

LOGAN VIEW PUBLIC SCHOOLS

AND

CHESTERMAN COCA-COLA



A FOCUS ON THE FUTURE

Exclusive Beverage Agreement 2026-2031



The Coca-Cola Company



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The Coca-Cola Company



Chesterman Company History

Chesterman Company Overview:

- **Legal Name:** Chesterman Co., - One of 68 bottlers that Comprise the Coca-Cola system across the nation
- **Family owned** since 1870
- Four-state operation
- 14 Sales centers - Nebraska: Lincoln, Omaha, Kearney, Grand Island, North Platte, Norfolk & Long Pine; South Dakota: Watertown, Pierre, Mitchell, Sioux Falls, Yankton & Mitchell; Iowa: Sioux City & Aurelia
- 1 Production facility
- +775 Coca-Cola Employees
- Serve a population of +2.8M

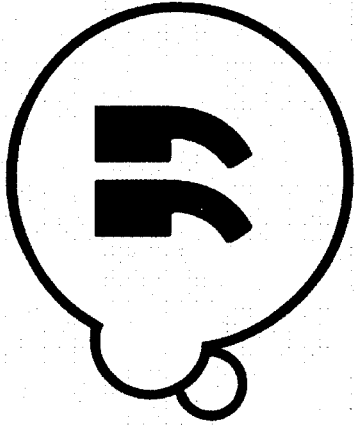
Chesterman Company primary objective is to be a premier beverage and food service company in the markets we serve. To accomplish this objective, we aspire to be governed by the following beliefs:

- Our employees, as individuals are our most valuable resource, and as a team, our source of competitive advantage. Both individual potential and teamwork must be developed through building a staff of highly skilled people that provide excellence in production, marketing, sales and service.
- Our customers determine the fate of our organization. We strive to build and retain relationships with our customers by providing the highest quality goods and services in the beverage and food industries.
- We must work as partners with our communities, making them better places to live. The communities in which we conduct business should feel that a meaningful contribution has been made by our presence.
- In order to provide excellent financial results, we will work to produce a high level of profitability, emphasizing the proper balance between short-term performance and consistent long-term growth



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OUR MISSION

REFRESH THE WORLD, INSPIRE MOMENTS
OF OPTIMISM AND HAPPINESS, CREATE VALUE
AND MAKE A DIFFERENCE

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Our promises to you

1

Committed to Growth

Collaborative business planning creates a roadmap for growth based on our mutual objectives rather than pursuing a one-sided agenda

2

Beverage Experts

You will benefit from our beverage expertise – chasing down all opportunities with the most powerful brand portfolio to drive sales and incidence

3

Best Business Partner

We are a company born in foodservice – yet we evolve and tailor our resources to bring you solutions beyond beverages

THE RESULT?

A true partnership that can grow and evolve over time

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GO-TO MARKET STRATEGY - ACCOUNT MANAGEMENT

Chesterman Co. values the local community. This is why area residents will be managing daily operations at the Logan View Public Schools. Chesterman Company understand their partners and work closely with them to develop beverage strategies that meet the evolving demands of the market.

Direct Account Management

Kamen Mahoney will oversee all Logan View Public Schools operations. Kamen will visit weekly to manage orders and collaborate with Dining Management on the implementation of the beverage plan, and will also support special projects, events, and samplings. The Go to Market Strategy will drive every initiative to ensure a successful partnership.

Leadership Alignment for Continuous Improvement

Chesterman Co. will hold semi annual meetings with Logan View Public Schools managers to review new products, sales, and any challenges. Additional meetings with Dining Personnel will cover these discussions, identify new opportunities, and review sales performance.

Direct Logan View Public Schools

Key Contact: Kamen Mahoney

kmahoney@chesterman.com

Market Development Manager



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Dedicated Dining Sales and Service Support



SALES – ACCOUNT MANAGER

- ▲ A dedicated Account Manager will be assigned to Logan View Schools.
- ▲ The responsibilities of the Account Manager is to review inventory levels, sales history, academic events, and promotions at each retail and dining location with the Unit Manager and place the necessary order.
- ▲ The Chesterman Company Account Manager is also responsible for reviewing product age code, ensuring all product is at its optimal quality.
- ▲ The Chesterman Company selling system allows for Account Managers to view selling history with unit managers and allows access to sales aids and product information.
- ▲ Account Manager is on campus weekly.

