

**Attachment A
Solicitation No. 3745**

EQUIPMENT LIST AND LOCATIONS

Attachment A

Building/Community	Market**	Number of Employees	Machines		Coke	Juice*	Snack	
			Pepsi					
Ballard House 2445 NW 57th St.	79		1	12 oz can				
Barton Place 9201 Rainier Ave S	90		1	12 oz can				
Bayview Tower 2614 4th Ave	100		1	12 oz can	1	12 oz can		
Beacon Tower 1311 S. Massachusetts	108		1		1	12 oz can		
Bell Tower 2215 1st Ave	119				2	12 & 20 oz	1	
Cal-Mor Circle 6420 California Ave SW	74		1	20 oz bottle				
Capitol Park 525 14th Ave E	125		1	12 oz can		1		
Cedarvale House 11050 8th Ave NE	118		1	Combo***	1	12 oz can	1	
Center West 533 3rd Ave W	91		1	12 oz can				
Columbia Place 4628 S. Holly St	65		1	20 oz bottle			1	
Denny Terrace 100 Melrose Ave E	221		1	12 & 20 oz	1	12 & 20 oz	1	
Gideon-Mathews 323 25th Ave S	45		1	12 oz can				
Greenlake Plaza 505 NE 70th St	130		1	20 oz bottle	1	12 oz can	1	
Harvard Court 610 Harvard Ave E	80				2	12 & 20 oz		
Holly Court 3728 S Myrtle	97		1	12 oz can				
Jackson Park 14396 30th Ave NE	111				1	20 oz bottle	1	
Jefferson Terrace 800 Jefferson St	299		1	20 oz bottle		1	1	
Lake City House - 12546 33rd Ave NE	115		1	20 oz bottle				
Lictonwood 9009 Greenwood Ave N	81				1	12 oz can		
Michaelson Manor 320 W. Roy St	57		1	12 oz can				
Olive Ridge 1700 17th Ave	105		2	12 & 20 oz			1	
Olympic West 110 W Olympic Pl	75		2	12 & 20 oz				
Phinney Terrace 6561 Phinney Ave N	51		1	12 oz can				
Pinehurst Court 12702 15th Ave NE	73		1	12 oz can				
Queen Anne Heights 1212 Queen Anne Ave	52		1	12 oz can				
Ross Manor 1420 Western Ave	100		1	20 oz bottle		1	1	
Stewart Manor 6339 34th Ave SW	76		1	20 oz bottle				
Tri-Court 720 N. 143rd St	86		1	12 oz can			1	
University House 4700 12th Ave NE	101				1	12 oz can		
University West 4544 7th Ave NE	113				1	12 oz can	1	
Villa Park 9111 50th Ave S	43		1	20 oz bottle				
West Town View 1407 2nd Ave W	59		1	12 oz can			1	
Westwood Heights 9455 27th Ave SW	130		2	12 & 20 oz				
SHA Porchlight 907 NW Ballard Way		100	1	20 oz bottle		1	1	
SHA Central Office 120 6th Ave N		143			1	12 & 20 oz	1	
SHA OSC 1300 North 130th St		90	1	20 oz bottle	1	12 oz can	1	
SHA South Ops 7500 Detroit Ave SW		25	1	20 oz bottle				
SHA MLK 810 MLK Way S		100	1	12 oz can	1	12 oz can	1	
Totals			34		16		7	15

Total Number of Machines

72

Estimated machine counts and brands; totals may not be exact. Within 15 days of initial installation, Concessionaire must provide complete list of installed machines, including product can or bottle, as shown above.

*Juice machines all contain 20-oz. Bottles

**"Market" is defined as the approximate number of residential units.

***Combo at Cedarvale is Pepsi/Coke 20 oz bottle machine.

Replacement equipment must be the same as what is currently at the site unless otherwise negotiated.

