



EAST AURORA
SCHOOL DISTRICT 131



PepsiCo Proposal East Aurora School District 131



*Beverage, Beverage Vending Services, and
Pouring Rights*

February 10th, 2026



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EAST AURORA
SCHOOL DISTRICT 131



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EAST AURORA
SCHOOL DISTRICT 131



EAST AURORA
SCHOOL DISTRICT 191



COVER LETTER & RFP RESPONSE



EAST AURORA
SCHOOL DISTRICT 131



East Aurora School District School District 131

REQUEST FOR PROPOSAL

Exclusive Beverage and Vending RFP

PepsiCo Beverages Company LLC,
1881 Bilter Road Aurora, IL 60502
Mike Trzeciak 872-316-0501
Mike.Trzeciak@pepsico.com

2/13/2026



EAST AURORA
SCHOOL DISTRICT 131



Cover Letter

Pepsi is incredibly excited about the opportunity to start a beverage partnership with East Aurora School District 131. In response to your RFP, we have put together a proposal that we feel would meet and exceed the needs of East Aurora School District 131 and its students.

Experience and Qualifications: PepsiCo has extensive experience in high schools throughout the Chicagoland Area. Our excellent service and strong brand variety are all part of our growth success on campus.

Service That Exceeds Your Expectations: Our team of dedicated, local professionals is committed to meeting any beverage need that arises, Exceptional service is a pillar of our operating model and one of the many reasons why we feel best fit for East Aurora School District 131.

Brands: Pepsi continues to be a leader in understanding the needs of your students. We are committed to broadening our portfolio to offer better-for-you options in both packaging and products. We offer a comprehensive line of brands that meet the needs of your students, faculty and staff.

Sales and Revenue Growth: We are confident that we will achieve volume growth across all campus operations. This will be achieved through equipment placements, optimization of product mix, brand innovation and marketing programs.

If given the opportunity, would love to meet in person to discuss these offerings further.

Thank you in advance for your consideration of our proposal.

Sincerely

A handwritten signature in black ink, appearing to read 'Michael J. Ryan'.



C. REQUIRED PROPOSAL ELEMENTS

1. Each prospective *Vendor* shall submit its *Proposal* for a three-year period with an option for two one-year renewals, and shall include an implementation schedule. Signatures must be affixed to schedules or items, where indicated.
2. The following must be provided in each *Proposal*:
 - a. Cover letter prepared on *Vendor's* business letterhead with authorized signatures. This should be limited to a brief narrative highlighting the *Proposal* and should be armed at non-technical personnel. This item should not include commission/pricing quotations. **Page 4**
 - b. A *Vendor* Information Summary containing a general description of your experience providing beverage services to school districts. The following information should be included at a minimum:
 - 1) Legal name and address of *Vendor* and a copy of *Vendor's* certificate of good standing with the state. **Page 5**
 - 2) Duration and extent of the *Vendor's* experience in the beverage service business **Page 16**
 - 3) Name, address, contact person, phone and fax numbers of at least two (2) Elementary Schools, two (2) Middle Schools and two (2) High Schools where the *Vendor* currently provides a beverage services comparable to the beverage services requested in this *RFP*. **Page 37**
 - 4) Three (3) references, including contact name, address, phone number, and email address. **Page 38**
 - 5) Letters of Recommendation from at least three (3) current school district clients in Illinois. **Page 38-43**
 - 6) A copy of the *Vendor's* most recent Independent Financial Audit or other financial information. **Page 45**
 - 7) A sample Monthly Commission Report that the *District* can expect from the company on a monthly basis. **Page 50**
 - 8) Estimated length of time between beverage stocking at buildings and beverage expiration dates. **Page 62**
 - c. Completed *Vendor* Information and Authorization form. **Page 6**
 - d. Completed Acknowledgement Of Addendum form (if applicable) **Page 6**
 - e. Completed Certificate Of Eligibility To Submit *Proposal* (*Proposal*) **Page 6**



- f. Completed Anti-Collusion Certification Of Compliance
Page 6
- g. Hold Harmless Certification
Page 6
- h. Vendor's Drug Free Workplace Certification
Page 7
- i. Completed Vendor Experience form
Page 8
- j. Completed Proposal Worksheet forms
Page 11-13
- k. Annual Marketing and/or School Program or Activity Support summary (if applicable)
Page 46
- l. Description of Athletic Support Kits (if applicable)
Page 46, 66-70
- m. Provisions regarding security for payment (See Paragraph E, below)
Guarantee of a fortune 500 company
- n. Any additional information considered necessary or helpful to the District in determining your qualifications

Certificate of Good Standing



EAST AURORA
SCHOOL DISTRICT 131



File Number

1064880-7



To all to whom these Presents Shall Come, Greeting:

I, Alexi Giannoulas, Secretary of State of the State of Illinois, do hereby certify that I am the keeper of the records of the Department of Business Services. I certify that

PEPSICO BEVERAGE SALES, LLC, A DELAWARE LIMITED LIABILITY COMPANY HAVING OBTAINED ADMISSION TO TRANSACT BUSINESS IN ILLINOIS ON OCTOBER 25, 2021, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE LIMITED LIABILITY COMPANY ACT OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A FOREIGN LIMITED LIABILITY COMPANY ADMITTED TO TRANSACT BUSINESS IN THE STATE OF ILLINOIS.



In Testimony Whereof, I hereto set
my hand and cause to be affixed the Great Seal of
the State of Illinois, this 10TH
day of FEBRUARY A.D. 2026 .

Authentication #: 280A10AD06 verifiable until 02/10/2027
Authenticate at: <https://www.fsos.gov>

Alexi Giannoulas
SECRETARY OF STATE



EA EAST AURORA
SCHOOL DISTRICT 131

1.) Vendor Information and Authorization From 2.) Acknowledgement of Addendum 3.) Certificate of Eligibility 4.) Anti-Collusion Certificate of Compliance 5.) Hold Harmless Clause

has ever been convicted of the offense of *Proposed*-violating under Section 33E-4 of the Illinois Criminal Code of 1961 as amended.

Signature of Vendor: Michael Bylund

Title: Key Account Manager

Date: 8/16/2016

6) ANTI-COLLUSION CERTIFICATION OF COMPLIANCE

Michael Traczak, being first duly sworn, deposes and says: (print name)

that he/she is Key Account Manager of Peppi Co (owner, president, partner, etc.) (name of company)

the party making the foregoing *Proposed*, that such *Proposed* is genuine and not collusive, or sham; that said *Vendor* has not colluded, conspired, connived or agreed, directly or indirectly, with any other *Vendor* or person, to put in a sham *Proposed* or to refrain from *Proposed*, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference with any person, to fix the *Proposed* price element of said *Proposed*, or of that of any other *Vendor*, or to secure any advantage against any other *Vendor* or any person interested in the proposed contract.

Signed: Michael Traczak Date: 8/16/2016

6) HOLD HARMLESS CERTIFICATION

The *Vendor* agrees to indemnify, keep and save harmless East Aurora School District 131, Kane County, Illinois, its Board of Education, agents, officials and employees against all injuries, judgments, costs and expenses that may accrue against the *District* in consequence of making this *Contract* or that may result therefrom, whether or not it will be alleged or determined that this was caused through negligence or omission of the *Vendor* or its employees, of the *District* or its employees arising from or incurred against the *District* in any such action, and will at his own expense discharge same.

The *Vendor* agrees to indemnify, keep and save harmless East Aurora School District 131, Kane County, Illinois, its Board of Education, agents, officials and employees against all injuries, judgments, costs and expenses that may, in any way, accrue against the *District* in consequence of use by the *Vendor*'s employees of equipment owned, rented or leased by the *District*.

The *Vendor* understands and agrees that any insurance protection required by this *Contract*, or otherwise provided by *Vendor*, will in no way limit the responsibility to indemnify, keep, save harmless and defend East Aurora School District 131, Kane County, Illinois as herein provided.

For: Peppi Co By: Michael Bylund

VENDOR INFORMATION AND AUTHORIZATION

The undersigned hereby affirms that:

• He/She is a duly authorized agent of the *Vendor*

• He/She has read, understands, and agrees to the RFP.

I certify that I am submitting the following offers as my company's *proposal*. I understand by virtue of executing and submitting with this *Proposed* this signed offer form, I further certify full, complete, and unconditional acceptance of the contents of this RFP.

Print Name: Michael Traczak Title: Key Account Manager

Company Name: Peppi Co

Address: 1801 Birch Rd

City: Peoria State: IL ZIP: 61602 Telephone: (317) 316-0501

Fax: N/A E-Mail: Michael.Traczak@Peppi.com

Signature: Michael Bylund Date: 8/16/2016

NOTE: If a joint venture is proposed, each party must provide this authorization.

6) ACKNOWLEDGEMENT OF ADDENDUM (IF ANY)

Addendum #1: acknowledge receipt on 8/17/2016

Addendum #2: acknowledge receipt on _____

Addendum #3: acknowledge receipt on _____

6) CERTIFICATE OF ELIGIBILITY TO SUBMIT PROPOSAL (PROPOSAL)

Peppi Co (*Vendor*), pursuant to Section 33E-11 of the Illinois Criminal Code of 1961 as amended, hereby certifies that neither (he, she, its) partners, officers, or owners of (his, her, its) business have been convicted in the past five (5) years of the offenses of *Proposed*-rigging under Section 33E-3 of the Illinois Criminal Code of 1961 as amended and that neither (he, she, its) business



EAST AURORA
SCHOOL DISTRICT 131



Drug Free Workplace Certification

(company name) _____ (signature) _____

Its: Key Account Manager Date: 2/6/2026

(owner, president, partner, etc.)

