



Purchasing Department
Telephone (520) 545-2138
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August 12, 2019

Pepsico
3131 East Transcon Way
Tucson, Az 85706

Attn: Sean Flynn

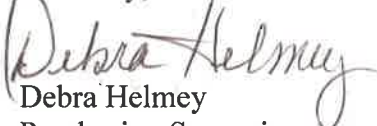
SUBJECT: Renewal of Beverage Agreement RFP 17-03-21, Beverage and Snack Vending Machine Program

Dear Mr. Flynn,

This letter is to inform you that Sunnyside Unified School District #12 has approved the renewal of the above agreement for the 2019-2020 year. As noted in your attached renewal, the new-year terms will include a pricing increase of approximately 5% and the yearly support provided to the District will remain the same.

This will be the fourth year of a potential five year agreement.

Sincerely,


Debra Helmey
Purchasing Supervisor

Attachments: 7

C: John Oakley
Renc Ayala
RFP No. 17-03-21



August 12, 2019

Sunnyside Unified School District

2241 East Wieding Road

Tucson, AZ 85706

Attention: Debra Helmey

Lead Procurement Specialist

Re: Renewal of Agreement between Sunnyside Unified School District ("District") and The Pepsi Beverages Company ("Pepsi") pursuant to Bid-17-03-21 ("Agreement")

Dear Mrs. Debra Helmey:

I am writing to notify you of Pepsi's intention to renew the Agreement for the period

July 1, 2019 to June 30, 2020.

Prices for Pepsi's products are subject to a price increase effective July 1, 2019. Attached is the product price list for the period July 1, 2019 to June 30, 2020.

All other terms and conditions of the Agreement will remain the same during the renewal period.

Sincerely,

A handwritten signature in black ink, appearing to read "Sean Flynn", with a long horizontal flourish extending to the right.

Sean Flynn

Key Account Manager



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FS ED SUNNYSIDE SCHOOLS DISTRICT BC FTN JUL 0731 - SW

PRODUCT GROUP	PACKAGE	# UNITS / GALLONS	PER UNIT / BIB PRICING	INVOICE PRICING	EFFECTIVE THROUGH
LIFEWTR	1 Liter 12L	12	\$1.56	\$18.66	6/30/2020
FRUIT SHOOT	10.1oz 24L	24	\$0.74	\$17.68	6/30/2020
STARBUCKS COLD BREW	11oz 12L	12	\$2.47	\$29.63	6/30/2020
MUSCLE MILK 100	12oz 12L	12	\$3.43	\$41.15	6/30/2020
GATORADE	12oz 4P	24	\$0.52	\$12.55	6/30/2020
	12oz 4P	24	\$0.75	\$18.01	6/30/2020
GATORADE	12oz 6P	24	\$0.52	\$12.55	6/30/2020
STARBUCKS	13.7oz 12L	12	\$2.44	\$29.30	6/30/2020
LIPTON PURE LEAF	14oz 12L	12	\$1.72	\$20.64	6/30/2020
MUSCLE MILK	14oz 12L	12	\$3.38	\$40.50	6/30/2020
MUSCLE MILK PRO	14oz 12L	12	\$3.38	\$40.50	6/30/2020
DOLE	15.2oz 12L	12	\$1.34	\$16.03	6/30/2020
OCEAN SPRAY	15.2oz 12L	12	\$1.34	\$16.03	6/30/2020
MUSCLE MILK	15.8oz 12L	12	\$3.15	\$37.75	6/30/2020
TROPICANA	16.9oz 12P	24	\$0.71	\$17.00	6/30/2020
TROPICANA	16.9oz 24L	12	\$1.42	\$17.00	6/30/2020
AQUAFINA BASE	16.9oz 24P	24	\$0.65	\$15.48	6/30/2020
LIPTON	18.5oz 12L	12	\$1.19	\$14.27	6/30/2020
LIPTON	18.5oz 6P	12	\$1.19	\$14.27	6/30/2020
JUMEX	2 Liter 8L	8	\$1.25	\$10.03	6/30/2020
GATORADE	2.1oz 12L	12	\$1.65	\$19.75	6/30/2020
SOBE	20oz 12L	12	\$1.42	\$17.07	6/30/2020
TROPICANA	20oz 12L	12	\$1.14	\$13.72	6/30/2020
AQUAFINA BASE	20oz 24L	24	\$0.57	\$13.72	6/30/2020
BUBLY	20oz 24L	24	\$0.68	\$16.36	6/30/2020
CSD	20oz 24L	24	\$0.88	\$21.03	6/30/2020
GATORADE	20oz 24L	24	\$0.71	\$17.15	6/30/2020
	20oz 24L	24	\$0.93	\$22.29	6/30/2020
LIFEWTR	20oz 24L	24	\$1.00	\$24.00	6/30/2020
LIPTON	20oz 24L	24	\$0.88	\$21.03	6/30/2020
SCHWEPPES	20oz 24L	24	\$0.87	\$20.97	6/30/2020
SCHWEPPES BLACK CHERRY SPARKLING	20oz 24L	24	\$0.57	\$13.72	6/30/2020
SCHWEPPES LEMON-LIME SPARKLING	20oz 24L	24	\$0.57	\$13.72	6/30/2020