DELIVERY DRIVER

- ▲ Deliveries occur the 48 hours after order placement to a designated storage area for each location on campus.
- ▲ The driver is responsible for ensuring delivery accuracy, completion of invoice procedure, product rotation and keeping the stockroom organized.
- ▲ The Driver is also responsible for picking up empty crates, shells, pallets and merchandise returns.
- ▲ Our Trucks are on campus once per week.

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EQUIPMENT AND FACILITIES MAINTENANCE, REPLACEMENT AND SANITATION



We are committed to providing reliable service across your dining facility for our fountain, cooler equipment, and vending repairs through our extensive service network with location in Sioux City,

For cooler, vending machine, simply call Chesterman's service line at (844)-644-2653. Our Service Department is open Monday through Saturday from 8:00am to 4:30pm, with on call service for nights and weekends. When an in-person service call is needed, our technicians focus on first visit resolution, quality service call protocols, and speed. We track metrics to ensure accountability, including "fixed right the first time," call response and completion times, and customer satisfaction. Behind the scenes, our Parts Planning and Inventory Management Team is committed to ensuring parts are deployed to the right place at the right time.

Your equipment will be repaired as quickly as possible, and any non-repairable equipment will be replaced as quickly as possible. Because your operations are important to us, Logan View Public Schools will be listed as a high priority account for all service needs. The intent for the high priority account service is to have the service call completed that day. It is our goal to keep your equipment at optimal performance so that your beverage business thrives.

To ensure we meet your service needs, Chesterman Co. will meet with you to build a customized service and communication plan. Not only will we plan to meet your reactive service needs, but we will also collaborate with you on a routine proactive service cadence.

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References

Elkhorn North High School

Contact: Luke Ford

Assistant Principal-Athletic Director

Email: lford@epsne.org

Phone: 402-289-0322

Nature of the Relationship: Exclusive pouring rights with Elkhorn North High School. We were awarded the contract for the Elkhorn Public School District for the last 5 years exclusive for concessions and vending

Bennington Public School District

Contact: Matt Blomenkamp Asst Superintendent

Email: mblomenkamp@benmps.org

Phone: (402) 238-3044

Nature of the Relationship: Exclusive pouring rights with Bennington Public Schools. We were awarded the contract for Bennington Public School District for 7 years.

Omaha Skutt High School

Contact: Donn Kasner- Athletic Director

Email: donnkasner@skuttcatholic.com

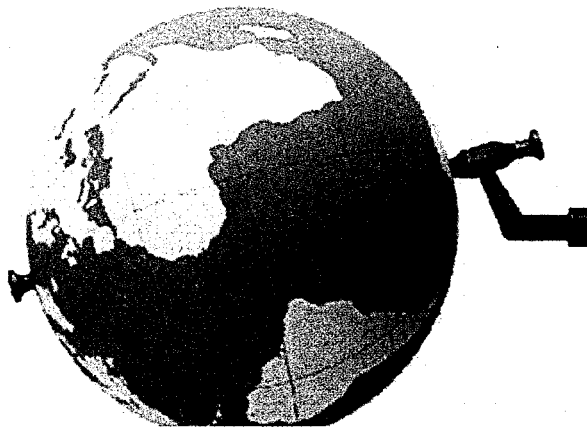
Phone: 403-333-0818

Nature of the Relationship: Exclusive pouring rights with Omaha Skutt High School. We were awarded the contract for Omaha Skutt High School for past 15 years back in June of 2011.

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OUR PARTNERSHIP COMMITMENT



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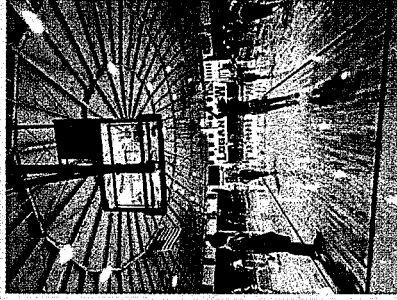
OUR JOINT COMMITMENT to the Logan View Public Schools

Chesterman Company and The Coca-Cola Company, together, are excited at the opportunity to share with you our team's commitment to the Logan View Public Schools

We trust that our proposal will clearly demonstrate our ability to meet the needs of all **Logan View Public School stakeholders**, most importantly, your students, faculty and staff, fans and guests. But even more than that, we want to convey our passion and commitment to this powerful relationship with your university by assuring you that we bring the full resources of The Coca-Cola System to bear in support of the **Logan View Public Schools** we're **ALL IN**.