6. VENDOR'S DRUG FREE WORKPLACE CERTIFICATION

Pursuant to 20 ILCS 580.1 et seq. ("Drug Free Workplace Act"), the undersigned certifies in the Board of Education of East Aurora School District 131, Kane County, Illinois that it will provide a drug-free workplace by:

1. Publishing a statement:
 - a. notifying employees that unlawful manufacture, distribution, possession, or use of a controlled substance, including cannabis, is prohibited in the Vendor's workplace;
 - b. specifying actions that will be taken against employees for violations of this prohibition;
 - c. notifying employees that, as a condition of employment on this contract, employees will:
 1. abide by the terms of the statement;
 2. notify the Vendor of any criminal drug statute conviction for a violation occurring in the workplace, no later than five (5) days after such conviction;
2. Establishing a drug-free awareness program to inform employees about:
 - a. the dangers of drug abuse in the workplace;
 - b. the Vendor's policy of maintaining a drug-free workplace;
 - c. available drug counseling, rehabilitation, and employee assistance programs;
 - d. penalties that may be imposed upon employees for drug violations.
3. Making it a requirement to give a copy of the statement in subsection "1" to each employee engaged in performance of the contract, and posting it in a prominent workplace location.

3. Notifying the District within ten days after receiving notice in subsection "1", paragraph "c", part "2", from an employee, or otherwise receiving actual notice of such

conviction.

4. Imposing a sanction or requiring participation by a convicted employee, in a drug abuse rehabilitation program, as required by Section 3 of the Drug Free Workplace Act.

5. Assisting employees in selecting a course of action in the event drug counseling, treatment, and/or rehabilitation is required, and indicating that a trained referral team is in place.

6. Making a good-faith effort to maintain a drug-free workplace through implementation of Section 3 of the Drug Free Workplace Act.

Failure to abide by this Vendor's Drug Free Workplace Certification will subject the Vendor to penalties set forth in Sections 6, 7, and 8 of the Drug Free Workplace Act.

For: PepsiCo (company name)

By: Michael Spink (signature)

Its: Key Account Manager (owner, president, partner, etc.)

Date: 2/6/2026

NOTICE: This Drug Free Workplace Certification must be completed by Vendors with (25) or more employees at the time of contract: or a department, division, or unit thereof, directly responsible for the performance of a contract of \$5,000 or more with the District.



Vendor Experience

7) VENDOR EXPERIENCE

Provide three references for a similar contract.

1.) Owner Name: <u>Stevenson High School</u>		
Address:		
Name of Contact: <u>Sean Carney</u>		
Phone: <u>847-415-4117</u>		Project Date:
2.) Owner Name: <u>Barrington High School</u>		
Address:		
Name of Contact: <u>Jennifer Prindle</u>		
Phone: <u>847-842-3521</u>		Project Date:
3.) Owner Name: <u>Assis Glenbard High School Dist 87</u>		
Address:		
Name of Contact: <u>Seth Chapman</u>		
Phone: <u>630-469-9100</u>		Project Date:

1. Reference Name : Sean Carney
Title: Presidnet Of the Stevenson Foundations
Company Name: Stevenson High School
City, State: Lincolnshire, IL 60069
Phone: 847-415-4117
Email: Scarney@Stevensonfoundation.org

2. Reference Name : Jennifer Prindle
Title: Director Of Fiscal Services
Company Name: Barrington High School
City, State: Barrington, IL 60010
Phone: 847-842-3521
Email: jprindle@barrington220.org

3. Reference Name : Seth Chapman
Title: Assistant Superintendent Finance Operations
Company Name: Glenbard High School
City, State: Glen Ellyn, IL 60137
Phone: 630-469-9100
Email: Sethchapman@Glenbard.org



EAST AURORA
SCHOOL DISTRICT 131



Addendum #1 Acknowledgment



BUSINESS OFFICE
Administrative Center
310 Seminary Ave. Aurora, IL 60505
d131.org - (630) 299-5545



BUSINESS OFFICE
Administrative Center
310 Seminary Ave. Aurora, IL 60505
d131.org - (630) 299-5545

1/27/2026
RFQ Receipt
Vended Beverage Request for Proposal
Additional Information

Addendum #1
There are (8) eight questions as part of this addendum. Please sign this document and include in your solicitation submission as acknowledgment of receipt and understanding.

PepsiCo
Name of Company
Michelle Stankiewicz
Signature and Title

1. Food Service - It is my understanding that Whitson's is your Food Service provider and you do list in the RFQ the "coolers" needed at each cafe location.

We have provided service providers for the High School and three Middle schools. Whitson's for 1 Middle School and all of the Elementary schools.

2. Are there any additional in-canteen sales available at the High School and Middle Schools seeing as how you follow the CEP program?

There are no in-canteen sales at the High School, the vendor will need to work with Solevo to establish offerings. There are also offerings at the Middle Schools, vendor will need to work with Solevo and Whitson's.

3. If yes, do you have volume for 'in-canteen' sales?

090154895

Reach your full potential!

SPC Quantity	Total
1125-123125	990.5
102747-202 PT 24LS FRSCA	1
112259-202 PT 24LS DAS	266
120481-202 PT 24LS TS SPRITE ZRO SGR	121
124860-102 PT 24LS HMT110 APL1100	24
124961-102 PT 24LS MMJ110 OJ100	8
123492-202 PT 24LS COKE CHR ZRO	76
129234-202 PT 24LS BMTWTR	4
130471-202 PT 8P HC PA ZRO MKO BRY	1
134848-202 PT 24LS FANTA ORG ZRO SGR	84
154400-202 PT 24LS TS COKE ZS	102
154898-122 PT 24LS NMJ110 APL1100	2
154900-122 PT 24LS NMJ110 APL1100	48
155913-202 PT 24LS SH MILT CHR LUM	47
155914-202 PT 24LS SH MILT HRG PSN	57
156078-202 PT 12LS WW ZRO XXX	10
156988-202 PT 12LS WW ZRO SGR PWR C	20.5
157557-202 PT 24LS SH MM BLU BRY	8
157648-202 PT 24LS SH MM ZRO SGR LHMND	68
411917-202 PT 24LS BMTWTR ALKAL W ANTXDNT	2
412565-162 PT 12LS BA ZS CHR LUM	1
412567-162 PT 12LS BA ZS RPT PNCB	3
412596-122 CN SLH SP PB TOPCO SBRS LHM WMT EXT	6
412570-122 CN SLH SP PB TOPCO SBRS BLB W HB EXT	6
412571-122 CN SLH SP PB TOPCO SBRS TNG W GN EXT	6
412600-122 CN SLH SP PB TOPCO SBRS TROP MNG	7
412946-202 PT 24LS SPRITE VAN SPCD CRNBRY ZS	1
413421-202 PT 24LS COKE ZS ORG CRM	2
413873-202 PT 24LS HR PIBB ZS	1

4. Volume listed on page 14 is 1000 cases. Is this volume for the vending machines only?

This is the volume for the High School in canteen sales through Solevo.

5. Also listed is "concessions" and "cafe" coolers. Do you have any case volume for Concessions (Boosters) and Food Service?

Bidders have used the coolers provided by the beverage vending company. They have typically procured their own beverages. Not to say that they are against working with the vendor beverage provider.



EAST AURORA
SCHOOL DISTRICT 131



Addendum #1 Acknowledgment



EAST AURORA
SCHOOL DISTRICT 131

BUSINESS OFFICE
Administrative Center
310 Seminary Ave. Aurora, IL 60505
d131.org • (815) 299-6646

6. VENDOR'S DRUG FREE WORKPLACE CERTIFICATION:
7. VENDOR EXPERIENCE:
8. PROPOSAL WORKSHEET (5-YEAR CONTRACT):
9. ATTACHMENTS:

6. Further in the RFP on Page 24, you have listed a guaranteed sales incentive when the volume exceeds 7500 cases -- is this the volume for the length of the contract, and is it based on three (3) or five (5) years?

The agreement is for 3 years with (1) optional 1-year extension. The incentive would be based on the three (3) years.

7. Wondering if we could get an extension for the due date for the RFP?

Yes, the new date will be Friday 2/13/2026 at 1:00 PM.

