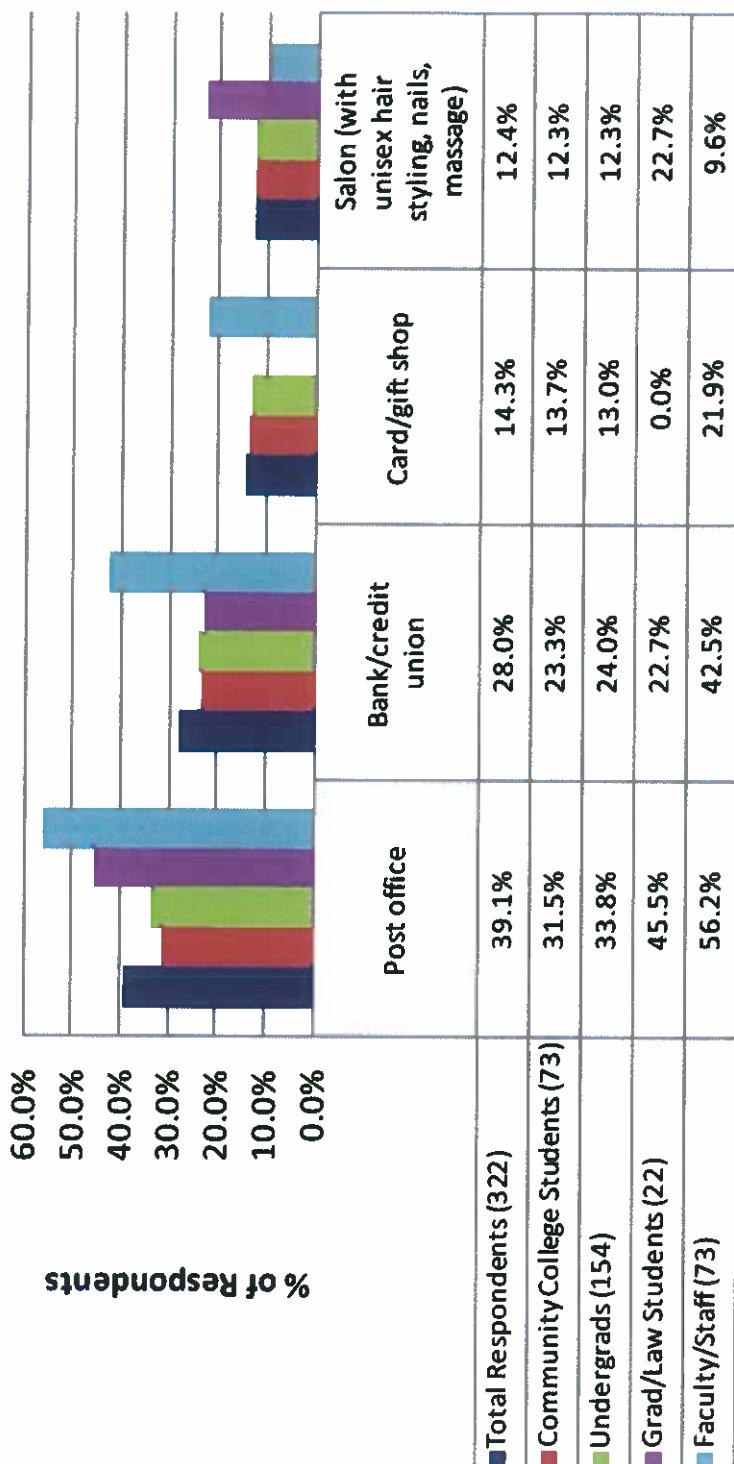
# Desired Retail Spaces

## What type of retail spaces would you utilize the most in a new Student Center? (Select top 3)



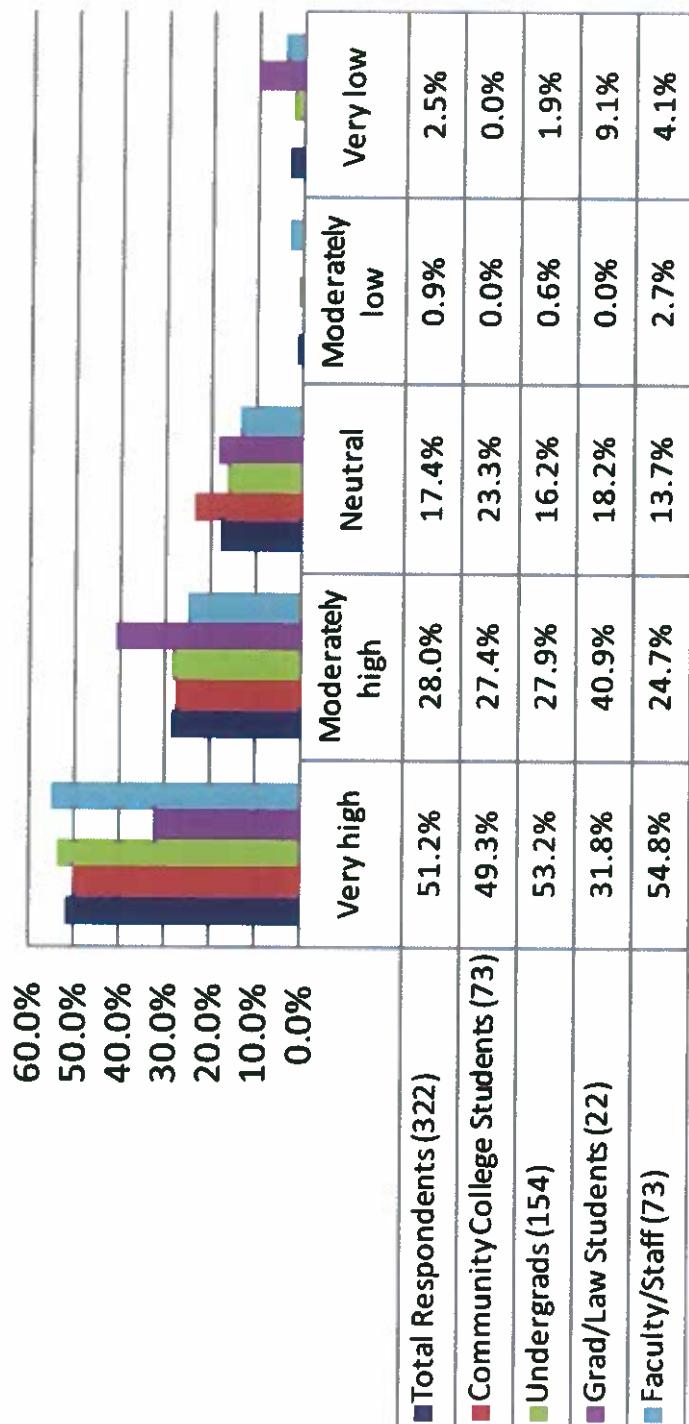
# Desired Retail Spaces

**What type of retail spaces would you utilize the most in a new Student Center? (Select top 3)**



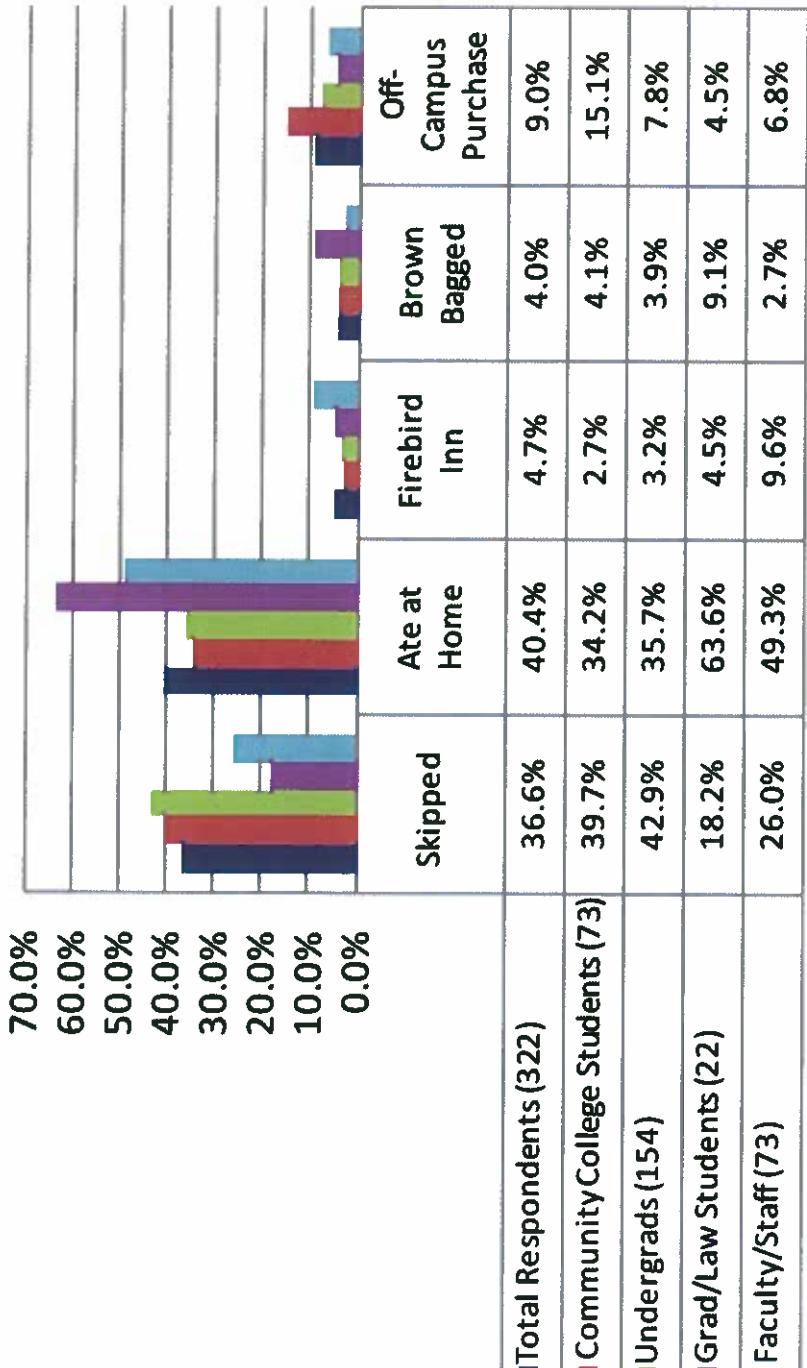
# Priority for a Sustainable Student Center

## How high of a priority do you place on including sustainability and green building in the construction of the new Student Center?