ESTIMATED VENDING REVENUE

Attachment B

Examples: Years 2005 & 2006

Building/Community	Market*	Number of Employees	Machines				Estimated Revenue	Estimated Revenue
			Pepsi	Coke	Juice	Snack	2005	2006
Ballard House 2445 NW 57th St.	79		1				\$159.20	\$157.76
Barton Place 9201 Rainier Ave S	90		1				\$78.08	\$103.06
Bayview Tower 2614 4th Ave	100		1	1			\$206.02	\$257.86
Beacon Tower 1311 S. Massachusetts	108		1	1			\$174.39	\$163.68
Bell Tower 2215 1st Ave	119			2		1	\$615.75	\$619.28
Cal-Mor Circle 6420 California Ave SW	74		1				\$287.52	\$244.38
Capitol Park 525 14th Ave E	125		1		1		\$203.71	\$227.93
Cedarvale House 11050 8th Ave NE	118		1	1	1	1	\$367.00	\$472.56
Center West 533 3rd Ave W	91		1				\$210.55	\$176.40
Columbia Place 4628 S. Holly St	65		1			1	\$480.33	\$288.72
Denny Terrace 100 Melrose Ave E	221		1	1		1	\$965.84	\$953.46
Gideon-Mathews 323 25th Ave S	45		1				\$87.84	\$72.57
Greenlake Plaza 505 NE 70th St	130		1	1		1	\$279.59	\$441.32
Harvard Court 610 Harvard Ave E	80			2			\$245.50	\$238.66
Holly Court 3728 S Myrtle	97		1				\$56.94	\$31.38
Jackson Park 14396 30th Ave NE	111			1	1		\$220.68	\$365.09
Jefferson Terrace 800 Jefferson St	299		1		1	1	\$1,607.77	\$1,456.55
Lake City House - 12546 33rd Ave NE	115		1				\$136.39	\$197.44
Lictonwood 9009 Greenwood Ave N	81			1			\$77.00	\$154.67
Michaelson Manor 320 W. Roy St	57		1				\$97.50	\$157.51
Olive Ridge 1700 17th Ave	105		2			1	\$502.04	\$463.15
Olympic West 110 W Olympic Pl	75		2				\$183.71	\$228.97
Phinney Terrace 6561 Phinney Ave N	51		1				\$175.19	\$106.26
Pinehurst Court 12702 15th Ave NE	73		1				\$46.07	\$67.56
Queen Anne Heights 1212 Queen Anne Ave	52		1				\$160.72	\$201.90
Ross Manor 1420 Western Ave	100		1		1	1	\$689.38	\$761.81
Stewart Manor 6339 34th Ave SW	76		1				\$181.67	\$146.74
Tri-Court 720 N. 143rd St	86		1			1	\$0.00	\$45.63
University House 4700 12th Ave NE	101			1			\$156.69	\$198.23
University West 4544 7th Ave NE	113			1	1	1	\$711.61	\$697.61
Villa Park 9111 50th Ave S	43		1				\$0.00	\$0.00
West Town View 1407 2nd Ave W	59		1			1	\$155.14	\$160.76
Westwood Heights 9455 27th Ave SW	130		2				\$270.88	\$330.39
SHA Porchlight 907 NW Ballard Way		100	1		1	1	\$238.10	\$200.00
SHA Central Office 120 6th Ave N		143		1		1	\$352.76	\$300.00
SHA OSC 1300 North 130th St		90	1	1		1	\$450.57	\$350.00
SHA South Ops 7500 Detroit Ave SW		25	1				\$130.11	\$100.00
SHA MLK 810 MLK Way S		100	1	1		1	\$329.29	\$320.00
Totals			34	16	7	15	\$13,296.54	\$11,459.27

Total Number of Machines

72

These are estimates and not exact incomes.

Estimated machine counts and brands; totals may not be exact.

* "Market" is defined as the approximate number of residential units.