Our mission is to Refresh the World and Make a Difference. Our vision is to offer the brands and choice of drinks that people love, to refresh them in body and spirit, and done in ways that create a more sustainable business and better shared future that makes a difference in people's lives, communities and our planet. Our partnership will always be grounded in our desire to exceed your expectations by providing the highest quality great-tasting products and a broad portfolio which we continue to innovate in both products and packaging, distinct category knowledge, effective marketing solutions, best-in-class execution, and a team of experts that will deliver solid business results year over year.

Chesterman Company and The Coca-Cola Company share a great appreciation for our enduring, productive relationship with your esteemed educational institution. Together, with great enthusiasm, we're looking forward to the privilege of sustaining and advancing our winning partnership with the Logan View Public Schools.



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OUR PARTNERSHIP COMMITMENT BID SHEET

- 5-year Beverage Agreement for Logan View Public Schools. This would allow Chesterman Coca-Cola to provide the best benefits for the School District while adding more equipment and resources to agreement.
- Annual Sponsorship payment: \$3,000.00 for exclusive rights for the District. This to include all beverage retail sales and beverage for the District.
- PowerAde Sideline Package program: \$1,500.00 first year of contract. \$1,000.00 for years two thru five of agreement. This to be coordinated with Athletic Director each spring semester for following school year.
- 100 cases of Free Product each year of agreement in year to be used at Schools discretion. Product will be delivered on request of School; product does not need to be delivered all at once.
- 30 cases of Free 20oz Powerade Product. This will be for the rights to be name the Powerade Intersquad Game for both football and basketball.

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5 Year Financial Proposal Summary



SPONSORSHIP / CASH CONTRIBUTIONS

- \$15,000.00 - 5 Year Beverage Rights Sponsorship

ACTIVATION SUPPORT & PARTNERSHIP ADDED VALUE

- \$5,500.00 in Powerade Sideline Kits
- \$7,500.00 Retail Value in product donations

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LUNCH LINE, CONCESSIONS, STUDENT OPERATED STORES: BOTTLE/CAN PRICING

BRAND	PACKAGE SIZE (FL OZ)	UNITS PER CASE	CASE COST	UNIT COST	SUGG RETAIL
CARBONATED SOFT DRINKS	20 oz	24	\$25.00	\$1.04	\$3.00
DASANI WATER	20 oz	24	\$19.00	\$0.79	\$3.00
POWERADE REGULAR AND ZERO	20 oz	24	\$25.00	\$1.04	\$3.00
POWERADE POWER WATER	20 oz	24	\$26.00	\$1.08	\$3.00
BODY ARMOR	16 oz	12	\$14.75	\$1.23	\$3.50
GOLD PEAK TEA	16 oz	12	\$17.15	\$1.43	\$3.50
12oz Cans	12 oz	24	\$13.10	\$0.55	\$1.00
20oz Vitamin Water	20 oz	12	\$18.88	\$1.57	\$2.50
10oz Minute Maid Juice	10oz	24	\$20.00	\$0.83	\$2.25

Bottle and Can pricing to increase no more then 5% per school year of the agreement