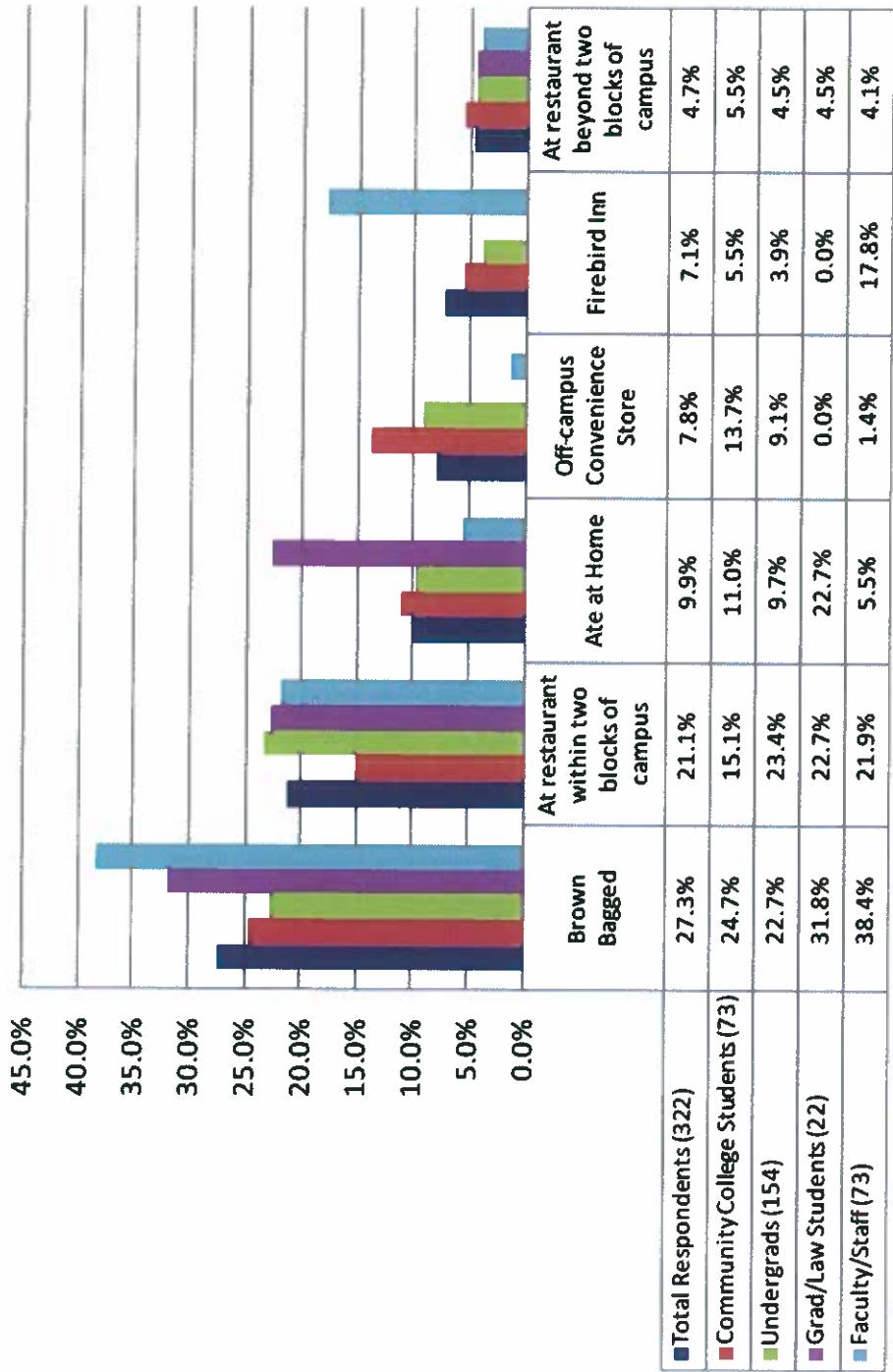
# Breakfast Dining Patterns

**Think back to your schedule, what did you do for Breakfast?**



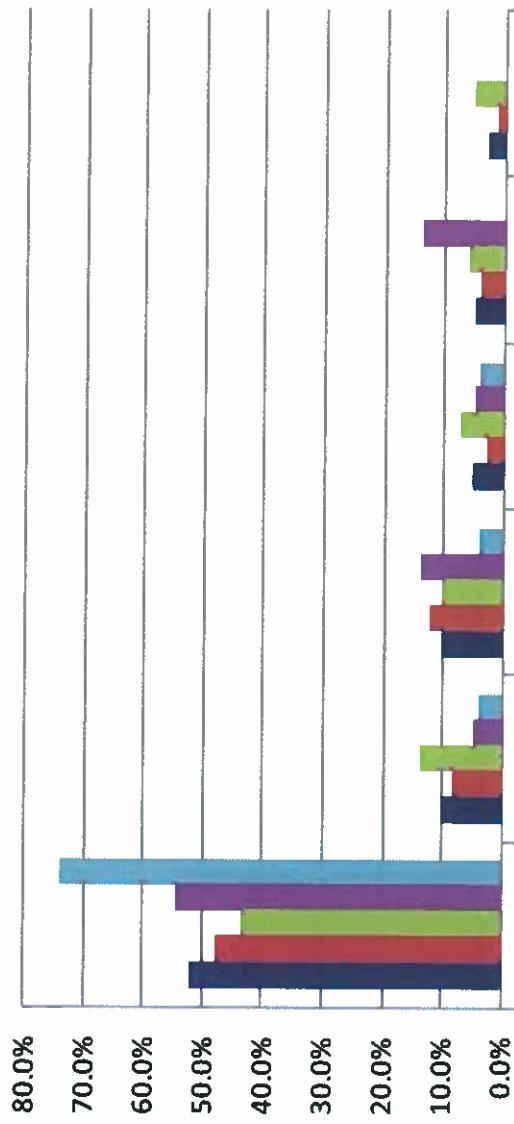
# Lunch Dining Patterns

Think back to your schedule, what did you do for lunch?



# Dinner Dining Patterns

**Think back to your schedule, what did you do for your Dinner meal?**

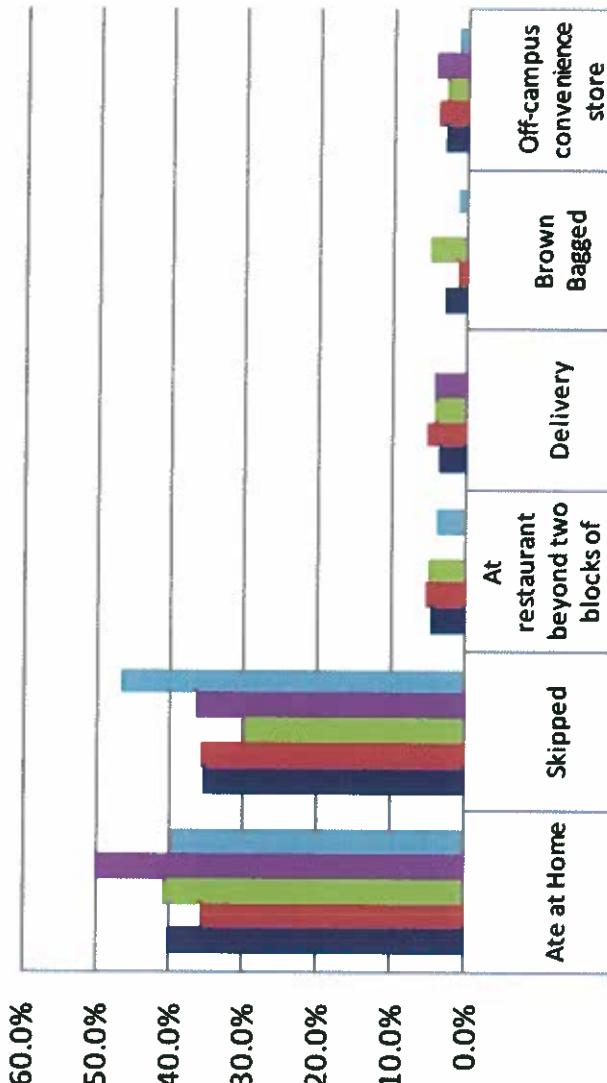


1.2% of Total  
Respondents ate  
at the Firebird  
Inn; 6.8% skipped  
this meal; 5.2% of  
Undergrads used  
the vending  
machines

	Total Respondents (322)	Community College Students (73)	Undergrads (154)	Grad/Law Students (22)	Faculty/Staff (73)
Ate at Home	52.2%	47.9%	43.5%	54.5%	74.0%
At restaurant within two blocks of campus	9.6%	8.2%	13.6%	4.5%	4.1%
Brown Bagged	9.6%	12.3%	10.4%	13.6%	4.1%
Off-campus convenience store	5.3%	2.7%	7.1%	4.5%	4.1%
Vending Machine	4.7%	4.1%	5.8%	13.6%	0.0%

# Late Night Dining Patterns

Think back to your schedule, what did you do for your Late Night meal?



	Ate at Home	Skipped	Delivery	At restaurant beyond two blocks of campus	Off-campus convenience store
Total Respondents (322)	40.1%	35.4%	4.7%	3.7%	3.1%
Community College Students (73)	35.6%	35.6%	5.5%	5.5%	1.4%
Undergrads (154)	40.9%	29.9%	5.2%	4.5%	5.2%
Grad/Law Students (22)	50.0%	36.4%	0.0%	4.5%	0.0%
Faculty/Staff (73)	39.7%	46.6%	4.1%	0.0%	1.4%

# Factors Influencing Dining Patterns

Scale: 1 = Not Important, 10 = Most Important	Total Respondents (322)	Community College Students (73)	Undergrads (154)	Grad / Law Students (22)	Faculty / Staff (73)
Pricing is fair and provides good value	9.13	9.25	9.18	8.77	9.03
Serves freshly prepared, quality food	9.00	8.70	8.85	9.36	9.52
Accepts my credit/debit card	8.83	8.97	8.74	9.41	8.70
Hours of operation are convenient	8.71	8.70	8.60	8.82	8.93
Is within walking distance at meal time	8.59	8.51	8.62	8.09	8.74
Serves a wide variety of food offerings	8.49	8.25	8.58	8.32	8.59
Able to order, receive, and pay for food quickly	8.43	8.45	8.39	8.23	8.55
Provides adequate seating	8.34	8.33	8.45	8.14	8.18
I can purchase food 'to go'	8.07	8.16	8.06	7.86	8.08

# Factors Somewhat Influencing Dining Patterns

Scale: 1 = Not Important, 10 = Most Important	Total Respondents (322)	Community College Students (73)	Undergrads (154)	Grad / Law Students (22)	Faculty / Staff (73)
Offers a pleasant, relaxing dining area	7.99	8.04	7.94	7.41	8.23
Incorporates sustainable practices	7.55	7.22	7.83	7.23	7.38
Offers 'value meals', 'meal deals' and/or discount coupons	7.46	7.88	7.84	6.86	6.42
Place where I can study or work	7.21	7.96	7.73	6.73	5.53
Items are prepared in front of me (display cooking)	6.96	6.92	7.15	6.41	6.75
I can hang out or meet up with a friend	6.94	6.95	7.19	7.41	6.26
Serves a good selection of organic foods	6.69	6.42	6.69	7.14	6.84
Offers local or regionally produced food and beverages	6.59	6.64	6.64	6.68	6.41



