



Frequently Asked Questions Regarding Booster Clubs/PTA's and the District Beverage Agreement

How did Frisco ISD select Dr. Pepper Snapple Group to be its exclusive beverage provider?

This award was the result of a competitive bid in which Coca-Cola, Pepsi and Dr. Pepper Snapple Group all participated. Dr. Pepper Snapple Group was awarded the exclusive right to supply beverages in bottles, cans, and fountain service at all events and/or meetings associated with our schools including, PTA groups, Booster Clubs and FISD.

How does this affect my booster club?

This means that any product to be <u>sold</u> at high school football games by any Booster Club must be purchased from the Dr. Pepper Snapple Group directly.

All other Booster Clubs may continue to purchase products for their concession sales from retail sources. No competitive products (Coke, Pepsi etc.) may be sold.

What does my group need to do?

Delivery Account (*Required*) – Booster Clubs providing concessions sales at high school football games are required to have a delivery account setup with Dr. Pepper Snapple Group. A Texas Resale Certificate will need to be completed and emailed to DK Perry at the email listed below. <u>Delivery accounts are paid at the time of delivery by cash or check.</u>

Credit Accounts (Optional) – If you do <u>not</u> wish to pay upon delivery and would rather be invoiced for payment at a later date; a credit account will need to be established. Payment is due within 30 days. A Texas Resale Certificate and a credit application are required to set up a credit account. Contact DK Perry at the email below for credit account information.

Dk.Perry@dpsg.com





Does my group have to pay sales tax?

No; the following information is provided at the Texas State Comptroller website: <u>http://comptroller.texas.gov/taxinfo/taxpubs/tx94</u>

Concession Stands: Concession-stand food sales are exempt from tax when made by a school group, PTA/PTO or other group (such as a booster club) associated with a public or private elementary or secondary school, if the sales are part of the organization's fundraising drive and all net proceeds go to the organization for its exclusive use. The exemption applies to sales of soft drinks and candy, but does not include sales of alcoholic beverages. The group can issue an exemption certificate in lieu of paying tax on purchases of candy, sodas, gum and other taxable food items sold at its concession stand. The exemption certificate should state that the group will sell the items as a fundraiser.

How much do the Dr. Pepper Snapple Group products cost?

Please note the attached pricing sheets. The District waived the \$1 rebate per case purchased, as outlined in its original agreement, in an effort to support the Booster Clubs and PTA's. Dr. Pepper Snapple Group has offered lower pricing on products that are most frequently purchased by the Booster Clubs, which allows for a healthy and reasonable profit margin for these organizations.

What products does Dr. Pepper Snapple Group have to offer?

Dr. Pepper Snapple Group has a wide variety of products, in addition to Dr. Pepper products, they offer Snapple, Hawaiian Punch, and A&W to list a few. In addition, they have Bai 5 coconut water which contains 1 gram of sugar and is naturally sweetened. Please see the attached sheets for the products offered.

How does my group place an order?

Complete the attached order form and email to:

Submit orders: <u>Duane.Coleman@dpsg.com</u>





How much product does my group have to order per delivery?

There is a 5 case minimum, however, you can combine products to meet the case minimum (i.e. 2 cases of Deja Blue Water, 1 case of Snapple, 1 case of Dr. Pepper, 1 case of Diet Dr. Pepper = 5 cases).

Where will my group's product be delivered?

Dr. Pepper Snapple Group will deliver directly to wherever the product is needed, i.e., at the concession stands area at your school or at the front office. Your product will be delivered within 48 hours after your order is placed. Dr. Pepper Snapple Group cannot deliver to a residential address.

What about beverages that are donated to my group or campus?

If a Booster Club, PTA or parent is purchasing product to <u>donate</u> to the school for a luncheon, party, field day activity, etc., they may purchase the Dr. Pepper Snapple group product from a retailer rather than directly from Dr. Pepper Snapple Group. <u>Donated beverages, however, cannot be sold</u>.

May we accept donated beverages from a Dr. Pepper Snapple Group competitor?

Yes, parent donations of competitive products are allowed under the terms of the agreement. However, the donation may not be solicited or come directly from a competitive beverage company. Donated beverage cannot be sold.

Who do I contact if I have a question?

The FISD contract, with Dr. Pepper Snapple Group, is managed by Jonathan Roberson. Any questions related to the beverage contract should be directed to Mr. Roberson at <u>robersonj@friscoisd.org</u>; 469-633-6380.

Dr. Pepper Snapple Group contacts:

Account Set up or credit account information: <u>DK.Perry@dpsg.com</u>

Submit orders to: <u>Duane.Coleman@dpsg.com</u>