DTCC2604 – CAFETERIA:

Cafeteria Services for the Stanton and George Campuses

Questions and Answers posed for contract number DTCC2604 – CAFETERIA

1. **Are there alternative dates available to tour both campuses?**

   The College has provided tour dates in the RFP and is not planning on providing any additional times.

2. **Can you please provide financial information for each campus: transaction counts, sales for each campus, vending sales, and catering revenue?**

   The Wilmington Campus typically generates approximately $4,500 in weekly sales and the Stanton Campus generates approximately $6,000 in sales weekly. The Fall and Spring months may be slightly higher, while the summer months are lower due to lower summer enrollment. The average daily transaction count for Wilmington ranges from 90-100 and for Stanton the average daily transaction count is 150-160.

   Vending sale revenue is not available.

   Catering revenue is not available; however, the Stanton Campus estimates that it had $5,150 in catering expenses with the current cafeteria operator during last fiscal year. The George Campus estimates that it had $28,000 in catering expenses with the current cafeteria operator during last fiscal year. It is important to note that the College will be issuing a separate RFP for catering services in the late Fall of 2026, which will have a planned effective date of July 1, 2027.

3. **A staffing model, with current wages if available, is there a union**

   Staff are hired by the vendor and wages paid by the vendor. Any staff hired for this contract are employees of the Vendor, not the College. The expectation is that the vendor will fully operate the cafes.

4. **Equipment list and condition of equipment, and who owns the equipment.**

   The equipment is owned and maintained by the College. Standard equipment is available including Refrigeration (Walk-in and Individual); Freezer (Walk-in and Individual); Fryer; Griddle; Oven, Heating Pans on Buffet Display; Cleaning Equipment and Dishwasher. All accompanying tables and necessary counter space to operate. All items are available for display during the walk-thru sessions.

5. **What is the timeline for the transition period?**
   The cafés will close for the semester on December 8, 2026. In addition, there will be a two-week College closing from December 18, 2026-January 2, 2027. The cafes will need to be operational by January 11, 2027 to accommodate the Spring semester return of students. There will limit (or possibly no) access during the two-week College break.

6. **Are there any financial expected commissions?**

   The College is willing to entertain a variety of pricing proposals.

7. **Who is your current vendor or are you self-operated?**

   Kodah Byrd Management Company (Amity Bistro) operates both cafeteria operations.