Market Research Summary  
March 20, 2011  
26

# Factors Not Necessarily Influencing Dining Patterns

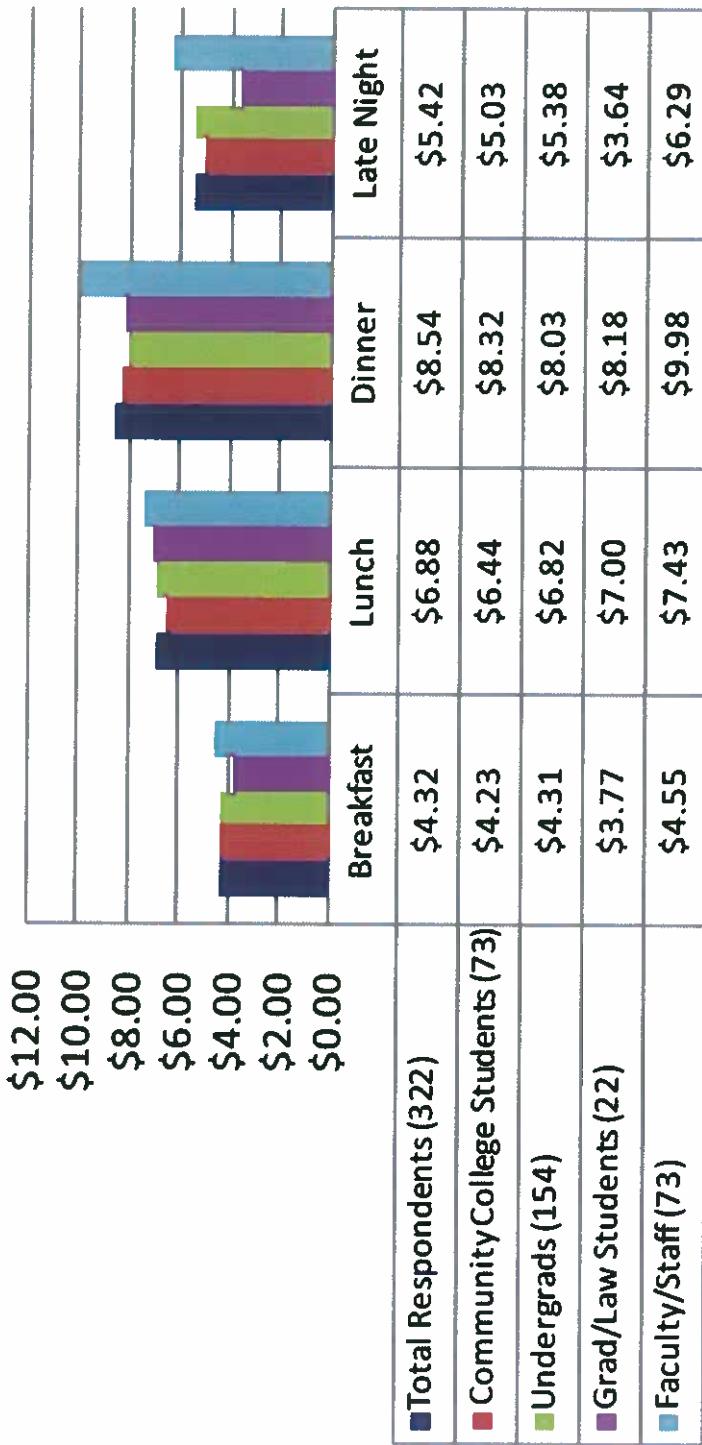
Scale: 1 = Not Important, 10 = Most Important	Total Respondents (322)	Community College Students (73)	Undergrads (154)	Grad / Law Students (22)	Faculty / Staff (73)
Serves a good selection of vegetarian foods	6.18	6.05	6.24	6.00	6.22
Is a locally operated restaurant	6.07	6.47	5.82	6.41	6.11
Offers programs, music, and entertainment	6.06	6.19	6.45	5.23	5.34
Can order in for delivery/pick-up over the phone/internet	5.90	6.03	5.63	6.64	6.12
Offers authentic ethnic or international foods	5.77	6.01	5.81	5.36	5.56
is a national or regional chain restaurant (like Subway, Chipotle, etc.)	4.99	5.64	4.97	5.55	4.21
Located off campus so that I can take a break from being on campus or run errands at the same time	4.59	5.00	4.68	4.45	4.03

*Interesting to note that a national chain received a more neutral or somewhat not important rating across all sub-samples*



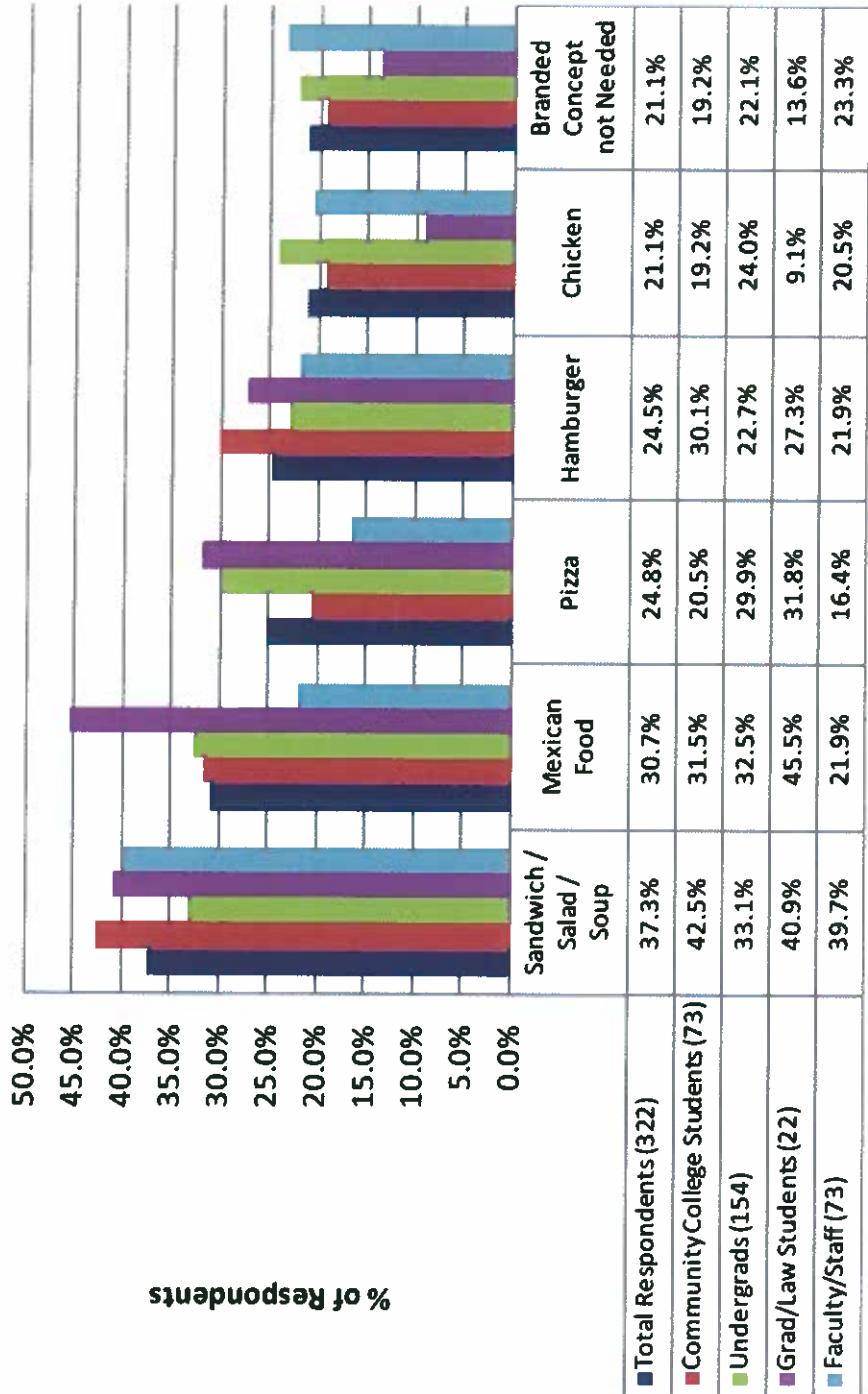
# Spending Patterns

**How much do you typically spend for a meal,  
regardless if you purchase on or off campus?**



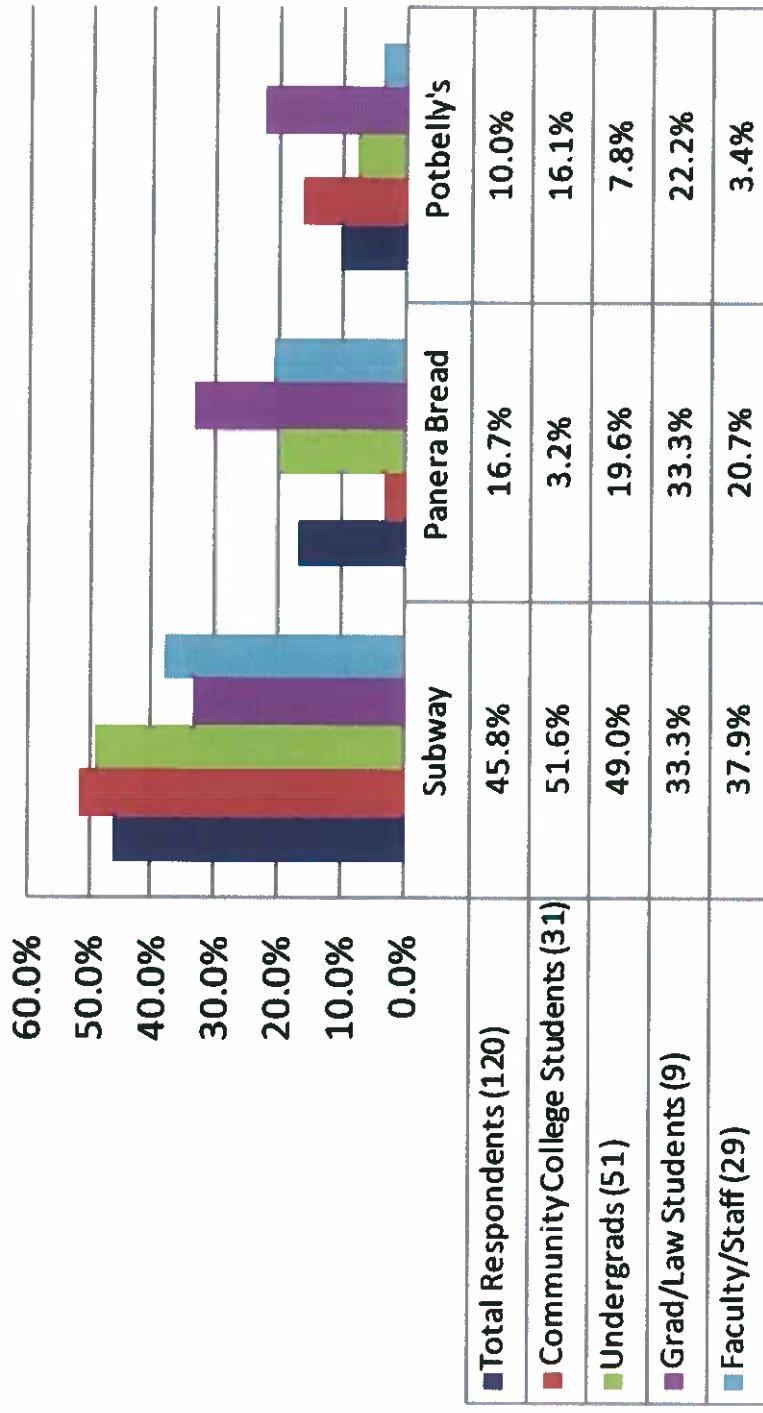
# Restaurant Concepts

If the University were to add off-campus restaurants or "fast food" brands to campus, which brands would you most prefer?



