



County of Roanoke

FINANCE DEPARTMENT PURCHASING DIVISION

Dawn M. Rago, Senior Buyer
5204 Bernard Drive SW, Suite 300 F
Roanoke VA 24018
(540) 283-8150
(540) 561-2827 – Fax
drago@roanokecountyva.gov

May 4, 2023

RFP #2023-100

Beverage Services for Parks, Recreation and Tourism Department

for

Roanoke County

ADDENDUM NO. 1

Extension to Due Date and Answers to Questions

Due Date & Time:

**March 17, 2023 2:00PM
(Local Prevailing Time)**

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- 1. Due Date has now been extended to May 17, 2023 at 2:00 PM**
2. What is important to the County in a beverage supplier and what does the County want to accomplish with this contract?

Answer: We wish to be able to secure a vendor that can supply beverages at various locations for our customers. What's important to us is timeliness, accuracy on deliveries, and advanced notice of any issues prior to delivery day. What we're seeking to accomplish is an agreement with a solid company who can deliver a good product to assist us in adding value to our pass holders and guests' time at our water park. Plus, a company whom we can go to one person for problems and solutions.
3. At Splash Valley park, I see that you have fountains and sell water, Gatorade and juice. Has the County considered selling all bottles to have more variety and less spills and clean up and increase speed of service?

Answer: We haven't considered selling all bottles as our fountain drink sales are one of our largest revenue streams for our water park's concession stand. Further, we do not have the room for a fridge the size we would need to keep drinks cold in the concessions stand.
4. When you have birthday parties or summer camps at Green Ridge, do you provide pizza and which beverages or do people buy their own beverages out of the vending machines or do you offer a combo package where the drink and food is included?

Answer: Birthday parties in Splash Valley get fountain drinks as their party package. Inside does not and neither do camps
5. Do you have a breakdown of purchases of 20 oz bottles, vending and fountain gallons over the past 4 years?

Answer: We've purchased thus far: 281-fountain gallons last year, 286-gallons in 2021, our concessions stand wasn't open in 2020, and in 2019 282-gallons. From our concession stand we sold quantities in 16 oz. bottles: 273-Gatorade and 996-Aquafina Bottled Water in 2019, our concessions stand wasn't open in 2020, 993-bottles of Gatorade and 2,048-bottles of Aquafina in 2021, and 629-bottles of Gatorade and 1,128-bottles of Aquafina in 2022.

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6. Can you please provide the type and quantity of equipment at each location?

Answer: Green Ridge has 2 vending machines and 2 fountain drink dispensers Explore Park has one double door refrigerator with drink racks that we own and stock. Camp Roanoke has no beverage service equipment.

7. Would the County be open to have self-fill vending machines to earn more revenue?

Answer: We are not interested in self fill stations at this time.

8. I have visited Green Ridge and Brambleton. I went to Camp Roanoke but they were closed. What are the dates of their season and how many campers stay there yearly and what are their ages? What beverage equipment do they have there?

Answer: Camp Roanoke has no beverage service equipment and only serves water, lemonade and Gatorade to campers during the summer months. We serve between 340 and 500 campers between June 12 and August 5th. User groups have the ability to choose their beverages of choice for year-round catering events, facility rentals and/or special events.

9. Explore Park-Brugh Tavern-is this restaurant leased out and do they purchase beverages from the supplier that the County contracts with?

Answer: It is operated by Twin Creeks Brewery. They are responsible for their beverage service.

10. We work with our foodservice partners with fountain drinks, which foodservice provider does the County use?

Answer: We currently work with Sysop as a food service provider.

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*****REQUIRED*****

*****Sign and return with your bid package*****

Sign Name:

Print Name:

Date:

Company

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