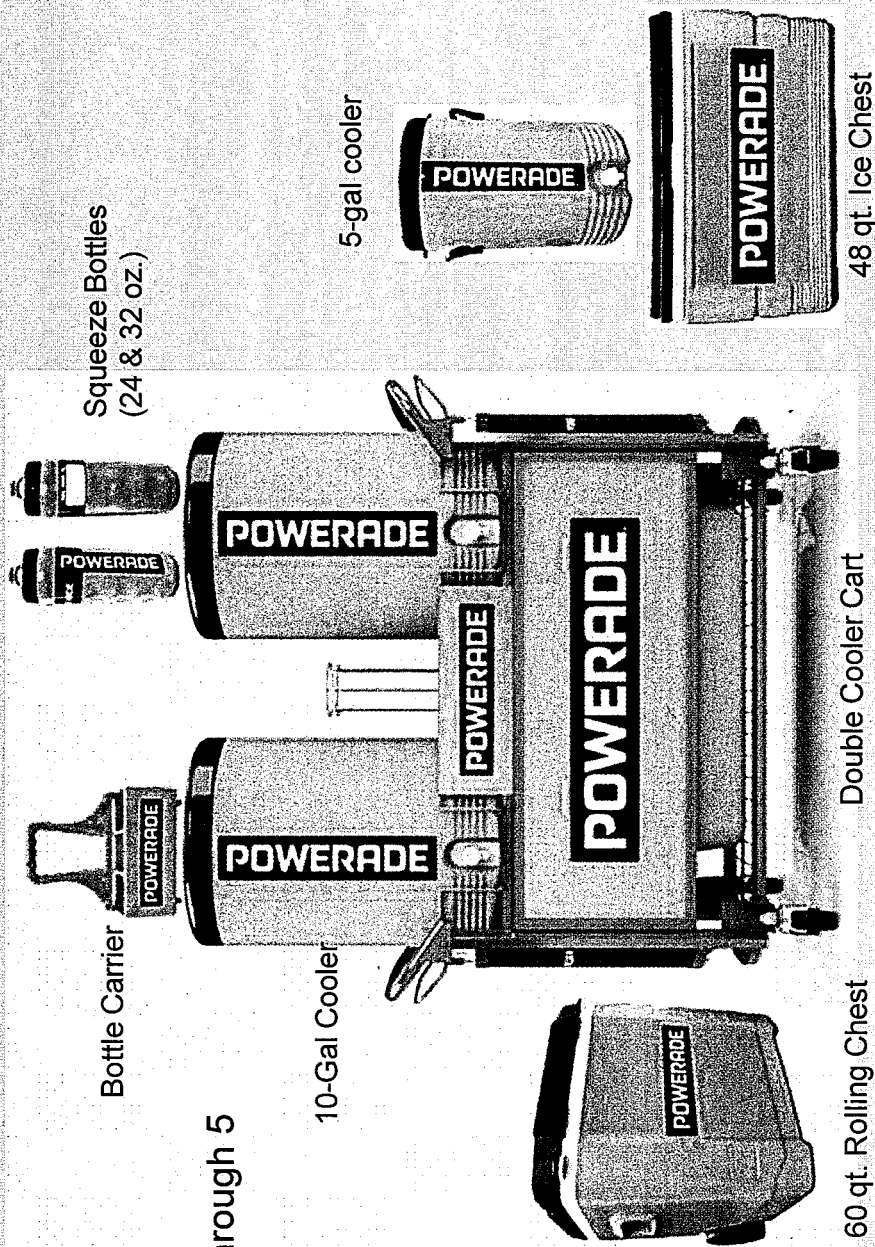
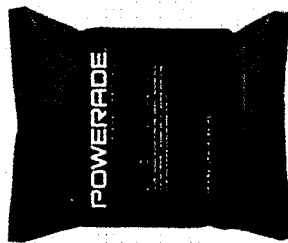
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POWERADE Sidelines Equipment

Powerade Sideline Equipment Program

- \$1,500.00 year one
- \$1,000.00 for years 2 through 5



Squeeze Bottles
(24 & 32 oz.)

Bottle Carrier

10-Gal Cooler

5-gal cooler

60 qt. Rolling Chest

Double Cooler Cart

48 qt. Ice Chest

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POWERADE Sidelines Equipment