8. What is the total volume sold through the vending machines?

Place	Total Units Sold
East Aurora High School-La FI Teachers Lounge-1st	2,718
East Aurora High School-Outside Cafe-East Aurora H	3,553
Convent Middle School-Teachers Lounge-Cowford Middle	3,441
Waldo Middle School-Teachers Lounge-Waldo Middle S	3,121
Bardwell Elem-Teachers Lounge-Bardwell Elem-Teacher	3,042
Gates Elementary-Teachers Lounge-Gates Elementary	973
East Aurora High School-Outside Cafe-East Aurora H	753
O'Donnell School-Teachers Lounge-O'Donnell School-	586
Nermes Elementary-Teachers Lounge Rm 504-Hermes El	563
Early Childhood Ctr-Teachers Lounge-Early Childhood	551
Johnson Elementary-Teachers Lounge-Johnson Element	514
Beaure Elementary-Main FI Teachers Lounge-Beaure E	491
East Aurora High School-2nd FI Teachers Lounge-Eas	478
Brady Elem-3rd FI Teachers Lounge-Brady Elem-3rd F	475
Benavides Steam Elem-Outside Teachers Lounge-Benav	458
Dietrich Elementary-Teachers Lounge-Dietrich Ele	430
Rollins Elementary-Teachers Lounge-Rollins Element	412
Krug Elementary-Teachers Lounge-Krug Elementary-16	341
Fred Rodgers Magnet Academy-2nd FI Teachers Lounge	318
Simmons Middle School-Teachers Lounge-Simmons Middle	304
East Aurora High School-Outside Cafe-East Aurora H	299
East Aurora School District 411 Hill Maintenance B	273
Allen Elementary-Teachers Lounge-Allen Elementary	60
Oak Park Elementary-Teachers Lounge-Oak Park Eleme	33
Total:	16,187

Reach your full potential!



EAST AURORA
SCHOOL DISTRICT 191



WHO WE ARE





WE ARE PROUD OF OUR HISTORY

PepsiCo was founded in 1965 and has provided quality products and world renown sales & service acquired the Pepsi Bottling Group & Pepsi Americas to form the world's largest manufacturer and distributor
PepsiCo celebrated the 50th anniversary of the



- PepsiCo is a worldwide leader in convenient foods and beverages.
- Independent divisions including:
 - North American Beverages (NAB)
 - Frito-Lay North America (FLNA)
 - Quaker Foods North America
 - Latin America, Europe Sub-Saharan Africa (ESSA), and Asia Middle East, North Africa (AMENA)

- Largest beverage division within PepsiCo
- Focused on developing a broad portfolio of powerful beverage brands
- Innovation leader meeting consumer needs
- World-class marketing programs that support them each year
- Over 85,000 employees

- Covers 12 states across the central United States from ND to TX
- Division offices in Chicago, IL and Plano, TX
- 11 Markets & 76 Locations
- 12,000 Employees
- Provides Direct Store Delivery services across all channels of business
- Serving almost 4MM, or 66%, of college students within the geography



EAST AURORA
SCHOOL DISTRICT 131



Vended Per Case Commissions

VENDED PER CASE COMMISSIONS

VENDOR MAY PROVIDE THIS INFORMATION IN A DIFFERENT FORMAT IF NECESSARY

Product (Package)	Vended Cost Per Unit	Vended Per Case Commission	Commission Percentage
20 oz Bottles (CSD)	\$2.25	\$14.85	27.50%
20 oz Bottles (Aquafina)	\$2.25	\$14.85	27.50%
20 oz Bottles (LifeWater & Gatorade Water)	\$2.50	\$16.50	27.50%
20 oz Bottles (Gatorade)	\$2.50	\$16.50	27.50%
20 oz Bottles (Propel)	\$2.50	\$8.25	27.50%
20 oz Bottle (GatorLyfe)	\$3.25	\$10.73	27.50%
12 oz Cans (CSD)	\$2.00	\$13.20	27.50%
12 oz Cans (Poppi)	\$3.75	\$12.38	27.50%
12 oz Cans (Bubly)	\$2.25	\$7.43	27.50%
12 oz Slim Cans (Bubbl'r)	\$2.50	\$8.25	27.50%
12 oz Slim Cans (Celsius & Alani Nu)	\$3.50	\$11.55	27.50%
16 oz (Celsius & RockStar)	\$3.75	\$12.38	27.50%
16 oz (KickStart)	\$2.75	\$9.08	27.50%
18.5 oz (Pure Leaf Tea)	\$2.75	\$9.08	27.50%
13.7 oz (Starbucks)	\$4.00	\$13.20	27.50%
15 oz (Starbucks Double Shot)	\$4.00	\$13.20	27.50%
11 oz (Starbucks TS & Cold Brew)	\$4.00	\$13.20	27.50%
14 oz (Muscle Milk)	\$4.00	\$13.20	27.50%



Non-Vended Cost Per Case (Sodexo Café)

NON-VENDED COST PER CASE (SODEXO CAFÉ)

SMART SNACK COMPLIANT BEVERAGES

VENDOR MAY PROVIDE THIS INFORMATION IN A DIFFERENT FORMAT IF NECESSARY

Product (Package)	Unit Per Case	Unit Price	Case Price
20 oz Bottles (ZERO CSD)	24	\$1.13	\$27.14
20 oz Bottles (Aquafina)	24	\$0.69	\$16.57
20 oz Bottles (LifeWater)	24	\$1.36	\$32.52
20 oz Bottles (Gatorade Water)	12	\$1.64	\$19.71
20 oz Bottles (ZERO Gatorade)	24	\$1.42	\$34.00
20 oz Bottles (Propel)	12	\$1.64	\$19.71
20 oz Bottle (ZERO GatorLyte)	12	\$2.69	\$32.23
12 oz Cans (ZERO CSD)	24	\$0.59	\$14.27
12 oz Cans (Poppl)	12	\$1.85	\$22.18
12 oz Cans (Bubly)	12	\$1.01	\$12.17
12 oz Slim Cans (Bubbl'r)	12	\$1.32	\$15.86
12 oz Bottles (Aquafina)	24	\$0.51	\$12.17
16 oz Bottles (Aquafina Aluminum Can)	24	\$1.28	\$30.62
18.5 oz (UNSWEET or ZERO Pure Leaf Tea)	12	\$1.63	\$19.61
11 oz Bottles (Tropicana Juice)	12	\$1.62	\$19.39
12 oz Cans (Kevita)	12	\$2.17	\$26.08



**Non-Vended Cost Per Case (Self-OP Athletics, Boosters,
& Concessions)**

NON-VENDED COST PER CASE (SELF-OP ATHLETICS / CONCESSIONS)

VENDOR MAY PROVIDE THIS INFORMATION IN A DIFFERENT FORMAT IF NECESSARY

Product (Package)	Vended Cost Per Unit	Unit Price	Case Price
20 oz Bottles (CSD)	24	\$0.94	\$22.47
20 oz Bottles (Aquafina)	24	\$0.52	\$12.38
20 oz Bottles (LifeWater)	24	\$1.45	\$34.77
20 oz Bottles (Gatorade Water)	12	\$1.64	\$19.71
20 oz Bottles (Gatorade)	24	\$0.93	\$22.27
20 oz Bottles (Propel)	12	\$0.92	\$11.01
20 oz Bottle (GatorLyte)	12	\$3.04	\$36.45
12 oz Cans (CSD)	24	\$0.58	\$14.01
12 oz Cans (Poppi)	12	\$2.25	\$27.00
16 oz Cans (Bubly)	12	\$1.14	\$13.64
12 oz Slim Cans (Bubbl'r)	12	\$1.67	\$20.02
12 oz Slim Cans (Celsius)	12	\$2.20	\$26.40
12 oz Slim Cans (Alani Nu)	12	\$2.37	\$28.40
12 oz Bottles(Gatorade)	24	\$0.95	\$22.77
12 oz Bottles (Aquafina)	24	\$0.48	\$11.62
16 oz Cans(Celsius)	12	\$2.20	\$26.45
16 oz Cans (KickStart)	12	\$2.18	\$26.19
16 oz Cans (Lipton Fusions)	12	\$1.31	\$15.73
18.5 oz Bottles (Pure Leaf Tea)	12	\$1.59	\$19.13
13.7 oz Bottles (Starbucks)	12	\$2.77	\$33.20
15 oz Bottles(Starbucks Double Shot)	12	\$3.07	\$36.88
11 oz Bottles (Starbucks TS & Cold Brew)	12	\$2.68	\$32.12
14 oz Bottles (Muscle Milk)	12	\$3.96	\$47.46
11 oz Bottles (Tropicana Juice)	12	\$1.93	\$23.19
12 oz Cans (Kevita)	12	\$2.33	\$27.99
15.2 oz Bottles (Naked Juice)	8	\$4.26	\$34.06
15.2 oz Bottles (Kavita)	6	\$3.23	\$19.39



EAST AURORA
SCHOOL DISTRICT 131



We have Powerhouse Brands



BEVERAGES



FOODS

Performance at **\$92 billion** revenue
(50% Foods/42% Beverages)
(50% US, 46% Int'l)

Brands at **26 billion** -dollar brands

Scale **>200** Countries & territories

People more than **315,000** employees



EAST AURORA
SCHOOL DISTRICT 131



THE RIGHT PORTFOLIO TO MEET THE NEEDS OF STUDENTS AND STAFF.



#2

SOFT DRINK
BRAND



#3

SOFT DRINK
BRAND



#1

MODERN
SODA



#1

SPORTS
DRINK



#1

FLAVORED
ENHANCED
WATER



#3

ENERGY
BRAND



#1

FASTEST GROWING
ENERGY BRAND



#1

FASTEST GROWING
ROOT BEER IN U.S.



#1

MAINSTREAM
WATER IN U.S.



