

# Financial Summary – 3 Year Partnership

ANNUAL SPONSORSHIP	PRICING	REBATES	SUSTAINABILITY/ MARKETING FUNDING
<p><b>\$3,700/Year</b></p>	<p><b>Account Specific</b></p>	<p><b>\$3.00/Case of Bottle and Can</b></p>	<p><b>\$1,000/ Year Sustainability/ Marketing Support</b></p>
<ul style="list-style-type: none"> <li>Funds will be paid within 60 days of signing the agreement and 60 days from each term renewal date</li> <li><b>Annual: \$3,700/year</b></li> <li><b><u>Term: \$11,100 Total</u></b></li> </ul>	<ul style="list-style-type: none"> <li>PepsiCo will provide account specific “Market Best” pricing</li> <li>Pricing will be capped at a 4% increase per year*</li> <li>PepsiCo will provide \$3,000 of free product annually to be used for meetings or special events.</li> <li>*pricing is located in the Appendix</li> <li><b>Estimated: \$3,000/year</b></li> <li><b><u>Term: \$9,000 Total Value</u></b></li> </ul>	<p>Each year Pepsi will accrue <b><u>\$3.00</u></b> per case Fund on all 20oz 24pk Aquafina, CSD Gatorade cases purchased</p> <ul style="list-style-type: none"> <li>Funds will be handled as a “checkbook” and paid directly to the customer following the end of each contract year</li> <li><b>**Estimating: selling 2,825 cases X \$3.00=\$8,475 /year</b></li> <li><b><u>Term: \$25,425 Total**</u></b></li> </ul>	<ul style="list-style-type: none"> <li>\$1,000/ year for Recycling Program or items to be used for events like the Superintendents golf outing</li> <li><b>\$1,000/year total</b></li> <li><b><u>Term: \$3,000 Total</u></b></li> </ul> <div data-bbox="1468 851 1893 1048" style="text-align: center;"> <p><b>\$41,125 Total</b></p> </div>

# Financial Summary – 5 Year Partnership

ANNUAL SPONSORSHIP	PRICING	REBATES	SUSTAINABILITY FUNDING
<p><b>\$4,000/Year</b></p>	<p><b>Account Specific</b></p>	<p><b>\$1.00 rebate on 20oz CSD and Aquafina</b>  <b>\$3.00 on 20oz Gatorade</b></p>	<p><b>\$1,000/ Year Sustainability/ Marketing Support</b></p>
<ul style="list-style-type: none"> <li>Funds will be paid within 60 days of signing the agreement and 60 days from each term renewal date</li> <li><b>Annual: \$4,000/year</b></li> <li><b><u>Term: \$20,000 Total</u></b></li> </ul>	<ul style="list-style-type: none"> <li>PepsiCo will provide account specific “Market Best” pricing</li> <li>Pricing will be capped at a 4% increase per year*</li> <li>PepsiCo will provide \$3,000 of free product annually to be used for meetings or special events.</li> <li>*pricing is located in the appendix.</li> <li><b>Estimated: \$3,000/year</b></li> <li><b><u>Term: \$15,000 Total Value</u></b></li> </ul>	<p>Each year Pepsi will accrue <b>a rebate</b> per case Fund on all 20oz 24pk Aquafina, CSD Gatorade cases purchased</p> <ul style="list-style-type: none"> <li>Funds will be handled as a “checkbook” and paid directly to the customer following the end of each contract year</li> <li><b>**Estimating: selling 2,040 cases X \$1.00=\$2,040 /year</b></li> <li><b>785cases X \$3.00=\$2,355</b></li> <li><b><u>Term: \$21,975 Total**</u></b></li> </ul>	<ul style="list-style-type: none"> <li>\$1,000/ year for Recycling Program or items to be used for special events like the superintendents golf outing</li> <li><b>\$1,000/year total</b></li> <li><b><u>Term: \$5,000 Total</u></b></li> </ul> <p style="text-align: center;"><b>\$61,975 Total</b></p>

## In-Kind Requests

**Pepsi kindly requests the Venues parks & arts provide 12 complimentary passes annually to its golf courses to be given away at the Pepsi Employee Appreciation Week event.**



