



## CITY OF NORMAN, OK STAFF REPORT

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**MEETING DATE:** 11/14/2023

**REQUESTER:** Jason Olsen, Director of Parks and Recreation

**PRESENTER:** Jason Olsen, Director of Parks and Recreation

**ITEM TITLE:** CONSIDERATION OF ACCEPTANCE, APPROVAL, REJECTION, AMENDMENT, AND/OR POSTPONEMENT OF A REBATE PAYMENT IN THE AMOUNT OF \$348 FROM THE PEPSI BEVERAGES COMPANY TO THE NORMAN MUNICIPAL AUTHORITY FOR THE EXCLUSIVE SALE OF PEPSI PRODUCTS AT THE WESTWOOD GOLF COURSE AND WESTWOOD FAMILY AQUATIC CENTER AND BUDGET TRANSFER AS OUTLINED IN THE STAFF REPORT.

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### **BACKGROUND:**

On February 26, 2019, the Norman Municipal Authority entered into Contract Number K-1819-105 for the exclusive sale of Pepsi products at the Westwood Family Aquatic Center and the Westwood Golf Course. Pepsi Co.'s incentive package included a year-one signing bonus of \$10,000 and a developmental fund payment of \$7,000 annually in years two, three, four, and five. Additional incentives include 200 cases of free water, rebates of \$1.00 per gallon of fountain syrup purchased, and \$2.00 per case of 20 oz. bottles purchased. The total incentive package from Pepsi Co. is \$38,000 spread over five years.

### **DISCUSSION:**

This incentive payment is for \$348 in rebates for purchasing Pepsi products sold at Westwood. The rebate incentive will be used for restaurant equipment upgrades to the concession area and kitchen.

### **RECOMMENDATION:**

It is recommended that the NMA and City accept the incentive payment of \$348 from the Pepsi Beverage Company to be deposited into Westwood Fund, Concession-Restaurant revenue account (#297-345611). City staff further recommends appropriation of those funds to the Minor Equipment account (#29770035-43609) for various concession area improvements at the Westwood Golf Course Grill.