



University Auxiliary Services at Albany, Inc.
BOARD OF DIRECTORS MEETING
Monday, July 10, 2017 - 3:00 PM
Campus Center Room 375

President Christakis convened the meeting at 3:07 PM. The following Directors were present:

Mr. Felix Abreu
Mr. Scott Birge
Mr. Dylan Card
Dr. Michael Christakis

Mr. Jarius Jemmott
Mr. Stephen Pearse
Ms. Carol Perrin
Mr. Fardin Sanai

Mr. Lee Serravillo
Mr. Jeff Shapiro
Mr. Kevin C. Wilcox

ABSENT: Mr. Jarrett Altilio; Ms. Alondra Berroa; Mr. John Giarrusso; Mr. Sanjay Goel; Dr. Gary Kleppel; Ms. Latonia Spencer; Ms. Subha Tasnim

ALSO IN ATTENDANCE: Mr. Randy Simmons, Senior Director of Finance & Business Administration; Ms. Michelle Bowen, Senior Director of Marketing & Communication; Ms. Nancy Harrigan, Administrative Assistant

BEVERAGE RFP

Mr. Pearse reported that both beverage proposals were submitted on time. Presentations were allowed on Thursday, June 29, 2017 and Pepsi brought 7 people to present their proposal; Coca-Cola declined to present, stating they could not clear their calendars.

Mr. Pearse presented a review of the beverage proposals from Coca-Cola and Pepsi in response to the RFP issued in May 2017. Mr. Pearse summarized the main points of comparison including:

- Brands available
- Services provided
- Financial comparison
- Commission rates

Mr. Pearse noted that the financials for both proposals were similar but he had concerns that Coca-Cola was seeking 100% exclusivity rights on campus and also does not agree to include a termination without cause clause in the agreement. Mr. Pearse noted that Pepsi did a better job addressing certain issues in their proposal

The committee discussed the Athletics Department which is seeking some financial benefit from pouring rights for athletic events. Mr. Wilcox recommends including a financial payment to the Athletics Department from UAS as part of the beverage contract.

Mr. Wilcox reported that the Finance and Audit Committee preferred the Pepsi proposal based upon the financial information but that either would be acceptable.

Ms. Perrin made a motion to award the contract to Pepsi. Mr. Wilcox seconded the motion. Discussion followed and the motion was made contingent upon further negotiations and clarification of proposal language by UAS management. The motion was unanimously approved with the above contingencies.

Dr. Christakis called for a motion to adjourn. Mr. Birge so moved and Mr. Card seconded the motion. The meeting adjourned at 3:39 PM.

Respectfully submitted,

Nancy Harrigan
Administrative Assistant