Logan View Raiders

	Price	Quantity Needed	Total Amount
COOLERS / ICE MERCHANDISERS (POWERADE 10 GALLON COOLER)	\$82.51		
COOLERS / ICE MERCHANDISERS (POWERADE 5 GALLON COOLER)	\$58.92		
COOLERS / ICE MERCHANDISERS (POWERADE 90 QT. IGLOO ROLLING ICE CHEST)	\$129.38		
COOLERS / ICE MERCHANDISERS (POWERADE 60QT ROLLING ICE CHEST)	\$75.58		
COOLERS / ICE MERCHANDISERS (POWERADE CUSTOM 50QT. ICE CHEST)	\$60.90		
POWERADE 24OZ FLOW LID SQUEEZE BOTTLES 25 per case	\$81.24		
POWERADE 32OZ FLOW LID SQUEEZE BOTTLES 25 per case	\$82.63		
POWERADE BOTTLE CARRIER - 24OZ. AND 32OZ. BOTTLES WILL FIT THIS CARRIER. (4 per pack)	\$70.24		
PAPER CUPS (POWERADE 9OZ SIDELINE CUP (LIDS NOT INCLUDED) 2000 per case	\$59.45		
TOWELS / BLANKETS (POWERADE SMALL TOWEL - 24 PER PACK)	\$72.82		
TOWELS / BLANKETS (POWERADE LARGE TOWEL, 24 PER PACK)	\$135.54		
DRINK MIX (POWERADE POWDER)	\$64.99		
Powerade Metal Double Cooler Cart (No Coolers included)	\$383.02		
Powerade Metal Single Cooler Cart (No Coolers included)	\$324.28		

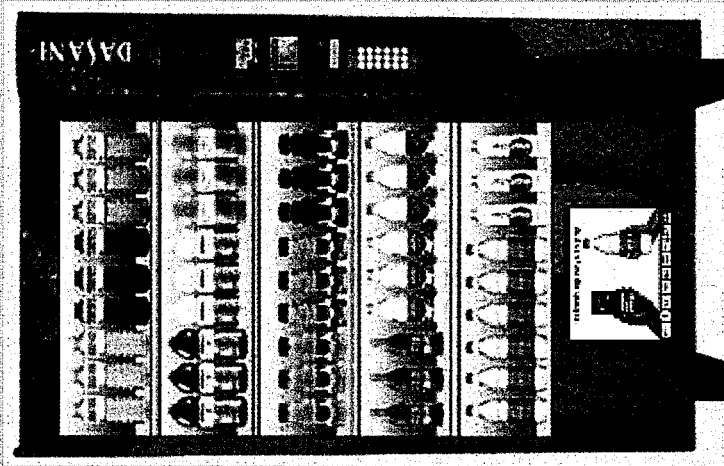
Sample form that will be sent to the Athletic Trainers. Powerade sideline equipment pricing subject to change

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Classified - Confidential

VENDING: PICTURE OF SUCCESS



Steps for successful vending:

Service for Vending

- ✓ Fill vendors once per week to minimize out of stocks
- ✓ Vending price will be mutually agreed upon at start of agreement. It will only change with Logan View Public Schools and Chesterman Co mutually agree.

Brand Availability

- ✓ Maximize consumer choice: Include a variety of sparkling and still brands
- ✓ Balance number of brands
- ✓ Feature price labels on all flavor cards

Payment Options

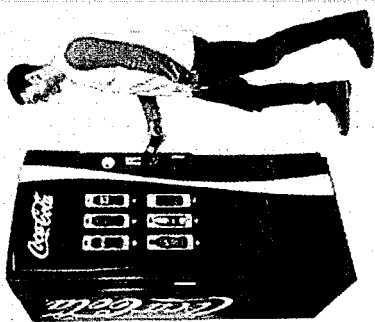
- ✓ Add Coca-Cola Payments cashless technology to high traffic machines
- ✓ Place Cashless Ad Card used on all units with cashless technology

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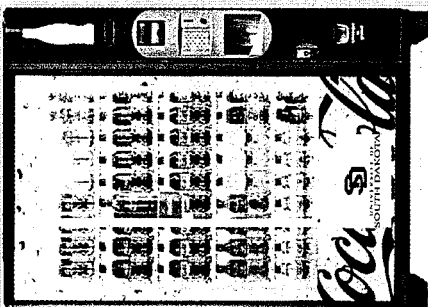


Vending Equipment

INDUSTRY LEADING EQUIPMENT AND MERCHANDISING SOLUTIONS
TO MAXIMIZE YOUR BEVERAGE OCCASSIONS



Stack Vending



Glass Front Vending

All Equipment Installed Will Be New' And Energy-star Rated

UNRIVALLED
Innovative Beverage
Equipment Lineup and Selection



100%
of All New Cold Drink Equipment Introduced
Into the Market is Energy Star Certified



Refrigerants,
Naturally!