# Sandwich / Salad / Soup Brands

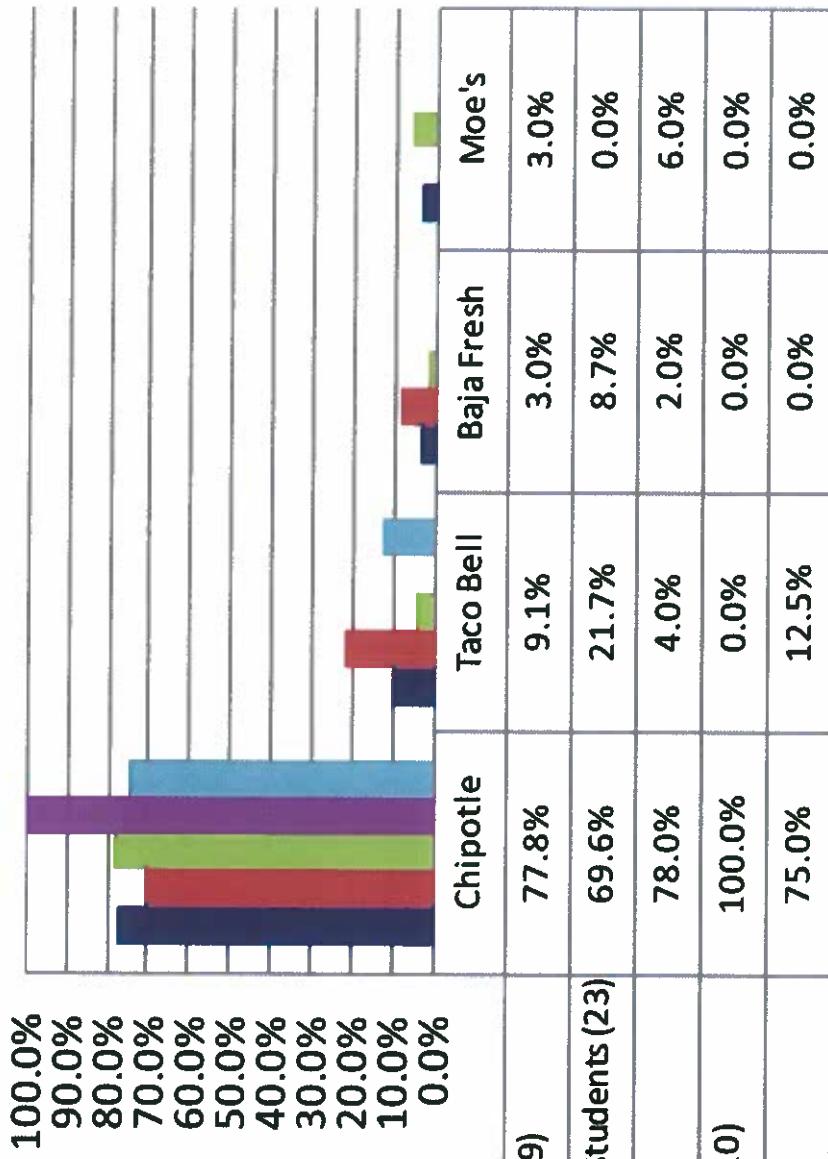
## Top Sandwich / Salad / Soup Brands



Note that the base number of respondents (in parenthesis after sub-sample category) varies for each of the following concept / brand slides