#2

VALUE ADDED
PROTEIN



#1

TEA
PORTFOLIO



#1

RTD
COFFEE



#1

ORANGE
JUICE IN U.S.



#1

PREMIUM
JUICE

PEPSICO IS A

PROVEN PARTNER

KANTAR

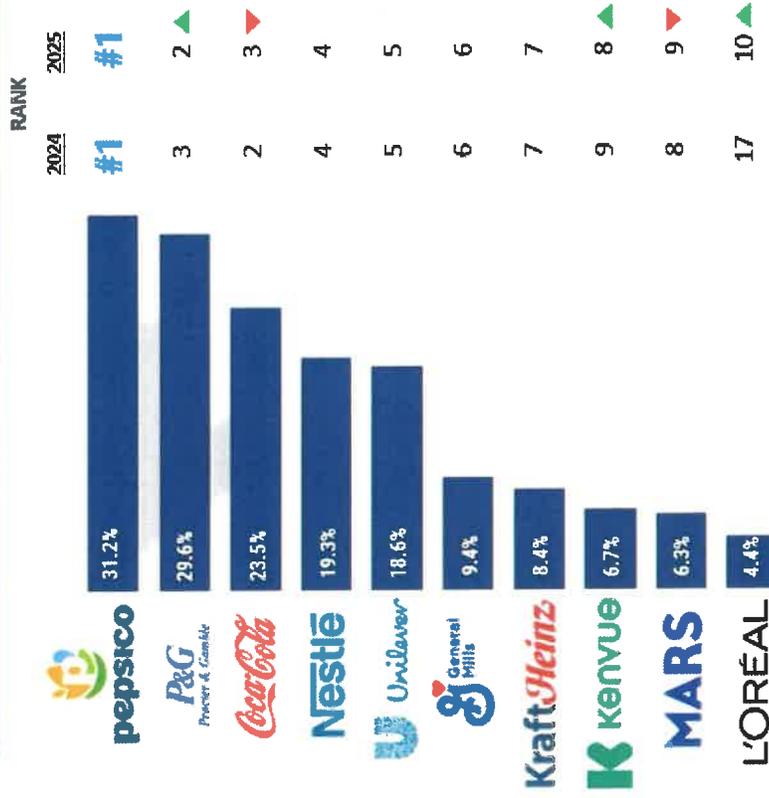
PepsiCo is a great partner when it comes to collaborating to achieve business growth and profit. The joint team thrives to unlock new selections and **innovations** to increase sales and delight customers.

PepsiCo is the best due to continued growth, consumer-focused practices and its ability to partner with us on category-driving innovation.

PepsiCo set the industry standard on best sales teams, holding the #1 spot thanks to a relentless growth focus and **exceptional transparency**.



RANKED AS #1 PARTNER 10 YEARS IN A ROW!



Source: Kantar Retail Power Ranking Report November 2025



27%

**Zero Pepsi™
Growth**



#1

**Carbonated
Soft Drink in C&G**



63%

**Lemon Lime
Consumer Preference**



25%

**Dollar
Growth**

PEPSI IS ENJOYING STEADY GROWTH

\$6B

Brand
In the US Alone!

FOOD
DESERVES



**Official
Beverage
Partner of
the NFL**



Pepsi Zero
+24%

Growth vs PY



**PZS
PREFERRED²**

65%



**ZERO
SUGAR**

CHICAGOLAND



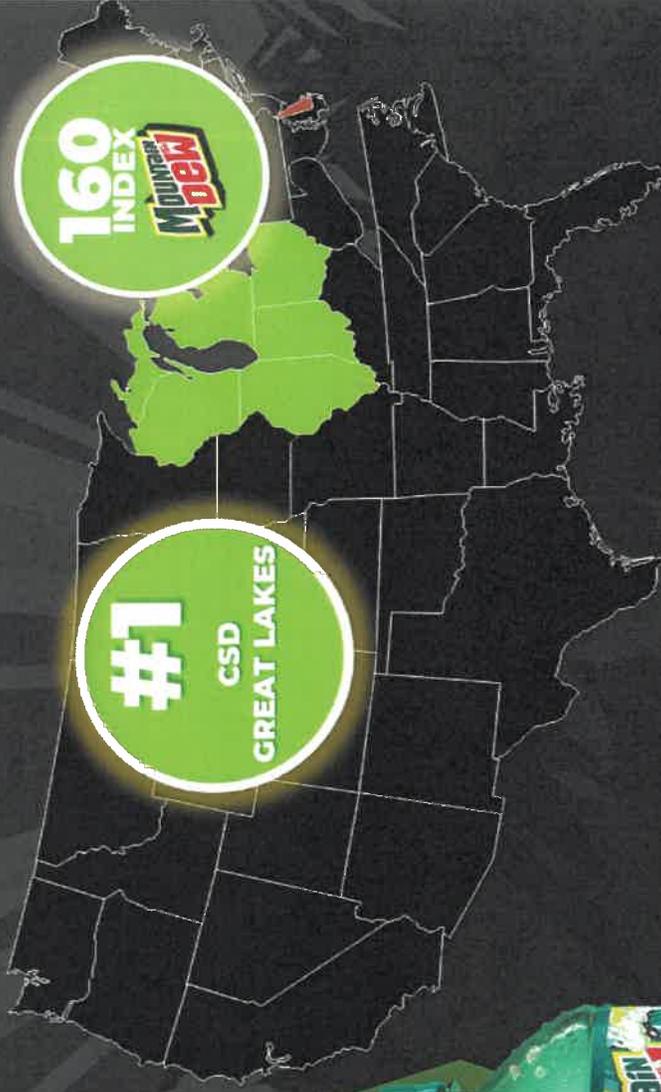
Pepsi Consumer
50/50 Male/Female
Diverse
Gen Z & Millennial
Over-index

Sources:
1 Total US MU/LOC + s. Sales 152W ending 2.16.2025, IRI / 2 Pepsi Zero Sugar PQB Competitive Sensory Study, May 2024 /
Consumer: 2024 MRI-Simmons USA, TMI Pepsi

MOUNTAIN DEW IS A POWERHOUSE

#1 GEN Z & MILLENNIAL
BRAND

#1 CSD Brand in
Convenience²



20oz DEW OUTSELLS

Diet Coke, Sprite & Dr Pepper Nationally¹



Sources: ¹ MJULOC L52wks ending 2.02.25 / ² C-store L52wks ending 2.02.25

poppi

soda's back, but better

162
INDEX

poppi over-indexes with
gen-zennial consumers
(16-34 y/o)

5g
5g Sugar

100%
100% Prefibrites

Ingredients
Ingredients You Can Love

↓
Low Calorie



**ingredients
you can love**
cassava root fiber,
organic cane sugar,
organic apple cider vinegar,
natural flavors,
and stevia leaf extract

LEADERS IN THE JUICE CATEGORY

#1
Smoothie Brand
Nakéd

#1
Cranberry Juice
Ocean Spray

#1
OJ Brand Preference
Tropicana

BFY
Portfolio Options
KEVITA



Data: Circana POS \$ Total Convenience, *L26W Chilled + Ambient OJ, 100% Other Juices and Smoothies; Trop OJ \$ Share Total US MULOC+ L26W en dng 06.01.25



GATORADE

The iconic, global leader in sports

#1

SPORTS DRINK
BRAND

\$7BN

BRAND GLOBALLY

63%

Market Share of
Sports Drinks

#2

LRB BRAND IN
Household
Penetration (52%)



Trusted by the most elite leagues, teams and athletes



Source: Circana C-Store \$ Share L52W7/2/24; Panel Total US All Outlets YTD Week Ending 8/1/24; Specialty Re

We bring a WATER PORTFOLIO to address all hydration needs

Mainstream Water



#1 Mainstream Water

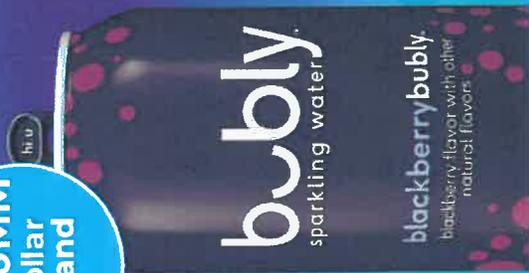
Purified Still Water

Enhanced Water



3X Triple Filtered

Unflavored & Flavored Sparkling



\$400MM Dollar Brand

Flavored Electrolyte Water



Driving 24% Category Growth

Unflavored Electrolyte Water



#1 Driver of Unflavored Enhanced Water Growth



YOUR MAIN POINT OF CONTACT

MIKE TRZECIAK

Key Account Manager
32 Years with PepsiCo

PepsiCo Beverages Company
(872) 316 - 0501
Mike.trzeciak@pepsico.com



NEW PRODUCT INTRODUCTIONS
REPORTING AND PLANNING
BUSINESS REVIEWS
DISPUTE RESOLUTION
SERVICE EXCELLENCE
GOALS & OBJECTIVES
CONTRACT EXECUTION
MARKETING COORDINATION

"I have over 32- years of experience calling on Education Accounts across Chicagoland and will ensure that East Aurora School District 131 beverage needs are executed at the highest level."