We reserve the right to make changes to this pricing and to limit quantities to ensure the quality of our products.



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FS ED SUNNYSIDE SCHOOLS DISTRICT BC FTN JUL 0731 - SW

PRODUCT GROUP	PACKAGE	# UNITS / GALLONS	PER UNIT / BIB PRICING	INVOICE PRICING	EFFECTIVE THROUGH
SCHWEPPES SPARKLING	20oz 24L	24	\$0.57	\$13.72	6/30/2020
BUNDABERG	375ml 4P	24	\$1.32	\$31.65	6/30/2020
JUMEX	600ml 12L	12	\$1.13	\$13.61	6/30/2020
LIFEWTR	700ml 12L	12	\$1.28	\$15.37	6/30/2020
STARBUCKS	9.5oz 15L	15	\$1.90	\$28.43	6/30/2020
STARBUCKS	9.5oz 15P	15	\$1.90	\$28.43	6/30/2020
DOLE	BIB 3G	3	\$31.57	\$94.71	6/30/2020
GATORADE	BIB 3G	3	\$18.02	\$54.06	6/30/2020
LIPTON ICED TEA	BIB 3G	3	\$19.39	\$58.17	6/30/2020
MT DEW	BIB 3G	3	\$18.02	\$54.06	6/30/2020
SOBE	BIB 3G	3	\$18.02	\$54.06	6/30/2020
STUBBORN	BIB 3G	3	\$21.00	\$63.00	6/30/2020
TROPICANA LIGHT LEMONADE	BIB 3G	3	\$17.48	\$52.44	6/30/2020
CSD	BIB 5G	5	\$11.59	\$57.95	6/30/2020
LIPTON	BIB 5G	5	\$11.59	\$57.95	6/30/2020
TROPICANA	BIB 5G	5	\$11.59	\$57.95	6/30/2020
SUPPLY	C02 20LB Full			\$26.56	6/30/2020
AQUAFINA SPARKLING	Can 12oz 12L	12	\$0.85	\$10.15	6/30/2020
MT DEW	Can 12oz 12L	12	\$1.22	\$14.61	6/30/2020
PEPSI	Can 12oz 12L	12	\$1.12	\$13.45	6/30/2020
BUBLY	Can 12oz 12P	24	\$0.44	\$10.55	6/30/2020
CSD	Can 12oz 12P FM	24	\$0.33	\$8.02	6/30/2020
CTIME	Can 12oz 12P FM	24	\$0.33	\$8.02	6/30/2020
LIPTON	Can 12oz 12P FM	24	\$0.33	\$8.02	6/30/2020
AQUAFINA SPARKLING	Can 12oz 4P	24	\$0.82	\$19.75	6/30/2020
CSD	Can 12oz 6P	24	\$0.33	\$8.02	6/30/2020
LIPTON	Can 12oz 6P	24	\$0.33	\$8.02	6/30/2020
MT DEW	Can 12oz 6P	24	\$0.91	\$21.91	6/30/2020
AQUAFINA	Can 12oz 8P FM	24	\$0.69	\$16.46	6/30/2020
BUBLY	Can 12oz 8P FM	24	\$0.40	\$9.50	6/30/2020
STARBUCKS	Can 15oz 12L	12	\$2.26	\$27.11	6/30/2020
MT DEW AMP	Can 16oz 12L	12	\$1.67	\$20.05	6/30/2020
MTN DEW KICKSTART LIMEADE	Can 16oz 12L	12	\$1.12	\$13.45	6/30/2020

We reserve the right to make changes to this pricing and to limit quantities to ensure the quality of our products.