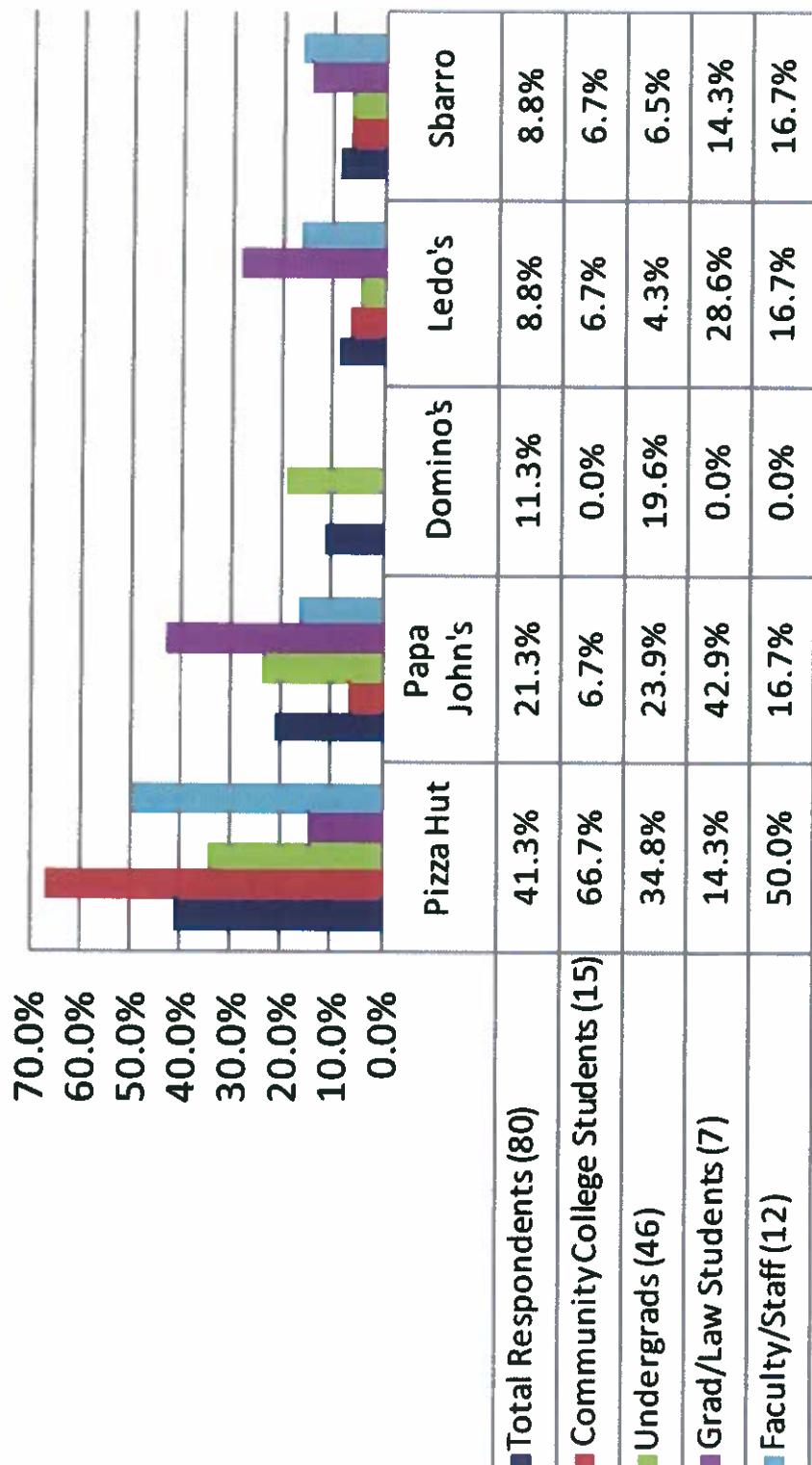
# Mexican Brands

## Top Mexican Brands



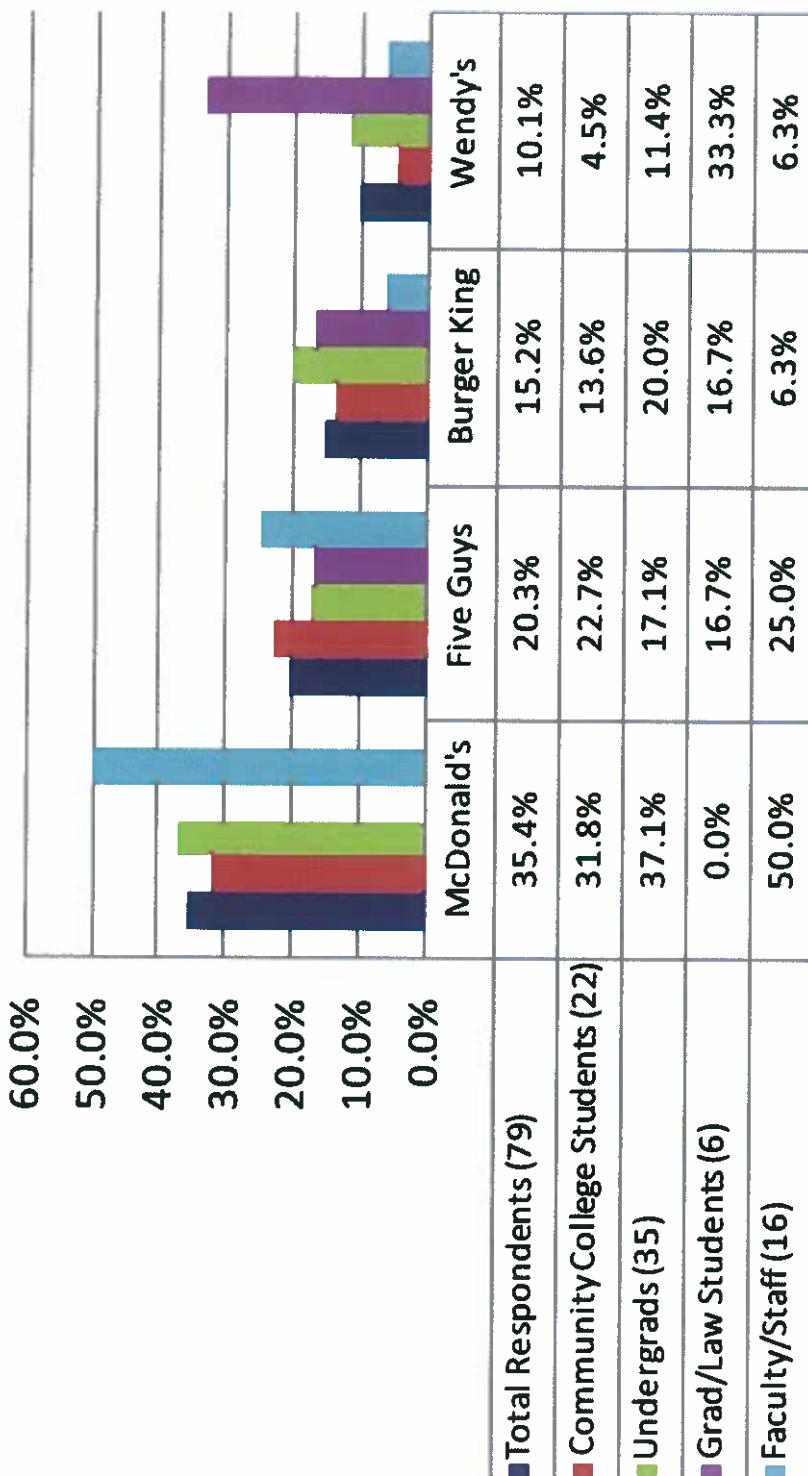
# Pizza Brands

## Top Pizza Brands



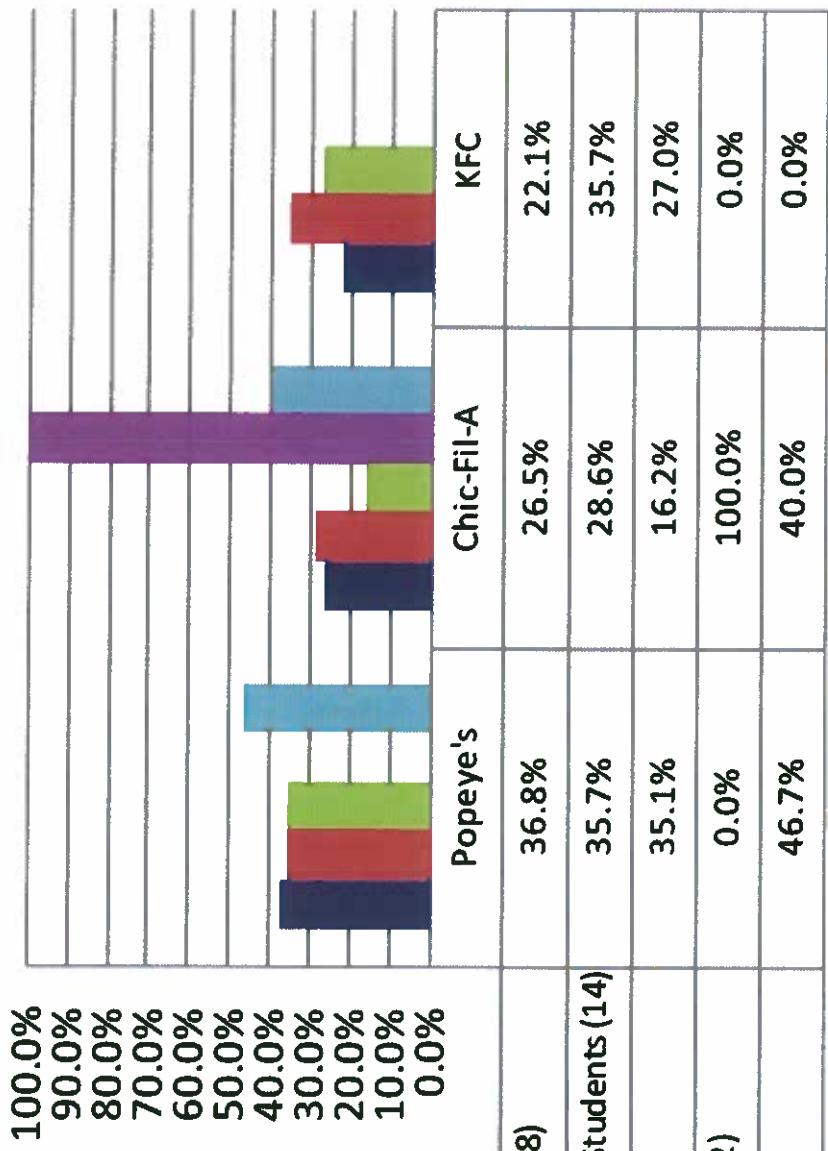
# Hamburger Brands

## Top Hamburger Brands



# Chicken Brands

## Top Chicken Brands



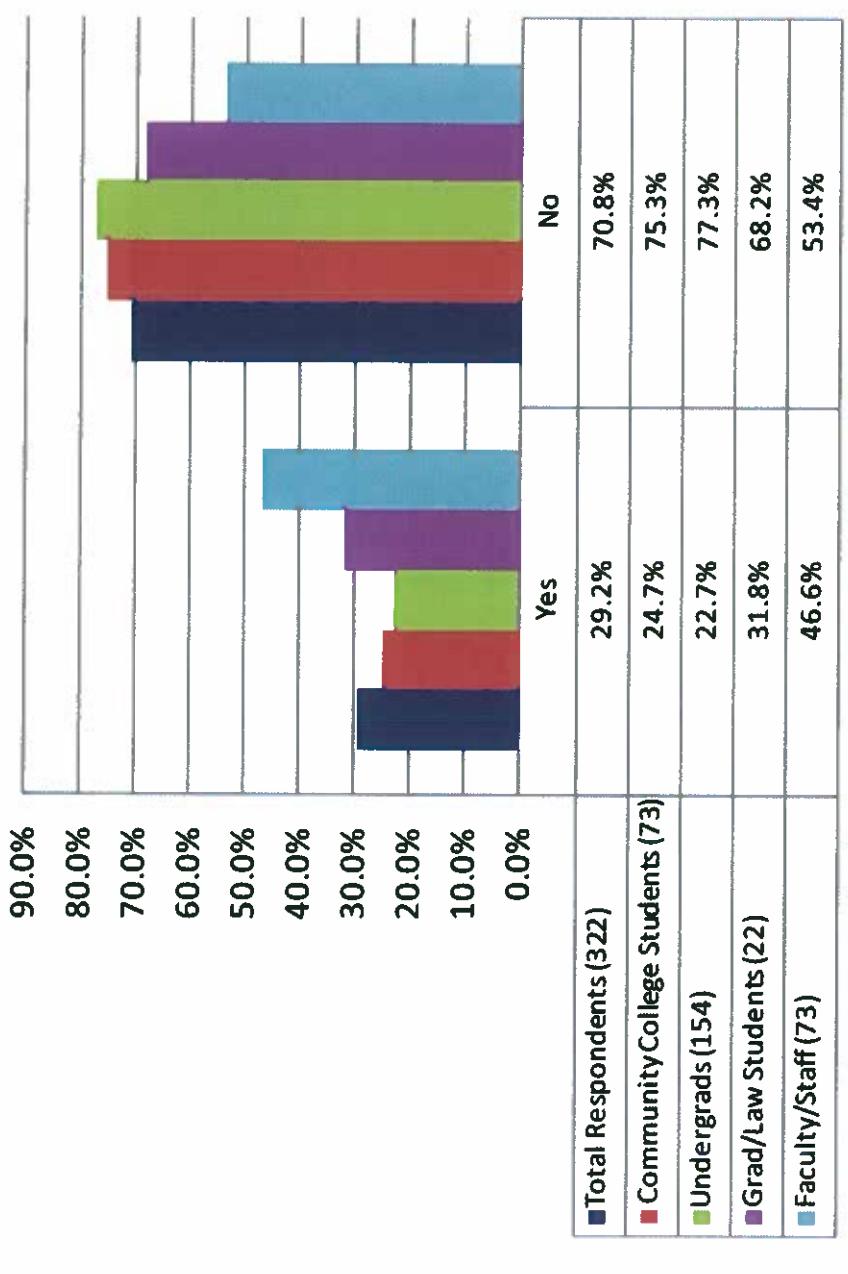
# Brand Potential

Brand	Total Respondents for Question	% of Respondents Indicating Brand	# of Respondents Choosing	Survey Mean Weekly Frequency	Estimated Transactions per Week for Survey Respondents	Survey Mean Check Average	Potential Weekly Revenue
<b>Sandwich/Salad/Soup</b>							
Subway	195	28.2%	55	2.15	118	\$5.97	\$706
Panera Bread	195	10.3%	20	2.83	57	\$7.65	\$433
Potbelly's	195	6.2%	12	2.08	25	\$6.92	\$173
<b>Mexican Food</b>							
Chipotle	195	39.5%	77	2.40	185	\$7.42	\$1,371
Taco Bell	195	4.6%	9	2.61	23	\$5.50	\$129
<b>Pizza</b>							
Pizza Hut	195	16.9%	33	1.82	60	\$6.97	\$419
Papa John's	195	8.7%	17	1.97	33	\$7.88	\$264
Domino's	195	4.6%	9	2.61	23	\$7.83	\$184
<b>Hamburger</b>							
McDonald's	195	14.4%	28	2.34	66	\$5.39	\$353
Five Guys	195	8.2%	16	1.44	23	\$6.81	\$157
Burger King	195	6.2%	12	2.04	24	\$7.71	\$189
Wendy's	195	4.1%	8	1.88	15	\$5.63	\$85
<b>Chicken</b>							
Popeye's	195	12.8%	25	2.04	51	\$6.02	\$307
Chic-fil-a	195	9.2%	18	2.58	46	\$6.56	\$305
KFC	195	7.7%	15	2.70	41	\$7.33	\$297

*Despite more respondents preferring a Sandwich, Soup and Salad concept, Chipotle is anticipated to generate more gross revenues since more respondents requested this brand and it tends to have a slightly higher check average. Subway, with a lower check average, is expected to be the second highest grossing brand.*