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Product Portfolio Nutrition Services Vending

CHESTERMAN COCA-COLA
2026-2027



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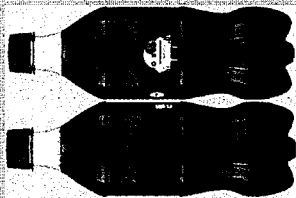


Coca-Cola **Diet Coke** **Sprite** **Mr. PiBB** **Mello** **FRESCA** **FANTÀ**



Diet Coke

Diet Coke Cherry Coca-Cola Zero Sugar



Cherry Coke Zero Sugar

Cherry Coke Float Zero



Sprite Zero



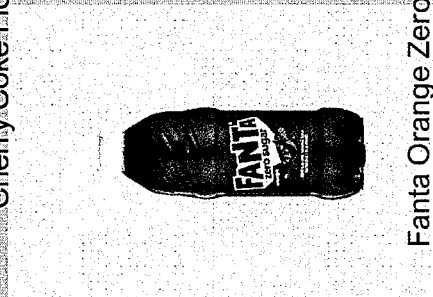
Fresca Grapefruit



Mello Yello Zero



Mr. PiBB Zero



Fanta Orange Zero



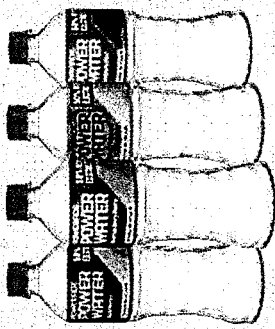
Barqs Root beer Zero

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DASANI

POWERED BY
POWER WATER



Mountain Blast Watermelon
Strawberry Kiwi Tropical
Pineapple



Dasani
20oz
Bottle

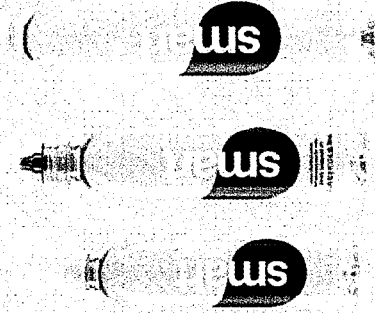
BODYARMOR[®]

SuperDrink[™]



Body Armor Sports Water
700ml Bottle (Sport Cap)

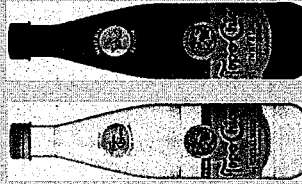
GLACÉAU
smartwater



Smart Water + Alkalines & Antioxidants

20oz Bottle
700ml Sports Cap Bottle
1 Liter Bottle

15.5oz PET Topo
Chico Original *NEW
Twist of Lime *NEW



Topo Chico

12oz Blueberry w/ Hibiscus Extract
12oz Lime w/ Milt Extract
12oz Tangerine w/ ginger Extract



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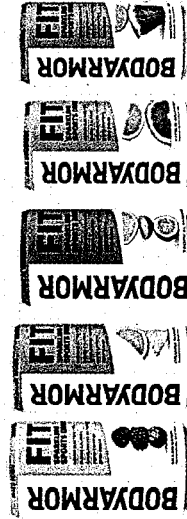


POWERADE

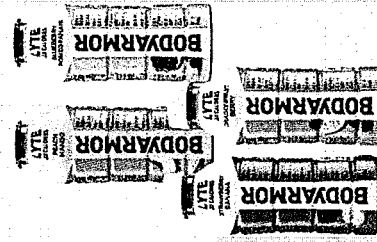
BODYARMOR[®]
SuperDrink.



20oz Powerade
Mixed Berry Zero
Fruit Punch Zero
Grape Zero



12oz Body Armor Fit Sparkling Drink
Citrus Grapefruit
Orange Mango
Mixed Berry
Tropical Passionfruit
Watermelon Lime



16oz Body Armor LYTE
Peach Mango
Strawberry Banana
Dragon fruit Berry
Blueberry Pomegranate

GOLD PEAK[®] T E A

Minute Maid[®]

GLACÉAU
vitaminwater



20oz. Vitamin Water Zero
XXX (Acai Blueberry Pomegranate)
Squeezed (Lemonade)
Re-Hydrate (Pineapple Passion Fruit)
Shine
Power C Zero