- **Mike Trzeciak**, Key Account Manager for East Aurora District 131



East Aurora School District 131 Primary Contact

- Responsible for the execution elements of the agreement.
- Work with East Aurora School District 131 representatives to build a strong partnership that will maximize revenue potential and enhance student life.
- **Works closely with the PBNA Selling Operations team to ensure overall customer satisfaction.**
- **Meet with the East Aurora School District 131 leadership to conduct regular business reviews including:**
 - ✓ Discuss general operations & issue resolution
 - ✓ Volume results by location, opportunities
 - ✓ Marketing program support & opportunities
 - ✓ Present new brands and ideas
 - ✓ Manage disbursement of all funding elements in a timely manner
 - ✓ Sales coverage for all brands
 - ✓ Execute Innovation and Total Category Management
 - ✓ Deliver on Sampling Programs and Activation Programs

Listed below are just of few of the customers that I manage.



Endeavor Health.
Edward Hospital





Sales/Delivery Support

EQUIPMENT SERVICE ASSOCIATE LEADER



- Jim Gibert
10-year PepsiCo Employee
Phone – (773) 812 - 7868
Email – James.gilbert2@pepsico.com

Key Responsibilities

- Supervise, coach, train, develop and Manage front-line equipment service technicians
- Ensure PepsiCo equipment assets (coolers, Vendors, Fountain units) are maintained in a clean, organized, and fully functional manner
- Oversee equipment maintenance, repairs, installations, and movement per customer requirements and corporate policy
- Monitor and track equipment maintenance schedules to ensure timely servicing
- Minimize equipment downtime by enforcing service standards and timely repairs

DELIVERY/FULL-SERVICE VENDING MANAGER



- Mark Johnson
19-year PepsiCo Employee
Phone – (312) 785 - 1713
Email – Mark.Johnson1@pepsico.com

Key Responsibilities

- Point of contact for any delivery/vending related topics
- Responsible for delivery/vending drivers on campus
- Work proactively with sales representatives to understand the needs of the customer
- Communicating and executing vending schematics and innovation
- Coordinate with PES for any equipment repair
- Assist with scheduling preventative maintenance with PES



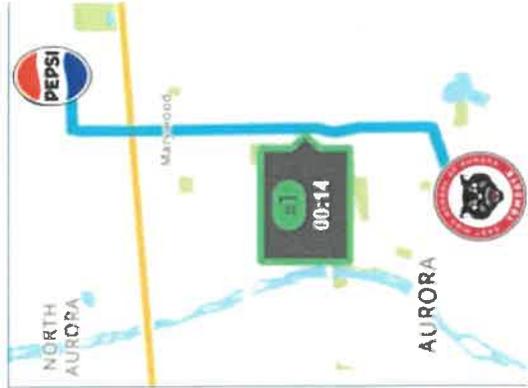
EAST AURORA
SCHOOL DISTRICT 131



THE PROMISE

Our comprehensive partnership approach ensures end-to-end service, mutual growth, and streamlined operations throughout

**WE ARE
WHERE YOU
ARE**



PEPSI
Tech Service
7DAYS
a week.

PEPSI
Customer Service
24/7



Mike Trzeciak
Dedicated Key Account Manager

SALES · MARKETING · EQUIPMENT SERVICE · DELIVERY



TRANSITION TIMELINE

A successful conversion hinges on consistent communication and early alignment on key dates





ROBUST REPORTING TOOLS & ACCESS TO A FULL CALENDAR OF INSIGHTS SHARE-OUTS

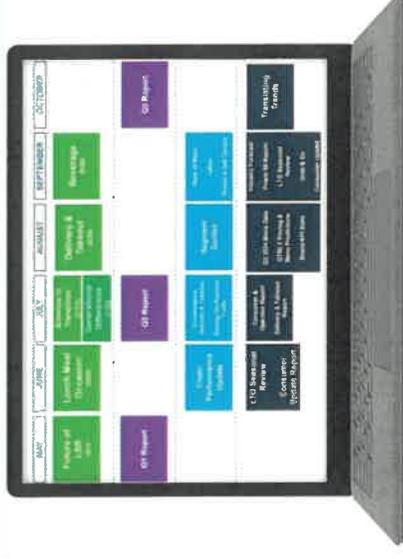
Custom Tailored Reporting by Location and Category

- **Comprehensive reviews by brand and package**
Illustrating growth trends and opportunity areas
- **Contract Performance Reviews**
Review performance in service and contractual payment administration
- **Develop marketing strategies driven by sales trends and consumer insights**
Utilize the power of PepsiCo's global resources to develop local and regional programming
- **Partner for annual planning sessions that meet mutual objectives**
Ensure opportunities in innovation and current trends are being captured

B&C Volume by Category				
Category	TY	LY	B (W)	% vs PY
Water	4,980	4,492	488	11%
Tea	5,101	4,689	413	9%
CSD	2,477	2,741	-263	-10%
A/O	3,359	3,411	-52	-2%
Energy	329	113	216	191%
Coffee	1,663	2,252	-589	-26%
Juice	2,583	1,898	685	36%
Gatorade	1,043	1,178	-135	-11%
TOTAL	21,535	20,772	764	4%

Fountain Volume by Category				
Category	TY	LY	B (W)	% vs PY
Gatorade	63	36	27	75%
A/O	69	27	42	156%
Tea	218	271	-53	-20%
CSD	1,135	1,085	50	5%
Juice	981	947	34	4%
TOTAL	2,466	2,366	100	4%

Strategic F&B Industry Insights





EAST AURORA
SCHOOL DISTRICT 131



OUR EXPERTISE & EXPERIENCE



Beverage contacts (2- High Schools-2 Middle Schools – 2 Elementary Schools)

Sycamore High School
427 Spartan
Sycamore, IL
Sophia Stringer – 815-899-8160
Sstuebinger@syc427.org

Benet Academy High School
2200 Maple Ave
Lisle, IL
Phyllis Bell – 630-719-2830
Quest@Benet.org

Sycamore CUSD 427 Middle School
150 Maplewood Drive
Sycamore, IL
Sandy Prichett – 815-899-8188
Spritche@syc427.org

Central Middle School
44West 303 Plato Road P.O Box 397
Burlington, IL
Jessica Vonschnase – 847-464-6030
Jessica.Vonschnase@Central301.net

Genoa Elementary School
602 East Hill Street
Genoa, IL
Dr. Chuck Wagner – 815-784-6222
Info@Gkschools.org

Kingston Elementary
100 School Street
Kingston, IL
Dr. Chuck Wagner – 815-784-6222
Info@Gkschools.org



References For PepsiCo Beverage Sales LLC

1. Reference Name : Sean Carney
Title: President of the Stevenson Foundations
Company Name: Stevenston High School
City, State: Lincolnshire, IL 60069
Phone: 847-415-4117
Email: Scarney@Stevensonfoundation.org

2. Reference Name : Jennifer Prindle
Title: Director Of Fiscal Services
Company Name: Barrington High School
City, State: Barrington, IL 60010
Phone: 847-842-3521
Email: jprindle@barrington220.org

3. Reference Name : Seth Chapman
Title: Assistant Superintendent Finance Operations
Company Name: Glenbard High School
City, State: Glen Ellyn, IL 60137
Phone: 630-469-9100
Email: Sethchapman@Glenbard.org



EAST AURORA
SCHOOL DISTRICT 131



Naperville 203
A member of the Naperville School District

COMMUNICATIONS

February 9, 2026

Naperville CUSD 203 is operating in year one of its contract with PepsiCo. The partnership has been delightful. Our PepsiCo representative, Luke Udiasch, was extremely hands-on during onboarding ensuring that the integration of Pepsi products within our district, consisting of nearly 15 sites, was seamless and without setback. Their online ordering platform is intuitive and easy to maneuver.

Luke is responsive to our inquiries; he listens and seeks to accommodate our requests. The relationship with Fox Vending is excellent as well. Deliveries occur as they should and their monthly reporting detail helps to provide greater insight into the various building purchasing habits.

Their expanded product variety is enjoyed by our students as well as staff. It meets the standards of the National School Lunch Smart Snack guidelines while providing selections that consumers like.

I recommend PepsiCo as a partner. They communicate proactively and regularly and work hard to accommodate and meet or exceed our needs.

Sincerely,


Michelle Swobe
Business Office Specialist



EAST AURORA
SCHOOL DISTRICT 131



Carla J. Schaefer
Chief Financial Officer

320 Stadium Drive
Pekin, IL 61554
Phone (309) 477-4223
Fax (309) 477-4376
cschaefer@pekinhigh.net

February 9, 2026

To Whom It May Concern,

Pekin Community High School has enjoyed a longstanding and positive partnership with PepsiCo to meet our vending needs. We are a single-high school district serving approximately 1,700 students, and PepsiCo has consistently demonstrated an understanding of the unique needs and expectations of a school environment. In addition to supporting our district, PepsiCo works closely with our Athletic Booster Club to provide reliable vending services for athletic events and activities.

Our PepsiCo representative, John Bunting, has been a pleasure to work with over the years. He is knowledgeable, professional, and well-versed in school nutrition guidelines, ensuring that product offerings remain compliant while still appealing to our students. John is consistently responsive, proactive, and attentive to our needs, which has made our working relationship both efficient and collaborative.