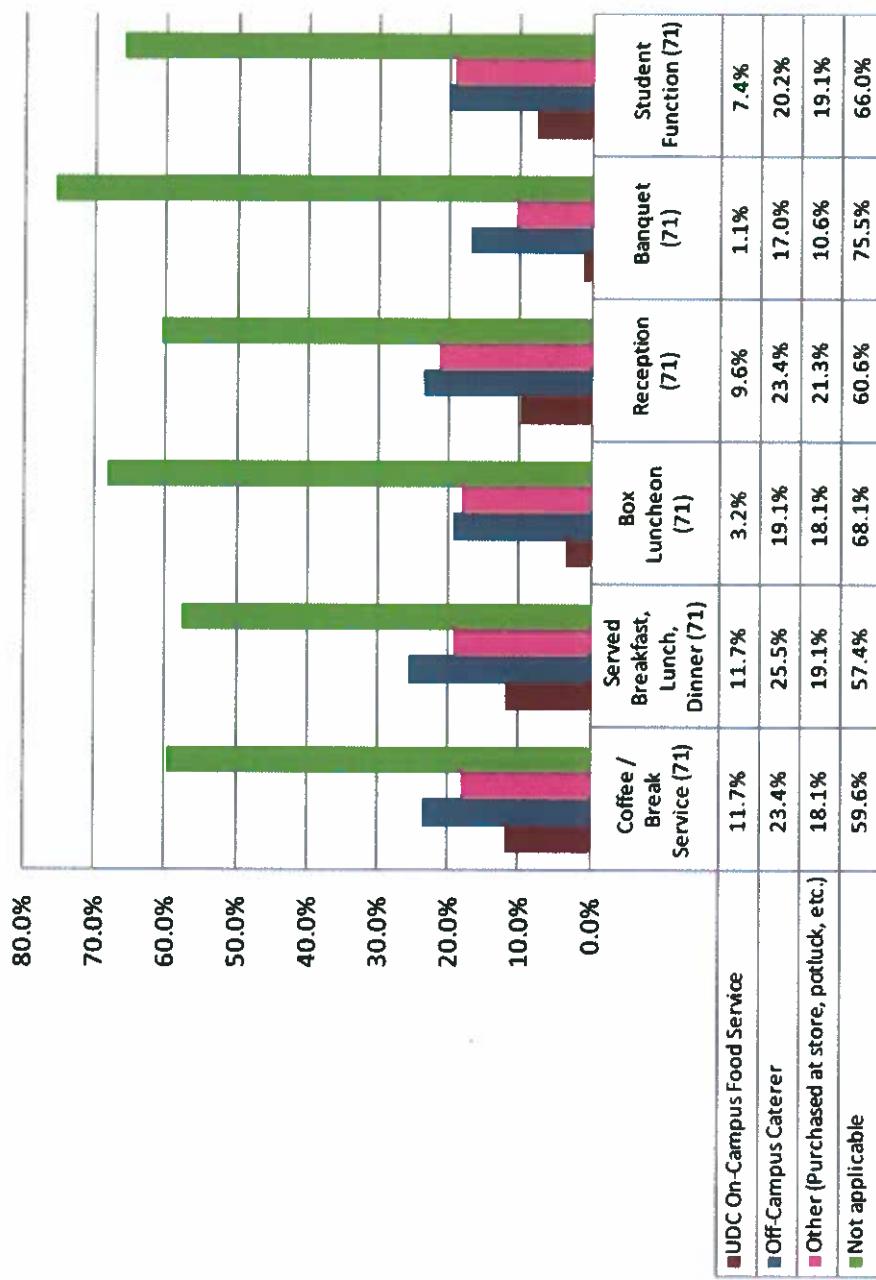
# Catered Event Planning

**Have you been involved in planning a catered event in the past year?**



# Caterer Used for Events

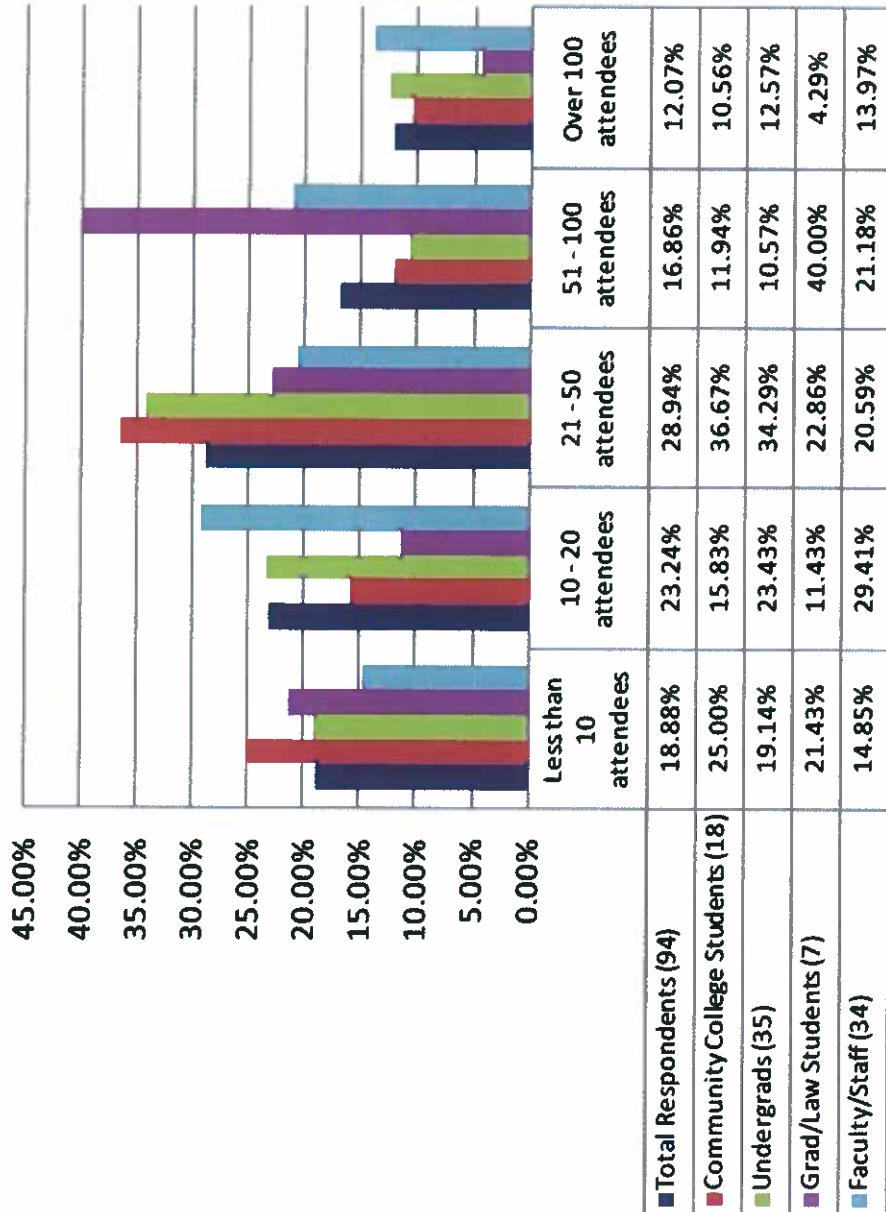
Indicate where you obtain your food for each of these events



Event planners are using off-campus caterers more than twice as frequently as UDC catering services, suggesting there is opportunity for improvement and growth

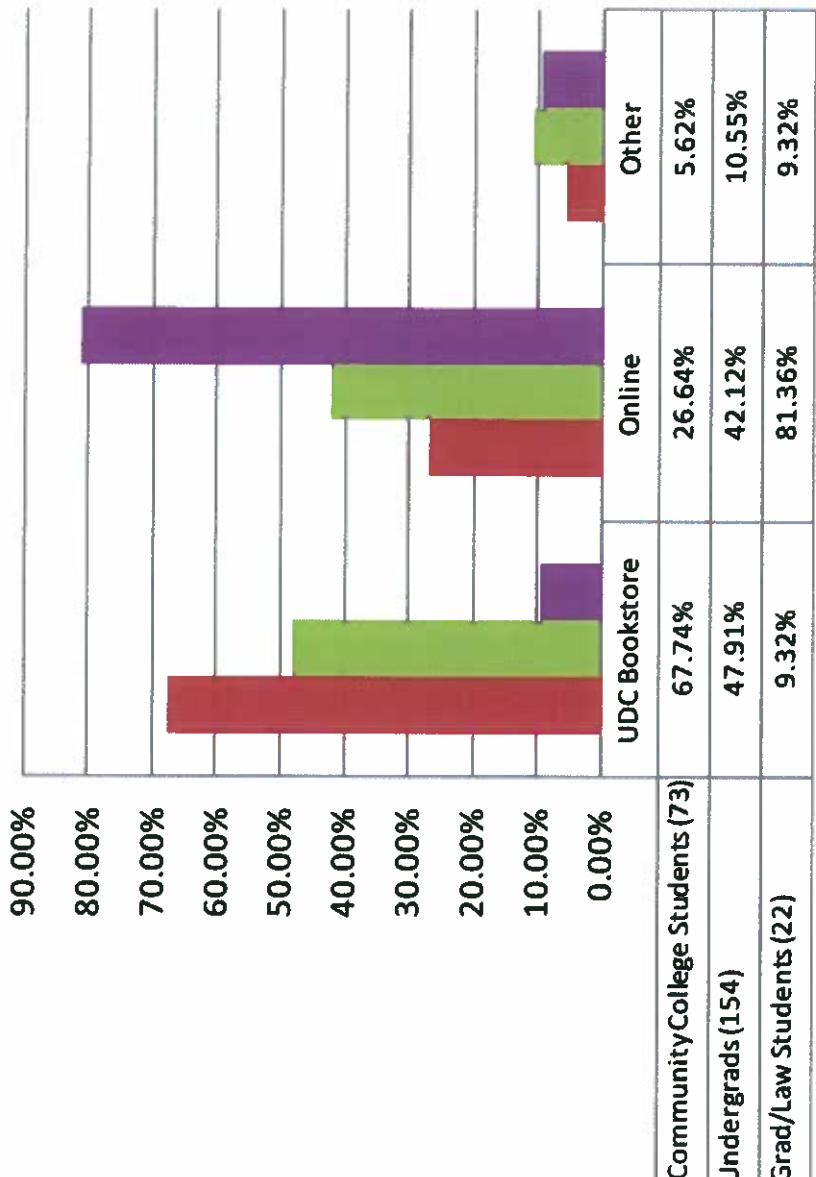
# Number of Attendees for Events

Approximately what percentage of your meetings and/or catered events has the following number of attendees?



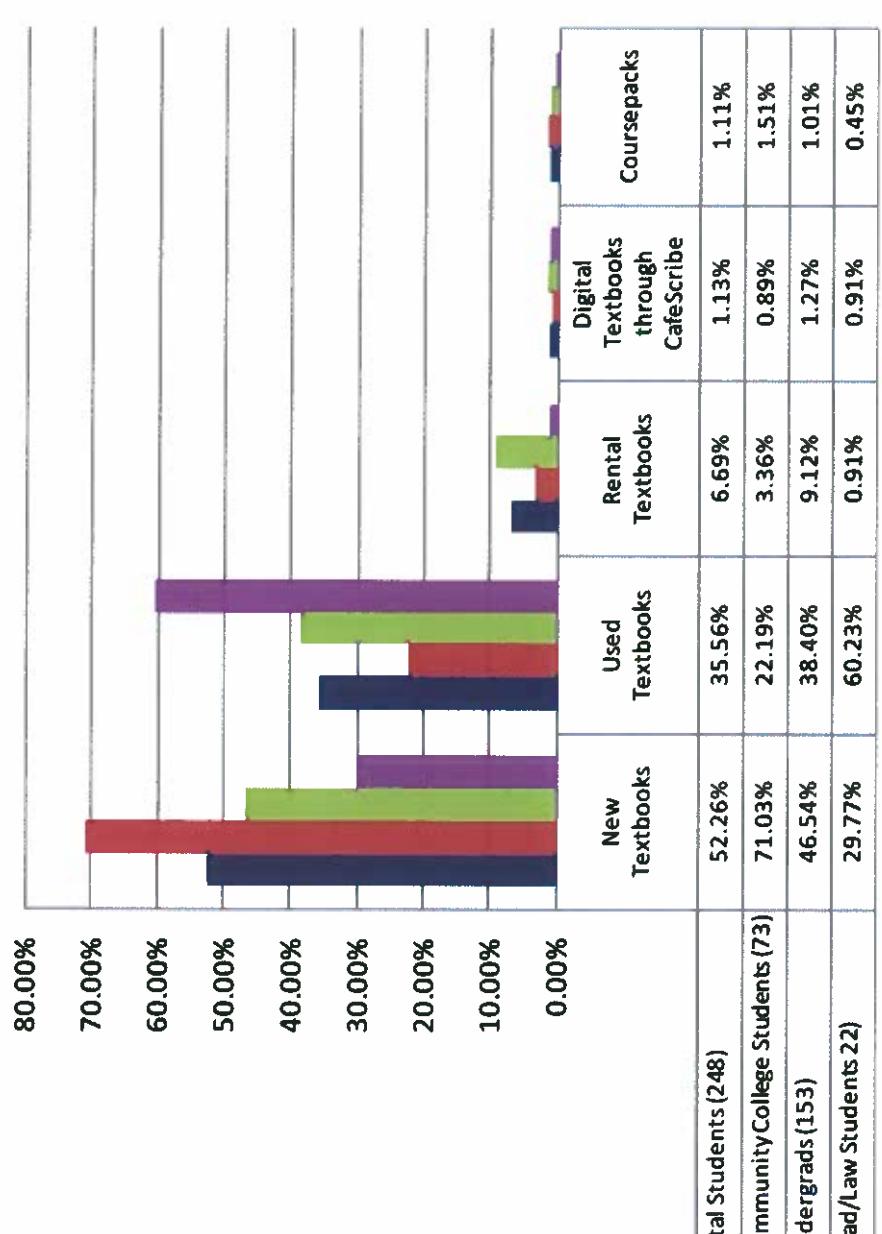
# Where Textbooks and Supplies are Purchased