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FS ED SUNNYSIDE SCHOOLS DISTRICT BC FTN JUL 0731 - SW

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PRODUCT GROUP	PACKAGE	# UNITS / GALLONS	PER UNIT / BIB PRICING	INVOICE PRICING	EFFECTIVE THROUGH
YACHAK	Can 16oz 12L	12	\$1.50	\$18.00	6/30/2020
CSD	Can 200ml 4P	24	\$1.04	\$24.99	6/30/2020
LIPTON BREW	Pouch 3oz	32	\$1.33	\$42.41	6/30/2020

We reserve the right to make changes to this pricing and to limit quantities to ensure the quality of our products.



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2019 Beverages for K-12 Schools

**Meet USDA Smart Snack Regulations
for K -12 Schools
(For midnight before until 30 minutes
after the School Day)**

USDA Permitted Beverages	Brands	Size	Elem. School	Middle School	High School
Plain water or plain carbonated water	Aquafina	Any	✓	✓	✓
	Schweppes Sparkling Seltzer Water: Original	Up to 20 oz	✓	✓	✓
	LifeWtr	16.9 oz. 20 oz. 23.7 oz. 33.8 oz.	✓	✓	✓
Calorie-free, flavored water, with or without carbonation	Aquafina FlavorSplash: Grape, Raspberry, Wild Berry	Up to 20 oz	x	x	✓
	Propel: Berry, Grape, Kiwi Strawberry, Lemon, Watermelon, Strawberry Lemonade	16.9 or 20 oz	x	x	✓
	Propel Unflavored Electrolyte Water	16.9	x	x	✓
	Schweppes Sparkling Seltzer Water: Lemon/Lime Orange, Black Cherry, Raspberry Lime, Pink Grapefruit	12 or 20 oz.	x	x	✓
	SoBe Lifewater 0 Calorie: Acai Raspberry, Black and Blue Berry, Blood Orange Mango, Fuji Apple Pear, Strawberry Dragonfruit , Yumberry Pomegranate	20 oz	x	x	✓
	SoBe Lean Cranberry Grapefruit (only avail for fountain)	Ftn	x	x	✓
	Bubly mini cans: Cherry, Orange, Apple, Cranberry available August 2019	7.5 oz.	x	x	✓
	Bubly Sparkling Water: Lime, Grapefruit, Strawberry, Lemon, Orange, Apple, Mango, Cherry. Peach, Cranberry, Raspberry, available January 2019	12 or 20 oz.	x	x	✓
100% Fruit and/or Vegetable Juice	Dole Shelf Stable Juices: Apple, Fruit Punch, Orange	10 oz	x	✓	✓
	Naked Juice: Berry Blast, Blue Machine, Green Machine, Mighty Mango, Orange, Strawberry Banana	10 oz	x	✓	✓
	O.N.E. Coconut Water	11.2 oz	x	✓	✓
	Naked Juice Cold Pressed Juice: Bold Beet, Bright Greens, Hearty Greens, Lively Carrot, Orange Grapefruit, Valencia Orange (available regionally)	12 oz	x	✓	✓
	Tropicana Chilled Juices: Apple Juice, Grape Juice, Farmstand Peach Mango, Farmstand Pomegranate Blueberry, Farmstand Strawberry Banana, Farmstand Tropical Green	12 oz	x	✓	✓
	Tropicana Pure Premium Juices: Orange Juice – Healthy Kids, Orange Juice - No Pulp , Orange Juice - with Calcium & Vitamin D, Orange Juice - Some Pulp (Homestyle), Orange Strawberry Banana Juice, Ruby Red Grapefruit Juice		✓ Up to 8 oz.	✓ Up to 12 oz.	✓ Up to 12 oz.