PepsiCo offers a diverse selection of products that align with nutritional standards and remain popular with our student population. Their ability to balance compliance with student preferences has been an important factor in the success of our vending program.

Based on our long history of trusted service, strong communication, and positive outcomes, I confidently recommend PepsiCo as a valued and reliable partner.

Sincerely,

Carla J. Schaefer
Chief Financial Officer
Pekin Community High School



The opportunity is here. The fire is within.



EAST AURORA
SCHOOL DISTRICT 131



February 10, 2026

To Whom It May Concern,

I am writing in support of Pepsi as you explore entering into an exclusive pouring rights agreement with them. Our district has experience evaluating and managing exclusive beverage agreements and understands the importance of selecting a partner that aligns with both operational needs and the broader school environment.

In our experience, Pepsi has demonstrated a strong understanding of the K-12 setting, including the unique balance between revenue generation, product variety, and compliance with applicable nutrition and wellness guidelines. Their representatives have been professional, responsive, and willing to work collaboratively to tailor agreements that reflect a school's specific goals, facilities, and student population.

From a business perspective, exclusive pouring rights agreements can provide meaningful financial benefits to a school or district, including predictable revenue streams, marketing support, and equipment servicing. Just as important, Pepsi has shown flexibility in contract structure, implementation timelines, and ongoing account support, all key factors for ensuring a smooth and successful partnership.

Pepsi is a reputable vendor that understands the needs of public schools and is capable of serving as a reliable long-term partner and we would highly recommend them.

Please feel free to contact me (847) 415-4117 or seamev@d125.org, if you have any questions or would like additional information regarding our experience.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Sean Carney'.

Sean Carney
Assistant Superintendent for Business



EAST AURORA
SCHOOL DISTRICT 131



Naperville Park District
Promoting healthy lives, minds and community

January 14, 2025

"The Naperville Park District has partnered with Pepsi for the last 15+ years. We have many different parks and facilities across our organization, and Pepsi has been instrumental in helping us fulfill the refreshment needs of our patrons. We've been fortunate enough to work with Pepsi representatives whose communication has been great and service oriented; as a result, we've enjoyed a seamless relationship overall and value our partnership. We highly recommend working with the PepsiCo team in Chicago."

-Stacey Fontechia

Naperville Park District

Stacey Fontechia 1/14/2025



EAST AURORA
SCHOOL DISTRICT 191



January 17, 2025

The Fox Valley Park District is currently in year seven of a ten year exclusivity contract with PepsiCo. The District is comprised of the cities of Aurora, North Aurora and Montgomery. We continue to receive quality products with a variety of beverages that appeal to our various markets in our fitness centers, indoor and outdoor aquatic centers, boxing center, outdoor athletic field complex, golf course and fine dining restaurant. We are especially pleased with PepsiCo's rotation of products based on consumer selections as well as periodic introduction of new products. Customer service from route driver, service technician and area sales staff is exemplary. We also utilize cases of product for events to be sold or consumed by staff. This process coordinated through the PepsiCo sales department is essential for the numerous functions we host. Communication through service portal as well as email and phone are crucial for the continuous service to the patrons of the Fox Valley Park District. Ease of communication and the ability to provide a quality product to our customers makes for a great working relationship with PepsiCo.

Sincerely,

Frank Johnson

Sponsorship and Development Manager

Cole Center | 630-966-4515 foxvalleyparkdistrict.org



EAST AURORA
SCHOOL DISTRICT 131



FINANCIALS



EAST AURORA
SCHOOL DISTRICT 131



6. A copy of the Vendor's most recent Independent Financial Audit or other financial information

The PepsiCo Annual reports and proxy information can be found using the link below. Please contact us directly if additional information is needed.

www.pepsico.com/investors/financial-information/annual-reports-proxy-information

Pepsi Financial Proposal



EAST AURORA
SCHOOL DISTRICT 191



Our proposal includes:

3-year agreement– Exclusive Beverage Agreement (mutually agreed upon 2-Year Extension)

Upfront / Annual Support Funding: * (Fixed annual payment)

- Year 1 Annual = \$5,000
- Year 2 Annual = \$3,000
- Year 3 Annual = \$3,000
- Year 4 Extension Annual= \$3,000
- Year 5 Extension Annual= \$3,000
- **Total 5 year = \$17,000**

Annual Product Donation

- Receive annual product donation valued at \$500
- **Total 5-year value of \$2,500**

Gatorade Sideline Support:

- Year 1 = \$2,500
- Year 2 - 5 = \$1,000
- **Total 10- year value \$6,500**

Sustainability Support:

- Receive annual Sustainability support at \$1,500
- **Total 5- year value \$7,500**

Pepsi Financial Proposal



EAST AURORA
SCHOOL DISTRICT 131



Our proposal includes:

3-year agreement– Exclusive Beverage Agreement (mutually agreed upon 2-Year Extension)

Annual Support Funding: * Years 1-5 Paid in the areas with funding 100% indexed to volume of 7,500 cases for full payout

- Year 1 = \$13,000
- Year 2 = \$13,000
- Year 3 = \$13,000
- Year 4 Extension = \$13,000
- Year 5 Extension = \$13,000
- **Total 5 year = \$65,000**

Volume Incentive Funding : * If total volume achieved is 7,500 cases or greater payment made at 100%

- Year 1 = \$3,000
- Year 2 = \$3,000
- Year 3 = \$3,000
- Year 4 Extension = \$3,000
- Year 5 Extension = \$3,000
- **Total 5 year = \$15,000**

Volume Incentive Funding : * Rebates paid on all cases sold through Sodexo Café, Athletics, Boosters & Concessions.

- **Rebates = \$2.00 per case sold (Excludes 12 oz Can CSD & Vending Sales)**

PROPOSAL DETAILS



EAST AURORA
SCHOOL DISTRICT 131



Fixed annual funding					
Funding (Fixed)	Year 1	Year 2	Year 3	Year 4	Year 5
Upfront Payment	\$5,000				
Annual Support		\$3,000	\$3,000	\$3,000	\$3,000
Gatorade Sideline	\$2,500	\$1,000	\$1,000	\$1,000	\$1,000
Sustainability	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Donation	\$500	\$500	\$500	\$500	\$500

Variable Funding (Based on Index to volume & Volume Bonus)					
Funding (Variable)	Year 1	Year 2	Year 3	Year 4	Year 5
Annual Index to Volume Funding	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000
Annual Volume Bonus => 7,500cs	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Rebates (Excluding vending & 12oz Cans CSD)	\$2.00 Per Case				

Total Financial Proposal For The Five- Year Term

\$188,500

(Does not include vending commissions)



Pepsi Request for Financial Offer

PEPSI REQUESTS THE FOLLOWING IN RETURN FOR THE FINANCIAL OFFER PRESENTED IN THIS PROPOSAL

- **3-year Contract w/ 2-year Mutual Extension**
- **100% Exclusivity for Retail, Vending, Cafeteria, and Athletics for existing and future locations across main campus**
- **All packages price increases up to 4% each year**
- **Sponsorship Funding tied to Annual Volume index of 100% to base year volume 7,500 cases. The annual sponsorship dollars are based on achieving 100% of the baseline volume in the proposal 7,500 cases annually. If volume is not achieved within the year a reduction of this sponsorship will be taken on a percentage basis. Example achieving 85% of the 100% would equal \$850 dollars based on a \$1000 annual sponsorship.**

Sample Vending Commission



EAST AURORA
SCHOOL DISTRICT 131



COOK COUNTY COLD BEVERAGE MACHINES

P 3

MID	Account No.	Account Name	Location name	December Sales	December Commissions
53414	4051	MEDICAL EXAMINER'S OFFICE	Breakroom-Basement	\$0.00	\$0.00
90447	5677	Cook Cnty Dept Correction	DIV 5 - LOBBY	\$0.00	\$0.00
90870	5677	Cook Cnty Dept Correction	Div 11 Cafe 3rd Fl	\$0.00	\$0.00
90871	5677	Cook Cnty Dept Correction	Div 11 Cafe 2nd Fl	\$0.00	\$0.00
90872	5677	Cook Cnty Dept Correction	Div 11 Cafe 3rd Fl	\$0.00	\$0.00
91439	5677	Cook Cnty Dept Correction	Cook Cty Mental Health	\$0.00	\$0.00
91444	5677	Cook Cnty Dept Correction	Warehouse 1st Fl	\$0.00	\$0.00
91447	5677	Cook Cnty Dept Correction	Div 4 Lobby	\$0.00	\$0.00
97750	5677	Cook Cnty Dept Correction	3rd Fl Jury Room	\$0.00	\$0.00
97976	5677	Cook Cnty Dept Correction	Bldg 5 - 2nd Fl	\$0.00	\$0.00
97996	5677	Cook Cnty Dept Correction	3rd Fl Jury Room	\$0.00	\$0.00
50164	5677	Cook Cnty Dept Correction	BLDG 2 - BASEMENT	\$0.00	\$0.00
50226	5677	Cook Cnty Dept Correction	BLDG 2 - 2ND FLR	\$0.00	\$0.00
50237	5677	Cook Cnty Dept Correction	BLDG 2 - 3RD FLR	\$0.00	\$0.00
50313	5677	Cook Cnty Dept Correction	BLDG 2 - 4TH FLR	\$0.00	\$0.00
50662	5677	Cook Cnty Dept Correction	Div 10 Lobby	\$0.00	\$0.00
50663	5677	Cook Cnty Dept Correction	Div 10 Lobby	\$0.00	\$0.00
50664	5677	Cook Cnty Dept Correction	RTU	\$0.00	\$0.00
Totals				\$0.00	\$0.00

PepsiCo would be willing to partner with the current vending company or a company chosen by the East Aurora School District 131.

