

## **Operations:**

### **1. How big of an operation?**

*Once fully executed, FSU's Dining Services will continue to be a large operation that serves students, faculty and staff and visitors from over thirty (30) campus eateries, catering and athletic dining halls, generating approximately \$31 million annually in sales. The current food service provider employs approximately 600-700 full and part-time staff members.*

### **2. How many FSU students have a meal plan?**

*In the Fall of 2019, there were over 5,500 students and over 1,000 faculty and staff with dining meal plans. There are many more students, faculty and staff and visitors who eat on campus daily without meal plans.*

### **3. What is the range in cost for student meal plans? What is the range in cost for others?**

*We offer six (6) levels of meal plans, ranging from \$684 to \$2,198 per semester. Others not on a meal plan may pay at the door for between \$8.75 and \$10, based on the meal period. At this time, we do not anticipate any changes in plan offerings or price increases to current meal plans or door rates during the Spring 2021 semester.*

### **4. What current food services would this impact? Examples.**

*The new contract would positively impact all areas of the current dining program, including the all-you-care-to-eat residential locations, retail restaurants, campus convenience stores and catering. With Aramark's new approach to deliver outstanding nourishment and experiences to the Florida State University community, they will carefully curate a set of culinary principles, products and practices that support excellence from start to finish.*

*For example, Aramark would deliver made from-scratch and flavorful offerings, incorporating local and regional flavors and ingredients that mean the most to our students and community. The richness of cultures comprising the Florida State University community would be reflected in the ingredients, menus and events provided daily. The food program would exemplify the depth of culture and diversity in the community.*

### **5. How many meals are served daily?**

*There are thousands of meals served daily on campus.*

## **Contract:**

### **6. Was the current contract about to expire?**

*The current university contract was set to expire in 2028. However, Sodexo exercised their option to cancel the contract early for convenience. Financially, COVID-19, along with the hurricanes of the past few years, have been challenging to their business operations.*

### **7. How many bidders?**

*Three (3) companies provided proposals.*

### **8. Does Aramark have any other contracts with FSU or Seminole Boosters?**

*Aramark does not currently have a contract with Florida State University for primary residential food service or retail operations.*

### **9. Has Aramark held a contract before with FSU?**

*The University previously had a long-term relationship with Aramark. The existing contract ended in 2017 and was approximately 15 years old.*

## **Benefit to FSU:**

### **10. What is the total value of the contract?**

*The total value of the contract is projected to exceed \$350 million over the next 10 years in terms of sales and services. Only a portion of commissions and operating funds are retained by the university.*

### **11. Why is dining important? Who manages the operational relationship and what does it add to a university's image?**

*Florida State University believes that dining is a critical part of its cultural and social environment and assists in building and maintaining a vibrant campus community. Dining plays a vital role in student recruitment, retention and overall student success. Students come from diverse backgrounds and experiences and dining is one element that can help develop bonds and unite them.*

*The food service contract is managed by Florida State University's Office of Business Services within the division of Finance and Administration.*

**12. What would make it a top dining program?**

*As part of its future vision for student life, the university believes dining must be a part of encouraging campus community interaction, creating informal learning opportunities through socialization and breaking bread together, and reinforcing a sense of institutional identity. With the execution of Aramark's program, the following key areas would be paramount to the development of a top dining program: variety and quality offerings, customer satisfaction, nutrition and wellness, safety and sanitation, innovation, inclusiveness, and student and campus community engagement.*

**13. Does Aramark have offices in Tallahassee, and does it hold contracts with other businesses in Tallahassee?**

*Currently, Aramark has a uniform and laundry division along with refreshment services in the Tallahassee area.*

**14. Any ties between company executives and FSU?**

*There are no known ties between Aramark and Florida State University.*

**15. Will the Dedman College of Hospitality benefit from this as far as internships, scholarships and jobs?**

*All students will have the opportunity to benefit from internships and scholarships, including the students in the Dedman College of Hospitality. Previously, Aramark had a productive and positive relationship with students including the Dedman College of Hospitality and looks forward to building upon this foundation. In addition, Aramark has agreed to collaborate with FSU to provide career opportunities for FSU students, making FSU a premier campus for recruitment by providing students with professional internships and job opportunities. Aramark will participate in university career fairs and other campus events to connect and inform FSU students on the many opportunities available in the dining program.*