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**Meet USDA Smart Snack Regulations
for K - 12 Schools
(For midnight before until 30 minutes
after the School Day)**

2019 Beverages for K-12 Schools

USDA Permitted Beverages	Brands	Size	Elem. School	Middle School	High School
100 % Fruit and/or Vegetable Juice (continued)	Tropicana Shelf Stable Juices: Apple, Orange, Strawberry Melon	4.23 oz.	✓	✓	✓
	Tropicana Shelf Stable Juices, Apple, Fruit Medley, Orange, Strawberry Kiwi, Ruby Red Grapefruit, Strawberry Orange	10 oz.	x	✓	✓
100% fruit and/or vegetable juice diluted with water (with or without carbonation) and no added sweeteners	Izze Sparkling: Apple, Blackberry, Clementine, Grapefruit, Pomegranate, Peach, Cherry Lime	8.4 oz.	x	✓	✓
Other flavored beverages, with or without carbonation, labeled with less than 5 calories per 8 fl oz or no more than 10 calories per 20 fl. oz.	Diet Pepsi (incl. Caff. Free & flavors); Pepsi MAX; Diet Mt Dew (incl. Caff. Free & flavors); Diet Sierra Mist (incl. flavors); Diet Mug Root Beer; Diet Mug Cream Soda, Zero Sugar Wild Cherry	Up to 20 oz.	x	x	✓
	Brisk: Sugar Free Lemonade, Diet Lemon Iced Tea; Lipton Iced Tea: Diet with Lemon ; Diet with Peach; Diet Green Tea with Citrus; Diet Green Tea with Mixed Berry; Diet White Tea with Raspberry	Up to 20 oz.	x	✓	✓
	Lipton Pure Leaf: Unsweetened, Unsweetened with Lemon; Unsweetened Green Tea, Diet Lemon, Diet Peach	18.5 oz.	x	✓	✓
	Gatorade Zero: Glacier Cherry, Glacier Freeze, Lemon Lime, Orange <i>new! available February 27, 201</i>	20 oz.	x	x	✓
	Mtn Dew Ultra	16 oz.	x	x	✓
	Other flavored beverages, with or without carbonations, labeled with 40 calories or less per 8 fl. oz. or 60 calories or less per 12 fl. oz.; max size 12 fl. oz.	Aquafina Sparkling: Cherry Dragonfruit; Lemon-Lime; Lime, Mango Pineapple, Raspberry, Strawberry, Orange Grapefruit	12 oz.	x	x
G2: All flavors		12 oz.	x	x	✓
Mtn Dew Kickstart: Pineapple Orange Mango, Orange Citrus, Black Cherry, Midnight Grape		12 oz.	x	x	✓
Brisk: Iced Tea & Lemonade; Iced Tea & Cherry Limeade Pepsi Next		12 oz.	x	x	✓
Fruit Shoots – No Sugar Added		10.1 oz.	x	x	✓
Starbucks: Low Calorie Iced Coffee, Black Iced Coffee Unsweetened, Cold Brew Black Unsweetened		11 oz.	x	x	✓



USDA Smart Snack Standards for Beverages in K – 12 Schools

The following standards apply to beverages sold to students from midnight before until 30 minutes after the official school day in public schools that participate in the national school meal program.

Category	Elementary	Middle	High
Plain water or plain carbonated water	Any size	Any size	Any size
100% fruit/vegetable juice and 100% fruit/vegetable juice diluted with water (with or without carbonation) and no added sweeteners	≤ 8 fl oz	≤ 12 fl oz	≤ 12 fl oz
Unflavored low-fat milk and flavored or unflavored fat-free milk and nutritionally equivalent milk alternatives	≤ 8 fl oz	≤ 12 fl oz	≤ 12 fl oz
Calorie-free, flavored water, with or without carbonation	Not permitted	Not permitted	≤ 20 fl oz
Other flavored and/or carbonated beverages labeled with less than 5 calories per 8 fl oz or no more than 10 calories per 20 fl oz	Not permitted	Not permitted	≤ 20 fl oz
Other flavored and/or carbonated beverages labeled with no more than 40 calories per 8 fl oz or no more than 60 calories per 12 fl oz	Not permitted	Not permitted	≤ 12 fl oz
Caffeinated beverages	Not permitted*	Not permitted*	Permitted

Notes:

1. All products not available in all markets
2. In schools that are not subject to the USDA regulations and in all schools during the extended school day, PepsiCo will follow the PepsiCo Global School Beverage Policy. PepsiCo's Global Policy, which is summarized on page 2 and available at www.pepsico.com, is consistent with the USDA regulations except that it permits sports drinks before, during and after physical activity/heat and does not include size limits for any beverages.