How the Vending partnership works:

Pepsi will supply the products to our partnered vending company.

The vending partner will be responsible for restocking and maintaining the vendors.

All products available through the vendors will exclusively feature Pepsi-branded items.

Commission payments will be calculated as a percentage of the total sales generated through all vendor locations.



EAST AURORA
SCHOOL DISTRICT 191



BRANDS THAT MATTER.

HEALTHY OPTIONS



EAST AURORA
SCHOOL DISTRICT 131



PEPSICO'S COMMITMENT TO HEALTHIER OPTIONS

PepsiCo has a wide variety of Better For You beverages that will meet the changing needs of students. These beverages range from low or no calorie options to 100% ALL-NATURAL ingredient offers. We understand the growing concerns of consumers and are committed to providing healthier beverage options.

OUR COMMITMENT TO EAST AURORA SCHOOL DISTRICT 131

PepsiCo Foodservice will partner with East Aurora School District 131 to review our product portfolio and ensure we have healthier options available across all campus outlets. We will share new innovation when it becomes available as well as trends we are seeing across the country with regards to health and wellness!



YEARLY INNOVATION



EAST AURORA
SCHOOL DISTRICT 131



As the world changes, we change with it – it's what fuels our new product development and keeps us innovating. In the last five years alone, our product developers have created more than 100 new beverages that are consumer staples today.

Some offer unexpected new flavor combinations; some offer reduced calories; some help athletic performance; and some offer nutrition in every sip

Our 2026 Brand Innovation Features Functional and Better For You Products That Students Demand





EAST AURORA
SCHOOL DISTRICT 131



All Highlighted items are USDA Smart-Snack Compliant



2026 PepsiCo Beverages Portfolio

PRODUCT INFORMATION: www.pepsico.com/products - Products may vary by Market/Location LAST UPDATE 12/31/2025

HYDRATION/SPARKLING

AQUAFINA

- 12oz Bottles (24pk)
- 20oz Bottles (24pk)
- 1 Liter Bottles (12pk)
- 700ml Sport Cap Bottles (12pk)
- 1.25 Liter Bottles (12pk)
- 1.5 Liter Bottles (12pk)
- 16oz Aluminum-Top Bottle (12pk)

LIFE WATER

- 20oz Bottles (24pk)
- 700ml Sport Cap Bottles (12pk)
- 1 Liter Bottles (12pk)

electroLYTE

- 11 bottles (6pk, 12pk)
- 700ml Bottles (12pk)
- 20oz Bottles (6S)

GATORADE

- 2oz Bottles (12pk)
- Fruit Punch
- Blue Raz
- Orange
- Glacier Cherry
- Glacier Freeze
- Fierce Grape
- Fierce Blue Cherry
- Fierce Green Apple
- Fierce Strawberry
- Lime Cucumber
- Lime

SARONADO ZERO

- 2oz Bottles (12pk)
- Cool Blue
- Fruit Punch
- Lemon Lime
- Orange
- Glacier Cherry
- Glacier Freeze
- Watermelon Splash
- Apple Blast
- Kiwi Strawberry
- Lime Cucumber

Propel

- 16.5oz Bottles (12pk)
- Blackberry
- Raspberry
- Sweet With Lemon
- Sweet No Lemon
- Super Sweet
- Unsweet No Lemon
- Sweet Zero Sugar

Lipton

- 16.5oz Bottles
- Diet Green Tea Citrus
- Green Tea Citrus
- Lemon
- Peach
- Diet Peach
- White Tea Raspberry
- Tea Lemonade
- Immune Support - Diet Green
- Tea Pineapple Mango

AMERICAN BOTTLE

- 12oz Cans (24pk)
- Lemon
- Tea - Sweet with Lemon
- Tea - Sweet Tea
- Tea - Strawberry Melon
- Tea - Blood Orange
- Tea - Sweet Tea
- Tea - Tea Lemonade
- Tea - Raspberry
- Tea - Blueberry & Pom
- Tea - Passionfruit Pineapple
- Juice Drink - Fruit Punch
- Juice Drink - Lemonade
- Juice Drink - Pink Lemonade

GATORADE

- 2oz Bottles (12pk)
- Apple Blast
- Cool Blue
- Fruit Punch
- Glacier Cherry
- Glacier Freeze
- Grape
- Lemon Lime
- Orange
- Watermelon Splash
- 2oz Bottles (12pk)
- Cool Blue
- Berry
- Orange
- Glacier Cherry
- Glacier Freeze
- Lime Cucumber
- Lime
- Kiwi Strawberry
- Energy Boost Passionfruit
- Energy Boost Raspberry
- Energy Boost Raspberry Green Tea
- Energy Boost Raspberry
- Grape
- Kiwi Strawberry
- Berry
- 2oz Bottles
- Black Cherry
- Blue Raspberry
- FR Mango
- FR Peach
- FR Strawberry Kiwi
- FR Strawberry Lemonade
- FR Watermelon
- Energy Boost Passionfruit-Grape
- Immune Support Orange Blast
- Propel Lemonade
- Subquad
- 16.5oz/20oz/24oz
- Orange Raspberry
- Lipton Esquis
- 16oz Cans
- Strawberry Lemonade
- Pineapple Mango Lemonade

- 2oz Bottles (12pk)
- Apple Blast
- Cool Blue
- Fruit Punch
- Glacier Cherry
- Glacier Freeze
- Grape
- Lemon Lime
- Orange
- Watermelon Splash
- 2oz Bottles (12pk)
- Cool Blue
- Berry
- Orange
- Glacier Cherry
- Glacier Freeze
- Lime Cucumber
- Lime
- Kiwi Strawberry
- Energy Boost Passionfruit
- Energy Boost Raspberry
- Energy Boost Raspberry Green Tea
- Energy Boost Raspberry
- Grape
- Kiwi Strawberry
- Berry
- 2oz Bottles
- Black Cherry
- Blue Raspberry
- FR Mango
- FR Peach
- FR Strawberry Kiwi
- FR Strawberry Lemonade
- FR Watermelon
- Energy Boost Passionfruit-Grape
- Immune Support Orange Blast
- Propel Lemonade
- Subquad
- 16.5oz/20oz/24oz
- Orange Raspberry
- Lipton Esquis
- 16oz Cans
- Strawberry Lemonade
- Pineapple Mango Lemonade

- 2oz Bottles (12pk)
- Apple Blast
- Cool Blue
- Fruit Punch
- Glacier Cherry
- Glacier Freeze
- Grape
- Lemon Lime
- Orange
- Watermelon Splash
- 2oz Bottles (12pk)
- Cool Blue
- Berry
- Orange
- Glacier Cherry
- Glacier Freeze
- Lime Cucumber
- Lime
- Kiwi Strawberry
- Energy Boost Passionfruit
- Energy Boost Raspberry
- Energy Boost Raspberry Green Tea
- Energy Boost Raspberry
- Grape
- Kiwi Strawberry
- Berry
- 2oz Bottles
- Black Cherry
- Blue Raspberry
- FR Mango
- FR Peach
- FR Strawberry Kiwi
- FR Strawberry Lemonade
- FR Watermelon
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- Orange
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- Lime
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- Energy Boost Passionfruit
- Energy Boost Raspberry
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- Energy Boost Raspberry
- Grape
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- Energy Boost Passionfruit
- Energy Boost Raspberry
- Energy Boost Raspberry Green Tea
- Energy Boost Raspberry
- Grape
- Kiwi Strawberry
- Berry
- 2oz Bottles
- Black Cherry
- Blue Raspberry
- FR Mango
- FR Peach
- FR Strawberry Kiwi
- FR Strawberry Lemonade
- FR Watermelon
- Energy Boost Passionfruit-Grape
- Immune Support Orange Blast
- Propel Lemonade
- Subquad
- 16.5oz/20oz/24oz
- Orange Raspberry
- Lipton Esquis
- 16oz Cans
- Strawberry Lemonade
- Pineapple Mango Lemonade

BUBBLY SEARLING WATER

- 12oz Cans (6pk)
- Lime
- Blackberry
- Strawberry
- Grapefruit
- Mango
- Raspberry
- Orange Cream
- Cougar & Pineapple
- Blueberry And Pom
- Belkin Bliss
- Strawberry Sunset
- Mojito Breeze
- Tiki Sunrise

4oz Cans

- Blackberry
- Strawberry
- Grapefruit

Schweppes Seltzer

- (North Only)
- 12oz Cans (24pk)
- Seltzer
- Raspberry Lime
- Black Cherry
- Lemon Lime
- Orange
- Pink Grapefruit
- Pineapple Passionfruit