**What percentage of your Spring 2011 semester textbook and course materials purchases were made from the following sources?**



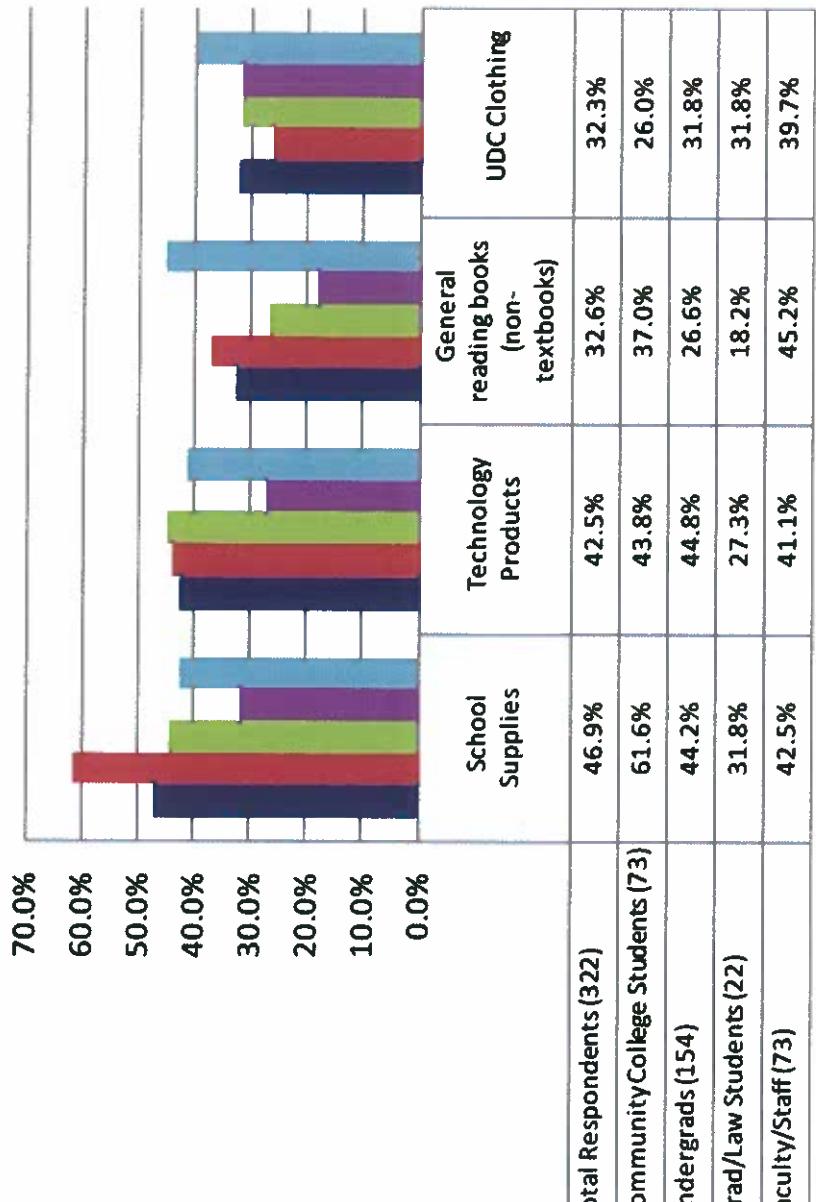
# Type of Course Materials Purchased

**Approximately what percentage of your Spring 2011 semester course materials were the following...**



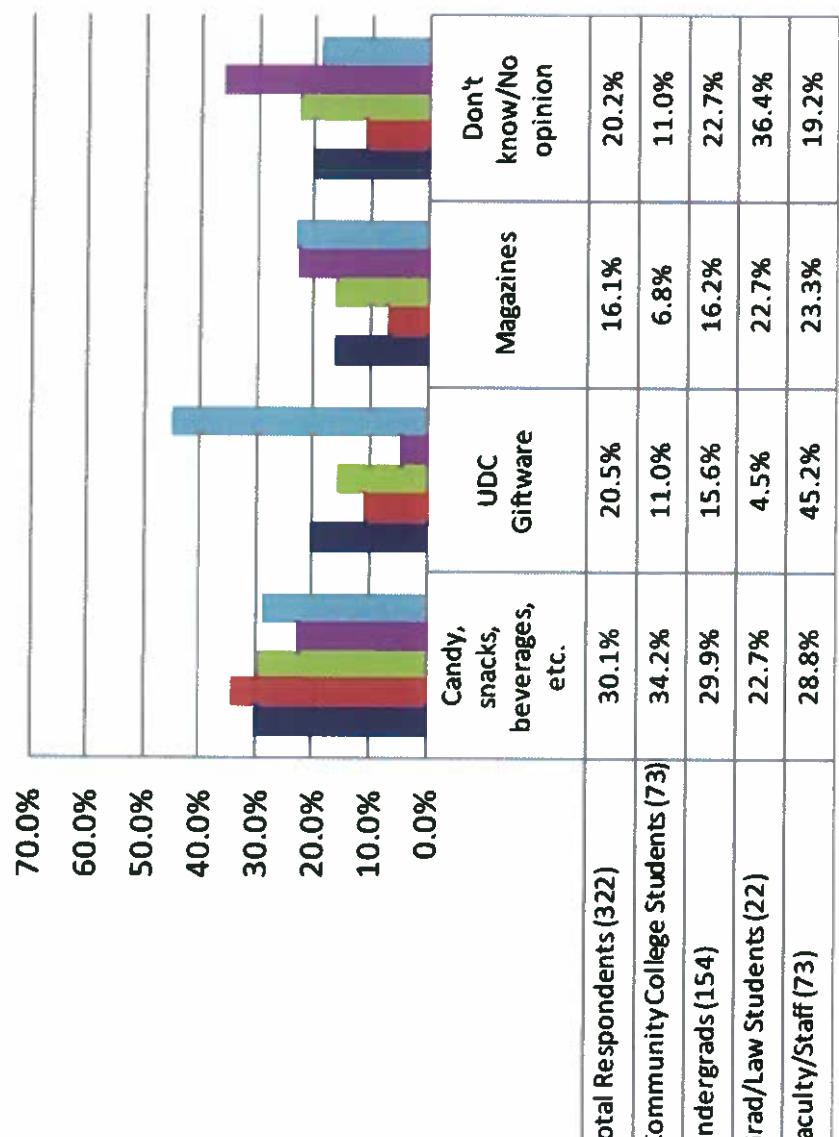
# Desired Products for UDC Bookstore

**Which of the following products/services should the UDC Bookstore expand their offerings in order to better meet your needs?**



# Desired Products for UDC Bookstore

**Which of the following products/services should the UDC Bookstore expand their offerings in order to better meet your needs?**



# **Exhibit E**

## **Current Equipment Inventory**

Equipment Inventory for Firebird Inn

- 1 Victory Freezer, Tag No. OGF-5081691
- 1 Eagle Prep Table, Model OS106014
- 3 Storage Racks with 3 Shelves, no tags
- 1 Eagle Eight Post Prep Table, Moveable, no Tag No.
- 1 Vulcan Oven, 4 Gas Burners, non moveable
- 1 Pitco Frialator Deep Fryer, Tag No. 5083289
- 1 Vulcan Griddle, Tag Nos. 5083290, U0085042
- 1 Vulcan Gas Grill, non movable, Tag No. U0085043
- 1 TMC - Trulic Refrigerator Working Station
- 1 WCMHP Hot Cold Unit with 6 Wells and 2 Soup Wells, Tag Nos. 5085563, U0085004
- 2 Eagle 6 ft. Stainless Steel Working Tables, Model 05106014
- 1 Eagle 8 ft. Prep Table with Sink, non moveable
- 1 Victory Refrigerator, non moveable
- 1 Eight ft. Eagle Prep Table
- 1 Hoshizaki Ice Maker, Tag No. 5081698
- 1 AFC American Panel Freezer, #1, Serial No. 20773-12-1, Model FW 347711TNWNL
- 1 Walk-In APC American Panel, Tag No. U0085045
- 1 8 ft. Prep Table, no name
- 1 General Slicing Machine with Table, Tag No. 5083390
- 10 Storage Racks with 4-shelf Capacity
- 4 Storage Shelves, 3 Shelves only
- 1 Storage Shelf, 5 shelves only

Equipment in Office B02A

- 1 Safe, J081688
- 2 Desk
- 1 Credenza
- 2 Book Shelves
- 1 5-drawer File Cabinet
- 1 2-drawer File Cabinet

