

Our Partnership- 2 year

FINANCIALS	Year 1	Year 2	TOTAL
Up-Front Scoreboard Funding	\$12,000	\$5,000.	\$17,000
Sponsorship (Free Product)	\$1,225	\$1,225	\$2,450
Equipment Cost	\$15,303		\$15,303
Marketing Items (P.O.S.)	\$900		\$900
Concession Profit*	\$50,797	\$50,797	\$101,594
Full Service Volume*	\$1,540	\$1,540	\$3,080

* Based on 2013-2014 volume with retail at \$2.00-Full Service Based on \$1.50 Bottle Vend & .75 Cans

\$140,327


Total for 2 year agreement

Our Partnership – 5 Year

FINANCIALS	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
Up-Front Scoreboard Funding	\$12,000	\$5,000	\$5,000	\$5,000.	\$5,000.	\$32,000
Sponsorship (Free Product)	\$1,225.	\$1,225	\$1,225	\$1,225	\$1,225	\$6,125
Equipment Cost	\$15,303					\$15,303
Marketing Items (P.O.S.)	\$900		\$900.			\$1,800.
Concession Profit*	\$50,797	\$50,797	\$50,797	\$50,797	\$50,797	\$253,985
Full Service Volume*	\$1,540	\$1,540	\$1,540	\$1,540	\$1,540	\$7,701
* Based on 2013-2014 volume with retail at \$2.00 Full Service Vend rate \$1.50 Bottles .75 Cans						

\$316,914

Total for 5 year life of agreement

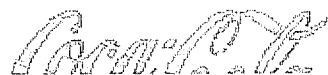


Sponsorship/Marketing

Coca-Cola will provide 100 Free cases of 12 oz. cans Carbonated and/or 12 oz. Dasani or Powerade PET annually

- Year 1 \$1,225.00
- Year 2 \$1,225.00
- Year 3 \$1,225.00
- Year 4 \$1,225.00
- Year 5 \$1,225.00

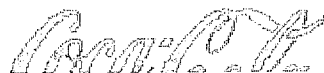
- Total \$6,125



Marketing Items Provided

Coca-Cola will Provide \$1800.00 Worth of Point of Sale Items

- Year 1 \$ 900
- Year 3 \$900
- Umbrellas (4), Menu Boards (3) Clocks (3) Portable Coolers or Barrels (10)

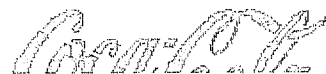


Product Pricing Bottles/Cans

20 oz. Carbonated Soft Drinks	24	\$19.00	\$0.79
20 oz. Dasani	24	\$12.50	\$0.52
20 oz. Powerade	24	\$21.00	\$0.88
18.5 oz. Gold Peak Tea	12	\$12.50	\$1.04
20 oz. MM Refreshed	24	\$19.00	\$0.79
12 oz. Cans	24	\$9.50	\$0.40
12 oz. Dasani	24	\$15.00	\$0.63

Prices effective for 2015

Coca-Cola reserves the right to pass along annual cost of goods increases on our packages not to exceed 5% per year



City of Crossville Park and Recreation

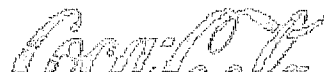
Full Service Vending and Commission

<u>Full Service Vending</u>	<u>Vend \$</u>	<u>Comm %</u>
20 oz. Bottle CSD	\$1.25	30%
20 oz. Dasani Water	\$1.25	30%
20 oz. PowerAde	\$1.50	30%
12 oz Cans	\$0.75	30%

Estimated Commission Dollars Year One equal **\$1,540.**

based on Volume estimate (220 cases Volume*).

- Commissions - % paid on net of collections after sales tax.
- Commissions will be paid by monthly following the last day of the month the commission was earned. .
- Vend rates (prices) are suggested and can be mutually agreed upon to compliment concession sales.
- CCBCC will work with City of Crossville Park and Recreation to implement an appropriate product mix at the start of the agreement and will from time to time work with management to introduce new packages and brands.



City of Crossville Park and Recreation

- **Coca-Cola will provide the following Sponsorship for a 2 year agreement Renewable year 3 for three more years:**
- **SCOREBOARD FUNDING YEAR 1- \$12,000**
 - Year 2 \$5,000
 - Year 3 \$5,000
 - Year 4 \$5,000
 - Year 5 \$5,000

