



# Board of Commissioners of Cook County

118 North Clark Street  
Chicago, IL

## Legislation Details (With Text)

---

|                      |                   |                      |   |              |   |
|----------------------|-------------------|----------------------|---|--------------|---|
| <b>File #:</b>       | 16-2981           | <b>Version:</b>      | 1 | <b>Name:</b> | Bottling Group, LLC (Pepsi) - White Plains, NY and Superlative Group, INC - |
| <b>Type:</b>         | Contract          | <b>Status:</b>       |   |              | Approved  |
| <b>File created:</b> | 4/27/2016         | <b>In control:</b>   |   |              | Finance Committee   |
| <b>On agenda:</b>    | 5/11/2016         | <b>Final action:</b> |   |              | 6/8/2016  |
| <b>Title:</b>        | PROPOSED CONTRACT |                      |   |              |   |

Department(s): Office of Chief Financial Officer

Vendor: Bottling Group, LLC (Pepsi) - White Plains, NY and Superlative Group, INC - Cleveland, Ohio

Request: Authorization for the Chief Financial Officer to enter into and execute

Good(s) or Service(s): Through this contract Pepsi will receive exclusive pouring rights for all beverages served on all Cook County and Forest Preserve properties, in exchange for certain rebates, commissions and other one-time and annual revenues as specified Schedule of Compensation in the contract, while Superlative will coordinate and facilitate operational and financial aspects of the Agreement.

Contract Value: \$4,141,985.00 (estimated revenue generated over contract period)

Contract period: 6/15/2016 - 6/14/2026

Potential Fiscal Year Budget Impact: FY2016 \$240,000, FY2017 \$370,000, FY2018 \$370,000, FY2019 \$370,000, FY2020 \$370,000, FY2021 \$370,000, FY2022 \$370,000, FY2023 \$370,000, FY2024 \$370,000, FY2025 \$370,000, FY2026 \$216,000

Accounts: N/A

Contract Number(s): AM-2016-001

Concurrences:

The vendor has met the Minority and Women Owned Business Enterprise Ordinance.

Summary: As part of the County's Asset Marketing initiative, the Chief Financial Officer, as the designated Chairperson of the County's Asset Marketing Committee per the County Asset Marketing Ordinance, respectfully submits for approval a contract with the Bottling Group, LLC (Pepsi) and Superlative Group, Inc, through which the County and the Forest Preserve District will grant exclusive pouring rights to Pepsi for all beverages sold on County and Forest Preserve District property for a ten year period. In exchange the County and the Forest Preserve District will receive commissions, rebates and other one-time and annual revenues as specified in the schedule of compensation of the contract. Superlative will coordinate and facilitate operational and financial aspects of the Agreement. The total \$4,141,985.00 estimated contract value includes both Cook County Government's and the Forest Preserve District's respective share of the projected revenues, whereas the fiscal impact above only reflects revenue expected to be received by Cook County Government over the contract period. This contract has met the requirements of the County Minority and Women Owned Business Ordinance.

**Sponsors:**

**Indexes:** (Inactive) IVAN SAMSTEIN, Chief Financial Officer, Bureau of Finance

**Code sections:**

**Attachments:**

| Date      | Ver. | Action By              | Action                 | Result |
|-----------|------|------------------------|------------------------|--------|
| 6/8/2016  | 1    | Board of Commissioners | approve                | Pass   |
| 6/8/2016  | 1    | Finance Committee      | recommend for approval | Pass   |
| 5/11/2016 | 1    | Board of Commissioners | refer                  | Pass   |

**PROPOSED CONTRACT**

**Department(s):** Office of Chief Financial Officer

**Vendor:** Bottling Group, LLC (Pepsi) - White Plains, NY and Superlative Group, INC - Cleveland, Ohio

**Request:** Authorization for the Chief Financial Officer to enter into and execute

**Good(s) or Service(s):** Through this contract Pepsi will receive exclusive pouring rights for all beverages served on all Cook County and Forest Preserve properties, in exchange for certain rebates, commissions and other one-time and annual revenues as specified Schedule of Compensation in the contract, while Superlative will coordinate and facilitate operational and financial aspects of the Agreement.

**Contract Value:** \$4,141,985.00 (estimated revenue generated over contract period)

**Contract period:** 6/15/2016 - 6/14/2026

**Potential Fiscal Year Budget Impact:** FY2016 \$240,000, FY2017 \$370,000, FY2018 \$370,000, FY2019 \$370,000, FY2020 \$370,000, FY2021 \$370,000, FY2022 \$370,000, FY2023 \$370,000, FY2024 \$370,000, FY2025 \$370,000, FY2026 \$216,000

**Accounts:** N/A

**Contract Number(s):** AM-2016-001

**Concurrences:**

The vendor has met the Minority and Women Owned Business Enterprise Ordinance.

**Summary:** As part of the County’s Asset Marketing initiative, the Chief Financial Officer, as the designated Chairperson of the County’s Asset Marketing Committee per the County Asset Marketing Ordinance, respectfully submits for approval a contract with the Bottling Group, LLC (Pepsi) and Superlative Group, Inc, through which the County and the Forest Preserve District will grant exclusive pouring rights to Pepsi for all beverages sold on County and Forest Preserve District property for a ten year period. In exchange the County and the Forest Preserve District will receive commissions, rebates and other one-time and annual revenues as specified in the schedule of compensation of the contract. Superlative will coordinate and facilitate operational and financial aspects of the Agreement. The total \$4,141,985.00 estimated contract value includes both Cook County Government’s and the Forest Preserve District’s respective share of the projected revenues, whereas the fiscal impact above only reflects revenue expected to be received by Cook County Government over the contract period. This contract has met the requirements of the County Minority and Women Owned Business Ordinance.