

CCSU RFP 2016-32 Attachment B

Annual Retail Sales and Concessions on a State Fiscal Year Basis

Location	Tender	FY11	FY12	FY13	FY14	FY15	FY16 (YTD) as of 4/30/16
Subconnection	Cash	\$28,756	\$31,037	\$25,330	\$25,740	\$25,624	\$30,996
	Credit Cards	\$40,412	\$48,652	\$50,216	\$52,985	\$54,494	\$72,549
	Blue Chip	\$61,925	\$74,092	\$67,010	\$57,090	\$51,362	\$32,769
	<i>Bonus Meals</i>	4,370	8,828	9,279	8,379	9,207	12,453
	Total	\$131,093	\$153,781	\$142,556	\$135,815	\$131,480	\$136,314
Fresh Grill	Cash	\$53,378	\$43,504	\$35,936	\$36,842	\$41,122	\$70,181
	Credit Cards	\$67,263	\$62,169	\$60,221	\$71,777	\$83,136	\$116,979
	Blue Chip	\$148,656	\$129,807	\$114,336	\$103,796	\$109,462	\$63,583
	<i>Bonus Meals</i>	21,539	17,711	17,487	20,457	25,503	26,644
	Total	\$269,297	\$235,480	\$210,493	\$212,416	\$233,720	\$250,743
Starbucks	Cash	\$75,848	\$69,258	\$64,136	\$62,584	\$63,925	\$66,010
	Credit Cards	\$68,572	\$67,305	\$70,049	\$85,960	\$94,028	\$98,379
	Blue Chip	\$104,378	\$102,566	\$92,689	\$92,559	\$86,235	\$53,183
	<i>Bonus Meals</i>	2,332	7,057	8,199	5,820	6,044	5,855
	Total	\$248,798	\$239,129	\$226,874	\$241,103	\$244,188	\$217,572
Pandinis	Cash	\$25,543	\$25,981	\$24,694	\$25,450	\$21,234	\$27,415
	Credit Cards	\$40,047	\$38,166	\$41,133	\$44,292	\$40,847	\$44,709
	Blue Chip	\$60,769	\$58,026	\$59,924	\$53,582	\$38,455	\$19,777
	<i>Bonus Meals</i>	2,264	2,248	2,788	2,040	1,916	1,843
	Total	\$126,360	\$122,173	\$125,751	\$123,324	\$100,536	\$91,901
Jazzmans	Cash	\$18,667	\$27,207	\$25,941	\$24,690	\$22,219	\$25,043
	Credit Cards	\$16,993	\$26,254	\$31,467	\$33,167	\$33,651	\$33,954
	Blue Chip	\$22,772	\$39,191	\$38,898	\$36,385	\$31,503	\$19,025
	<i>Bonus Meals</i>	408	661	845	945	1,534	1,559
	Total	\$58,432	\$92,652	\$96,306	\$94,242	\$87,373	\$78,022
SSH Coffee	Cash	N/A	N/A	N/A	\$11,820	\$26,968	\$18,378
	Credit Cards	N/A	N/A	N/A	\$11,816	\$29,437	\$23,372
	Blue Chip	N/A	N/A	N/A	\$7,207	\$19,313	\$12,295
	<i>Bonus Meals</i>				0	0	0
	Total	\$0	\$0	\$0	\$30,843	\$75,718	\$54,045
Arute Field	Cash	N/A	N/A	N/A	N/A	N/A	N/A
	Credit Cards	N/A	N/A	N/A	N/A	N/A	N/A
	Blue Chip	\$0	\$0	\$0	\$0	\$419	\$637
	<i>Bonus Meals</i>	0	0	0	0	0	0
	Total	\$0	\$0	\$0	\$0	\$419	\$637
Subtotal Retail		\$833,979	\$843,215	\$801,980	\$837,743	\$873,434	\$829,234
Cash/Blue Chip							
Memorial Hall		\$73,803	\$83,720	\$76,993	\$62,408	\$59,561	\$39,393
Hill Top Café		N/A	N/A	N/A	N/A	N/A	\$5,686
Nutmeg Room		\$32,119	\$27,736	\$24,049	\$24,483	\$24,029	\$18,553
Concessions		\$48,771	\$41,996	\$38,555	\$25,448	\$21,445	\$25,943
Commuter Meals				\$39,564	\$86,715	\$120,009	\$131,513
Retail Sales used for Variable Annual Comp Computation		\$988,671	\$996,667	\$981,141	\$1,036,797	\$1,098,478	\$1,050,322

Note: All of the information provided above is on a state fiscal year basis. The current contractors fiscal year has been utilized to compute the applicable variable annual compensation each year. The University does not have the detailed retail information provided above broken out by the operators fiscal year, and therefore, has utilized our detailed data which is available by retail location on a state fiscal year.