18.5oz Gold Peak Tea
12 pk
Unsweetened Tea
Sweet Zero Sugar Tea



10oz Minute Maid
Juice
24 pk
Orange Juice
Apple Juice

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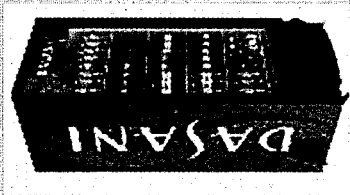
Concession Stand Coolers



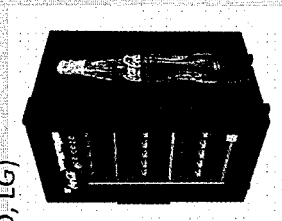
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Cooler Equipment Portfolio



FULL-SIZE COOLERS
(SINGLE/DOUBLE – SM, MD, LG)



SMALL COOLERS
(COUNTERTOP)



Chesterman Coca-Cola 2026 Concessions Product Portfolio



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Coca-Cola Classic
Diet Coke
Diet Coke Cherry
Coca-Cola Zero Sugar



Cherry Coke
Cherry Coke Zero
Cherry Coke Float
Cherry Coke Float Zero



Vanilla Coke
Vanilla Coke Zero



Caffeine Free Coke
Caffeine Free Diet Coke
Caffeine Free Coke Zero



Sprite
Sprite Zero
Sprite Chill
Sprite Chill Zero



Mello Yello
Mello Yello Zero



Barq's Root beer
Barq's Root beer Zero



Fanta Orange
Fanta Orange Zero
Fanta Strawberry
Fanta Grape
Fanta Pineapple



Mr. Pibb
Mr. Pibb Zero
Mr. Pibb Thirillin' Vanilla



Fresca Grapefruit
Fresca Black Cherry



Minute Maid Lemonade
Minute Maid Lemonade Zero

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Coca-Cola Classic

Diet Coke

Diet Coke Cherry

Coca-Cola Zero Sugar



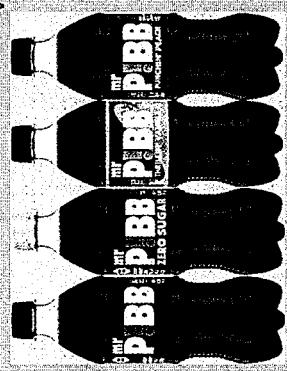
Cherry Coke

Cherry Coke Zero Sugar

Cherry Coke Float

Cherry Coke Float Zero

Vanilla Coke

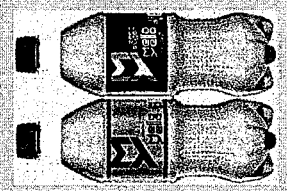


Mr. Pibb

Mr. Pibb Zero

Mr. Pibb Thrillin' Vanilla

Mr. Pibb Punchin' Peach



Mello Yello

Mello Yello Zero



Sprite

Sprite Zero

Sprite Cherry

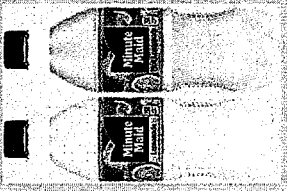
Sprite Chill



Fresca Grapefruit



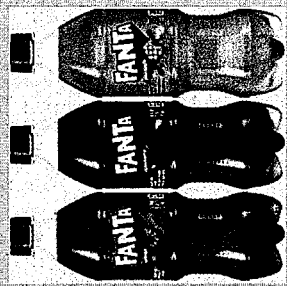
Barq's Root Beer



Minute Maid Lemonade

Minute Maid Pink Lemonade

Minute Maid Blue Raspberry



Fanta Orange

Fanta Strawberry

Fanta Pineapple

The Coca-Cola Company





DASANI

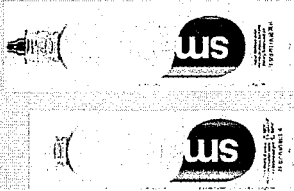
BODYARMOR[®]
SuperDrink[™]

INTRODUCING
BODYARMOR[®]
FLASH I.V.