**Exhibit F**

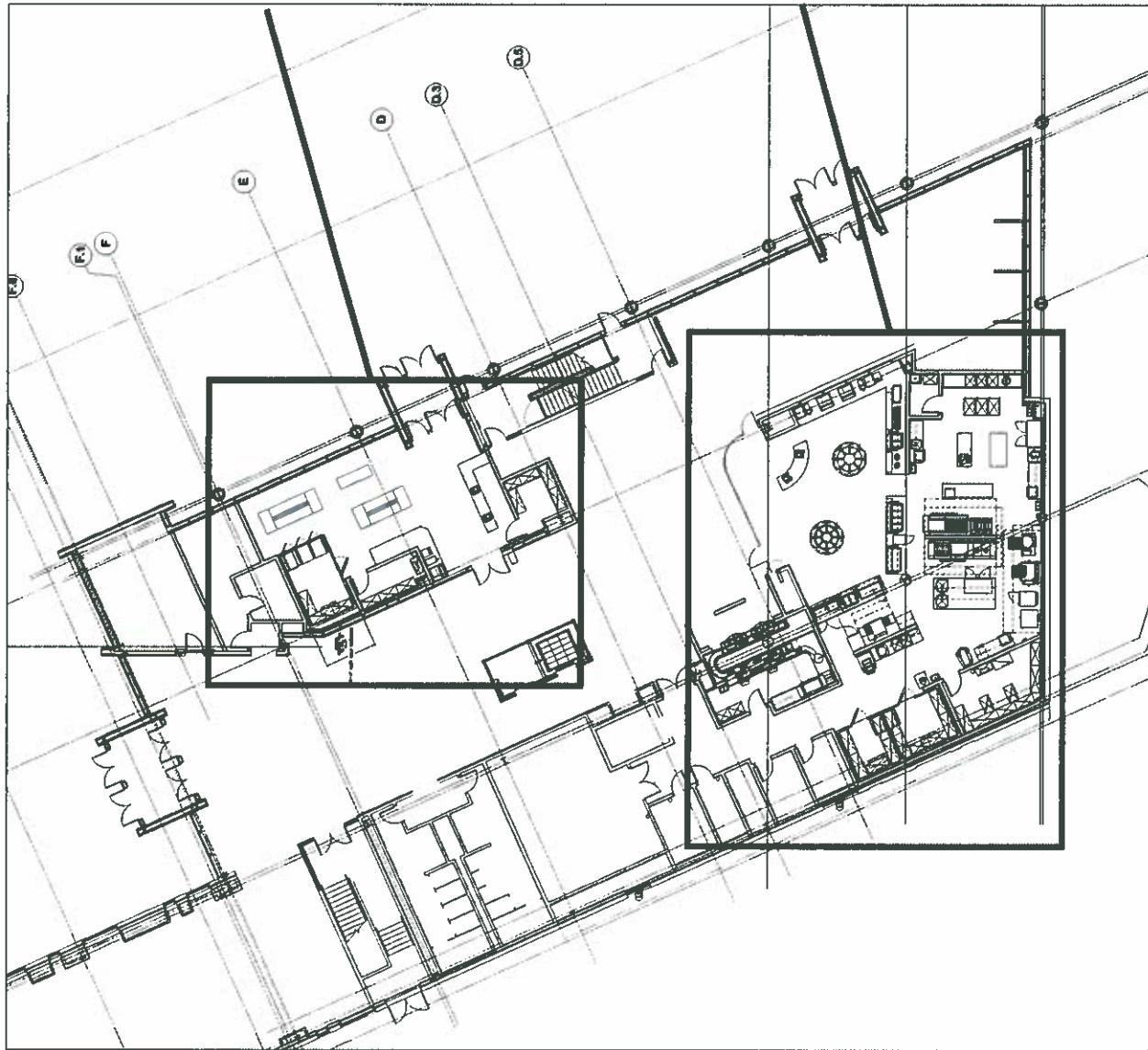
**New Student Center**

**Kitchen Equipment Plans**

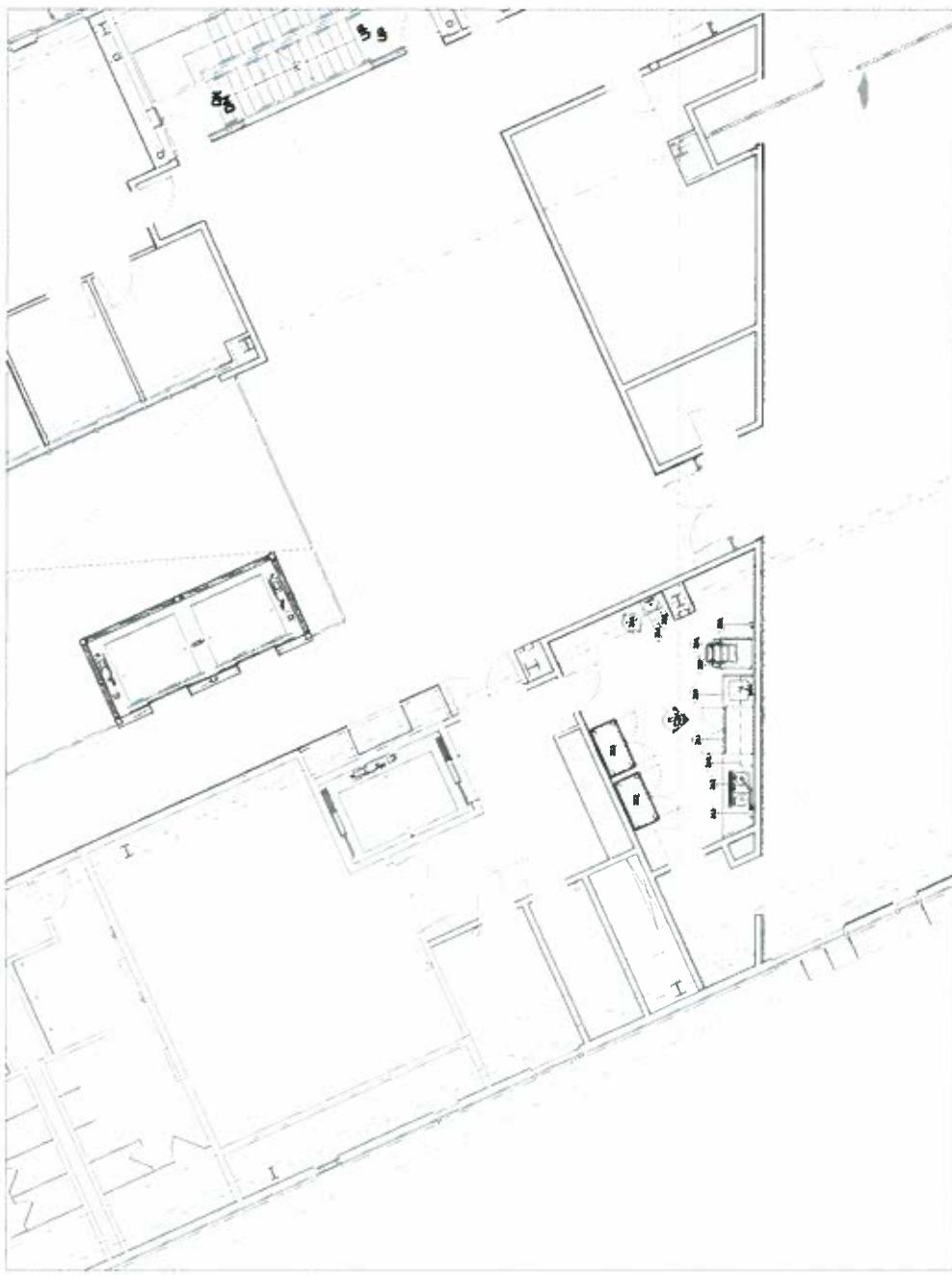


SHEET K0102.A  
SERIES

SHEET K0101.A  
SERIES



LEVEL 01 OVER ALL PLAN  
1



1 LEVEL 03 FOOD SERVICE EQUIPMENT PLAN

FLOOR PLAN LEVEL 1		
N	E	S
(1)	1	2
2	3	4
3	5	6
4	7	8
5	9	10
6	11	12
7	13	14
8	15	16
9	17	18
10	19	20
11	21	22
12	23	24
13	25	26
14	27	28
15	29	30
16	31	32
17	33	34
18	35	36
19	37	38
20	39	40
21	41	42
22	43	44
23	45	46
24	47	48
25	49	50
26	51	52
27	53	54
28	55	56
29	57	58
30	59	60
31	61	62
32	63	64
33	65	66
34	67	68
35	69	70
36	71	72
37	73	74
38	75	76
39	77	78
40	79	80
41	81	82
42	83	84
43	85	86
44	87	88
45	89	90
46	91	92
47	93	94
48	95	96
49	97	98
50	99	100

Marshall News Design  
interior design  
architectural graphics  
visual merchandising

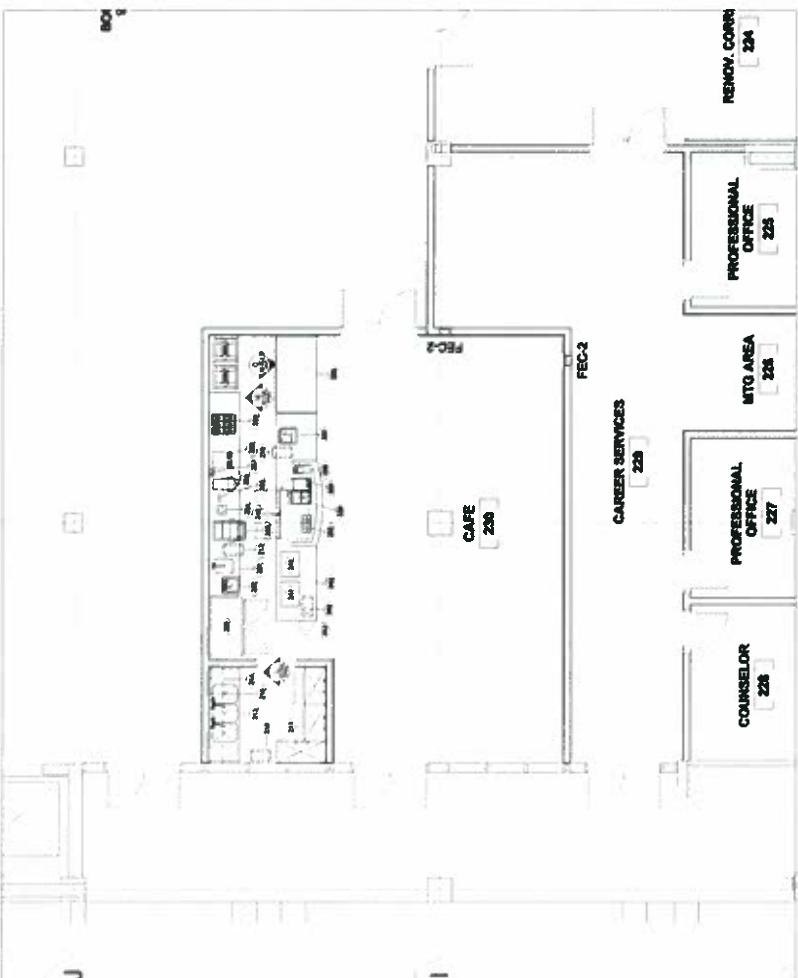
GENERAL CONTRACTOR  
SUB CONTRACTORS  
SUB SUB CONTRACTORS  
SUPPLY CONTRACTORS  
SUB SUPPLY CONTRACTORS  
SUB SUB SUB CONTRACTORS  
SUB SUPPLY CONTRACTORS

GENERAL CONTRACTOR  
SUB CONTRACTORS  
SUB SUPPLY CONTRACTORS  
SUB SUB CONTRACTORS  
SUB SUPPLY CONTRACTORS

FOOD SERVICE  
EQUIPMENT PLAN  
AREA B

GENERAL CONTRACTOR  
SUB CONTRACTORS  
SUB SUPPLY CONTRACTORS  
SUB SUB CONTRACTORS  
SUB SUPPLY CONTRACTORS

K0103.B



EQUIPMENT SCHEDULE	
ITEM NO.	QTY DESCRIPTION
176	1 MAUL-A-COOLER - Beverage
177	2 COOLER - Beverage
178	1 COOLER - Beverage COLD
179	1 COOLER - Beverage HOT
180	1 COOLER - Beverage
181	1 COOLER - Beverage
182	1 SPRINKLER, INDOOR
183	1 RESIDENTIAL IMPACT LAMP
184	1 RESIDENTIAL GFI OUTLET GND
185	1 REFRIGERATOR, SELF SERVING
187	1 BREAKFAST COOKER
188	1 ELECTRIC BREADDOUGH - BY-PRODUCT
189	1 COUP DISHWASHER
190	1 COFFEE BREWER - BY PRODUCT
191	1 SPRINKLER, INDOOR
192	1 SPARK PROOF, INDOOR
193	2 S & G ECONOMICS - INDOOR
194	1 HALF WALL, INDOOR
195	1 SPRINKLER, INDOOR
197	1 SPRINKLER, INDOOR
199	1 RES. EQUIPMENT - SINKS
200	1 KITCHEN SINK, INDOOR - BY PRODUCT
201	1 ELECTRIC DISHWASHER - BY PRODUCT
202	1 SPARK PROOF, INDOOR
203	1 SPRINKLER, INDOOR
204	1 SPRINKLER, INDOOR
205	1 SPRINKLER, INDOOR
206	1 SPRINKLER, INDOOR
207	1 SPRINKLER, INDOOR
208	1 SPRINKLER, INDOOR
209	1 SPRINKLER, INDOOR
210	1 SPRINKLER, INDOOR
211	1 SPRINKLER, INDOOR