Monthly Summary of Sales and Revenue Report						Attachment C		
For the Month of _____								
Building/Community	Machine	Product Count Sold Listed By Machine	Gross Sales	Sales Tax	Net Sales	Amount Paid to DSB	SHA's Commission Rate	Amount of Revenue Paid to SHA
Ballard House 2445 NW 57th St.								
Barton Place 9201 Rainier Ave S								
Bayview Tower 2614 4th Ave								
Beacon Tower 1311 S. Massachusetts								
Bell Tower 2215 1st Ave								
Cal-Mor Circle 6420 California Ave SW								
Capitol Park 525 14th Ave E								
Cedarvale House 11050 8th Ave NE								
Center West 533 3rd Ave W								
Columbia Place 4628 S. Holly St								
Denny Terrace 100 Melrose Ave E								
Gideon-Mathews 323 25th Ave S								
Greenlake Plaza 505 NE 70th St								
Harvard Court 610 Harvard Ave E								
Holly Court 3728 S Myrtle								
Jackson Park 14396 30th Ave NE								
Jefferson Terrace 800 Jefferson St								
Lake City House - 12546 33rd Ave NE								
Lictionwood 9009 Greenwood Ave N								
Michaelson Manor 320 W. Roy St								
Olive Ridge 1700 17th Ave								
Olympic West 110 W Olympic Pl								
Phinney Terrace 6561 Phinney Ave N								
Pinehurst Court 12702 15th Ave NE								
Queen Anne Heights 1212 Queen Anne Ave								
Ross Manor 1420 Western Ave								
Stewart Manor 6339 34th Ave SW								
Tri-Court 720 N. 143rd St								
University House 4700 12th Ave NE								
University West 4544 7th Ave NE								
Villa Park 9111 50th Ave S								
West Town View 1407 2nd Ave W								
Westwood Heights 9455 27th Ave SW								
* SHA Porchlight 907 NW Ballard Way								
* SHA Central Office 120 6th Ave N								
* SHA OSC 1300 North 130th St								
* SHA South Ops 7500 Detroit Ave SW								
* SHA MLK 810 MLK Way S								
Totals				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
* SHA administrative buildings. Sales from these machines require payment be made to the Department of Services for the Blind (DSB).								
As of September 1, 2007, that commission rate is 10% of gross sales after taxes.								
Gross Sales: The term "gross sales" is hereby defined to mean receipt at point-of-sale by cash, check, credit card or other method of payment, of any payment for commodities dispensed from the machines/equipment placed at SHA sites. Such gross sales shall not be discounted to reflect commissions or other payments or overrides to brokers or to intermediary agents, either internal or external to the Concessionaire or any taxes or fees payable to any governmental entity.								
Net Sales: Gross Sales minus Sales Tax								
Concessionaire's Commission Rate: The agreed-upon percentage of Net Sales allowed the Concessionaire for services rendered and goods sold.								
SHA's Commission Rate: The agreed-upon percentage of Net Sales received by SHA.								
Amount of Revenue Payable to SHA: 1.) Resident buildings: Gross Sales minus Sales Tax = Net Sales, times SHA's Commission Rate; 2.) SHA administrative buildings: Gross Sales minus Sales Tax = Net Sales, minus DSB Commission, times SHA's Commission Rate.								

Beverage & Snack Pricing Proposal

Attachment D

The following chart provides an example of products currently in the vending machine at SHA's Central Office. Products and prices at other buildings may vary.

- 1) Please provide your proposed Unit Price and proposed SHA Commission Percentage for each of SHA's current products below.
- 2) Add any other beverage and snack products that your firm currently is able and in the future anticipates being able to provide to SHA should your firm be the successful proposer.
- 3) Also provide your proposed Unit Price and proposed SHA Commission Percentage for each of the additional items that your firm lists, based on number 2) above.

Note: Final products and pricing will be determined during Contract negotiations.

This form must be completed and submitted with your proposal

Commodity	SHA Suggested Rates		Proposed Rates of Concessionaire	
	Unit Price	SHA's Current Commission Percentage	Unit Price	Firm's proposed SHA Commission Percentage
Includes but not limited to:				
12 oz can Carbonated beverages	\$0.65	37.5%		
20 oz Carbonated bottled beverages	\$1.00	37.5%		
Water	\$1.00	37.5%		
Juice	\$1.25	37.5%		
Chips - various types	\$0.75	25.0%		
Trail Mix (nuts)	\$0.75	25.0%		
Microwave Popcorn	\$0.85	25.0%		
Beef Jerky	\$1.00	25.0%		
Cookies	\$0.75	25.0%		
Licorice	\$0.75	25.0%		
Candy Bars	\$0.65	25.0%		
Gum	\$0.50	25.0%		
Hard Candy	\$0.50	25.0%		
Mints	\$0.50	25.0%		
Bags of Candy	\$1.00	25.0%		

Concessionaires may add other commodities as desired.

Name of Firm Submitting Proposal: _____

Name of Party Authorized to Execute Contracts: _____

Signature of Party Authorized to Execute Contracts: _____

Note: This form must be completed and submitted with your proposal.