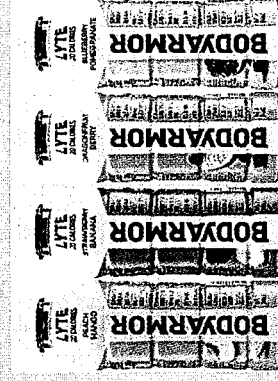
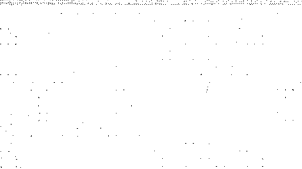
Dasani

20oz Bottle
16.9oz Bottle



Smart Water + Alkalines & Antioxidants

20oz Bottle
700ML Sports Cap Bottle
700ML Sports Cap Alkaline



16oz Body Armor LYTE

Peach Mango
Dragonfruit Berry
Strawberry Banana
Blueberry Pomegranate



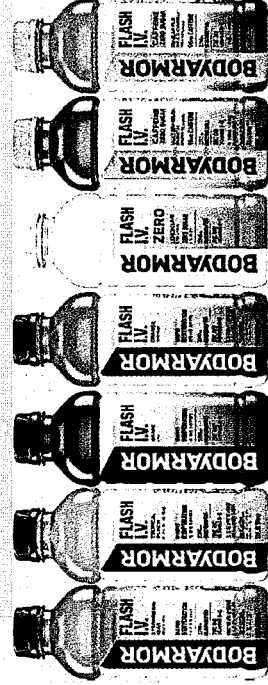
16oz Body Armor

Strawberry Banana
Fruit Punch
Orange Mango
Strawberry Grape
Blackout Berry
Tropical Passion Fruit



12oz Body Armor Fit Sparkling Drink

Citrus Grapefruit
Orange Mango
Mixed Berry
Tropical Passionfruit
Watermelon Lime



20oz Body Armor Flash I.V.

Strawberry Kiwi
Tropical Punch
Grape
Lemon Lime Zero Sugar
Watermelon Punch Zero W/ Caffeine
Pineapple Passionfruit Zero W/ Caffeine

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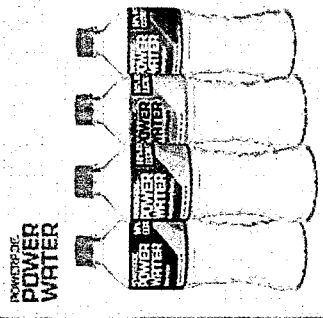


POWERADE®



20oz Powerade

Mountain Berry Blast
Fruit Punch
Grape
Orange
Mixed Berry Zero
Fruit Punch Zero
Grape Zero



Mountain Blast
Watermelon
Strawberry Kiwi
Tropical Pineapple

GLACÉAU
vitaminwater



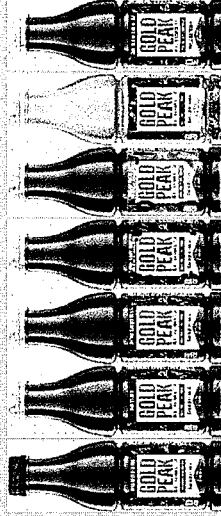
20oz. Vitamin Water

XXX (Acai Blueberry Pomegranate)
Power C (Dragonfruit)
Squeezed (Lemonade)
Re-Hydrate (Pineapple Passion Fruit)



20oz. Vitamin Water

XXX (Acai-Blueberry Pomegranate)
Power C (Dragonfruit)
Focus (Strawberry Kiwi)
Energy (Tropical Citrus)
Elevate (Blue Raspberry Limeade)
Essential (Orange)



18.5oz Gold Peak Tea

Sweetened Black Tea
Extra Sweet Tea
California Raspberry Tea
Georgia Peach Tea
Green Tea
Sweet Tea Zero Sugar

The Coca-Cola Company



Our goal is to be a partner that makes daily operations easier, offers a portfolio that meets the needs of your students, athletes, faculty and staff, and adds value to your entire school community. We recognize your goals are important and we are committed to helping you achieve them.

The Coca-Cola Company



**AS YOUR
PARTNER,**
CHESTERMAN COCA-COLA IS
COMMITTED TO HELPING
YOUR INSTITUTION.
CHESTERMAN COCA-COLA
WOULD BE HONORED TO BE
YOUR BEVERAGE AND SNACK
PARTNER.

THANK YOU!



PREFERRED BRANDS
+
STUDENT
EXPERIENCE
+
LOCAL SERVICE
= PARTNERSHIP

“Things go better with Coca-Cola”



The Coca-Cola Company