# On-Ticket Pricing 3 year

Fountain Syrup Pricing	Box Size	Box Cost	Gallon Cost
Carbonated Soft Drinks	5	\$79.30	\$15.86
Carbonated Soft Drinks	3	\$49.20	\$16.40
Lipton Tea Unsweet	3	\$53.04	\$17.68
Lipton Tea Sweet	3	\$58.53	\$19.51

Non-Carbonated Beverages	Units/ Case	Case Cost	Unit Cost
Fruit Shoot 10.1oz PL	24	\$17.78	\$0.74
Rockstar Energy 16oz Can	24	\$34.00	\$1.42
Starbuck's Double Shot 6.5oz Can	12	\$23.98	\$2.00
Starbuck's Doubleshot 15oz Can	12	\$25.13	\$2.09
Starbuck's Latte 14oz PL	12	\$26.53	\$2.19
Starbuck's Refreshers 12oz Can	12	\$20.70	\$1.73
Starbuck's Iced Coffee 11oz Glass	12	\$20.22	\$1.69
Starbuck's Frappuccino 13.7oz Glass	12	\$26.50	\$2.21
Starbuck's Cold Brew 11oz Glass	12	\$27.81	\$2.32
Ocean Spray 15.2oz PL	12	\$17.21	\$1.43
Lipton Pure Leaf Tea 18.5oz PL	12	\$19.97	\$1.66
Lipton Iced Tea 20oz PL	24	\$21.39	\$0.89

Carbonated Soft Drinks	Units/Case	Case Cost	Unit Cost
All Brands - 12oz Can	24	\$8.96	\$0.37
All Brands - 20oz PL	24	\$20.28	\$0.85
CSD 1 ltr	15	\$20.70	\$1.38
Mountain Dew Kickstart - 16oz Can	12	\$12.85	\$1.07

Water, Gatorade & Mixers	Units/Case	Case Cost	Unit Cost
Aquafina 20oz PL Water	24	\$14.70	\$0.61
Aquafina Water 16.9oz	24	\$6.67	\$.28
Gatorade Propel Water 20oz PL	24	\$23.03	\$.96
Gatorade & G2 20oz pl	24	\$19.69	\$.82
Schweppes mixers 10oz glass	24	\$14.47	\$.60

Supplies	Units/Case	Case Cost	Unit Cost
CO2 Tank (\$75 Refundable Deposit)	20lb	\$28.30	
16oz Poly Cups	1200	\$87.16	\$.07
24oz Poly Cups	1000	\$90.92	\$.09
16/24oz Lids	2000	\$58.93	\$.03

# On-Ticket Pricing 5 year

Fountain Syrup Pricing	Box Size	Box Cost	Gallon Cost
Carbonated Soft Drinks	5	\$79.30	\$15.86
Carbonated Soft Drinks	3	\$49.20	\$16.40
Lipton Tea Unsweet	3	\$53.04	\$17.68
Lipton Tea Sweet	3	\$58.53	\$19.51

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Lipton Iced Tea 20oz PL	24	\$21.39	\$0.89

Carbonated Soft Drinks	Units/Case	Case Cost	Unit Cost
All Brands - 12oz Can	24	\$12.48	\$0.52
All Brands - 20oz PL	24	\$15.67	\$0.65
CSD 1 ltr	15	\$20.70	1.38
Mountain Dew Kickstart - 16oz Can	12	\$12.85	\$1.07

Water, Gatorade & Mixers	Units/Case	Case Cost	Unit Cost
Aquafina 20oz PL Water	24	\$11.59	\$0.48
Aquafina Water 16.9oz	24	\$4.92	\$.21
Gatorade Propel Water 20oz PL	24	\$25.63	\$1.07
Gatorade & G2 20oz Pl	24	\$25.63	\$1.07
Schweppes Mixers 10oz glass	24	\$14.47	\$.60

Supplies	Units/Case	Case Cost	Unit Cost
CO2 Tank (\$75 Refundable Deposit)	20lb	\$28.30	
16oz Poly Cups	1200	\$87.16	\$.07
24oz Poly Cups	1000	\$90.92	\$.09
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