Schweppes Seltzer

- (North Only)
- 12oz Cans (24pk)
- Seltzer
- Raspberry Lime
- Black Cherry
- Lemon Lime
- Orange
- Pink Grapefruit
- Pineapple Passionfruit

Schweppes Seltzer

- (North Only)
- 12oz Cans (24pk)
- Seltzer
- Raspberry Lime
- Black Cherry
- Lemon Lime
- Orange
- Pink Grapefruit
- Pineapple Passionfruit

Schweppes Seltzer

- (North Only)
- 12oz Cans (24pk)
- Seltzer
- Raspberry Lime
- Black Cherry
- Lemon Lime
- Orange
- Pink Grapefruit
- Pineapple Passionfruit

PROTEIN

Muscle Milk

- 14oz Bottles (12pk)
- Pro Series - Iced Chocolate 40G
- Pro Series - Intense Vanilla 40G
- Pro Series - Vanilla 40G
- Pro Series - Strawberry 40G
- Pro Series - Chocolate Peanut Butter 40G
- Genuine - Chocolate
- Genuine - Vanilla Creme
- Genuine - Strawberries N Cream (vanilla)
- Milk - Chocolate Milk - Caramel And Vanilla

Santitas Protein Bars

- 2.8oz Bars (12pk)
- Chocolate Chip
- Orange
- PB Chocolate
- Chocolate Caramel

Santitas Granolache

- 2oz Bottles (12pk)
- Strawberry Kiwi
- Watermelon
- Glacier Freeze
- Orange
- Zero Sugar Strawberry Kiwi
- Zero Sugar Lemon Lime
- Zero Sugar Fruit Punch

Gatorade Gatorade

- 2oz Bottles (12pk)
- Lime Cucumber
- Mixed Berry
- Pineapple Mango
- Cherry Lime
- Tropical Coconut

Gatorade Gatorade

- 2oz Bottles (12pk)
- Lime Cucumber
- Mixed Berry
- Pineapple Mango
- Cherry Lime
- Tropical Coconut



EA EAST AURORA
SCHOOL DISTRICT 131

All Highlighted items are USDA Smart- Snack Compliant

2026 PepsiCo Beverages Portfolio
PRODUCT INFORMATION: 33.3oz, 4oz, 8oz, 16oz, 20oz, 32oz, 48oz, 64oz, 120oz, 128oz, 168oz, 240oz, 300oz, 330oz, 360oz, 480oz, 600oz, 720oz, 960oz, 1440oz, 1680oz, 2160oz, 2880oz, 3600oz, 4320oz, 5040oz, 5760oz, 6480oz, 7200oz, 7920oz, 8640oz, 9360oz, 10080oz, 10800oz, 11520oz, 12240oz, 12960oz, 13680oz, 14400oz, 15120oz, 15840oz, 16560oz, 17280oz, 18000oz, 18720oz, 19440oz, 20160oz, 20880oz, 21600oz, 22320oz, 23040oz, 23760oz, 24480oz, 25200oz, 25920oz, 26640oz, 27360oz, 28080oz, 28800oz, 29520oz, 30240oz, 30960oz, 31680oz, 32400oz, 33120oz, 33840oz, 34560oz, 35280oz, 36000oz, 36720oz, 37440oz, 38160oz, 38880oz, 39600oz, 40320oz, 41040oz, 41760oz, 42480oz, 43200oz, 43920oz, 44640oz, 45360oz, 46080oz, 46800oz, 47520oz, 48240oz, 48960oz, 49680oz, 50400oz, 51120oz, 51840oz, 52560oz, 53280oz, 54000oz, 54720oz, 55440oz, 56160oz, 56880oz, 57600oz, 58320oz, 59040oz, 59760oz, 60480oz, 61200oz, 61920oz, 62640oz, 63360oz, 64080oz, 64800oz, 65520oz, 66240oz, 66960oz, 67680oz, 68400oz, 69120oz, 69840oz, 70560oz, 71280oz, 72000oz, 72720oz, 73440oz, 74160oz, 74880oz, 75600oz, 76320oz, 77040oz, 77760oz, 78480oz, 79200oz, 79920oz, 80640oz, 81360oz, 82080oz, 82800oz, 83520oz, 84240oz, 84960oz, 85680oz, 86400oz, 87120oz, 87840oz, 88560oz, 89280oz, 90000oz, 90720oz, 91440oz, 92160oz, 92880oz, 93600oz, 94320oz, 95040oz, 95760oz, 96480oz, 97200oz, 97920oz, 98640oz, 99360oz, 100080oz, 100800oz, 101520oz, 102240oz, 102960oz, 103680oz, 104400oz, 105120oz, 105840oz, 106560oz, 107280oz, 108000oz, 108720oz, 109440oz, 110160oz, 110880oz, 111600oz, 112320oz, 113040oz, 113760oz, 114480oz, 115200oz, 115920oz, 116640oz, 117360oz, 118080oz, 118800oz, 119520oz, 120240oz, 120960oz, 121680oz, 122400oz, 123120oz, 123840oz, 124560oz, 125280oz, 126000oz, 126720oz, 127440oz, 128160oz, 128880oz, 129600oz, 130320oz, 131040oz, 131760oz, 132480oz, 133200oz, 133920oz, 134640oz, 135360oz, 136080oz, 136800oz, 137520oz, 138240oz, 138960oz, 139680oz, 140400oz, 141120oz, 141840oz, 142560oz, 143280oz, 144000oz, 144720oz, 145440oz, 146160oz, 146880oz, 147600oz, 148320oz, 149040oz, 149760oz, 150480oz, 151200oz, 151920oz, 152640oz, 153360oz, 154080oz, 154800oz, 155520oz, 156240oz, 156960oz, 157680oz, 158400oz, 159120oz, 159840oz, 160560oz, 161280oz, 162000oz, 162720oz, 163440oz, 164160oz, 164880oz, 165600oz, 166320oz, 167040oz, 167760oz, 168480oz, 169200oz, 169920oz, 170640oz, 171360oz, 172080oz, 172800oz, 173520oz, 174240oz, 174960oz, 175680oz, 176400oz, 177120oz, 177840oz, 178560oz, 179280oz, 180000oz, 180720oz, 181440oz, 182160oz, 182880oz, 183600oz, 184320oz, 185040oz, 185760oz, 186480oz, 187200oz, 187920oz, 188640oz, 189360oz, 190080oz, 190800oz, 191520oz, 192240oz, 192960oz, 193680oz, 194400oz, 195120oz, 195840oz, 196560oz, 197280oz, 198000oz, 198720oz, 199440oz, 200160oz, 200880oz, 201600oz, 202320oz, 203040oz, 203760oz, 204480oz, 205200oz, 205920oz, 206640oz, 207360oz, 208080oz, 208800oz, 209520oz, 210240oz, 210960oz, 211680oz, 212400oz, 213120oz, 213840oz, 214560oz, 215280oz, 216000oz, 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648720oz, 649440oz, 650160oz, 650880oz, 651600oz, 652320oz, 653040oz, 653760oz, 654480oz, 655200oz, 655920oz, 656640oz, 657360oz, 658080oz, 658800oz, 659520oz, 660240oz, 660960oz, 661680oz, 662400oz, 663120oz, 663840oz, 664560oz, 665280oz, 666000oz, 666720oz, 667440oz, 668160oz, 668880oz, 669600oz, 670320oz, 671040oz, 671760oz, 672480oz, 673200oz, 673920oz, 674640oz, 675360oz, 676080oz, 676800oz, 677520oz, 678240oz, 678960oz, 679680oz, 680400oz, 681120oz, 681840oz, 682560oz, 683280oz, 684000oz, 684720oz, 685440oz, 686160oz, 686880oz, 687600oz, 688320oz, 689040oz, 689760oz, 690480oz, 691200oz, 691920oz, 692640oz, 693360oz, 694080oz, 694800oz, 695520oz, 696240oz, 696960oz, 697680oz, 698400oz, 699120oz, 699840oz, 700560oz, 701280oz, 702000oz, 702720oz, 703440oz, 704160oz, 704880oz, 705600oz, 706320oz, 707040oz, 707760oz, 708480oz, 709200oz, 709920oz, 710640oz, 711360oz, 712080oz, 712800oz, 713520oz, 714240oz, 714960oz, 715680oz, 716400oz, 717120oz, 717840oz, 718560oz, 719280oz, 720000oz, 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EAST AURORA
SCHOOL DISTRICT 131



All Highlighted items are USDA Smart- Snack Compliant



2026 PepsiCo Beverages Portfolio

PRODUCT INFORMATION: <https://www.pepsico.com/pepsico-products-usa> - Products may vary by Market/Location - LAST UPDATE: 12/21/2025

FOUNTAIN BEVERAGES



- 3 Gallon BIB
- Pepsi
- Pepsi Zero Sugar
- Pepsi Wild Cherry
- Mountain Dew (Central and West Div only)
- Diet Mtn Dew
- Starry
- Mug Root Beer
- Crush Orange
- Schweppes Ginger Ale (North Div only)
- Schweppes Tonic (North Div only)
- Dr. Pepper *Div Varies*
- Diet Dr. Pepper *Div Varies*
- Brisk Raspberry
- Big Red
- Tropicana Lemonade
- Tropicana Pink Lemonade
- Tropicana Fruit Punch

bubby
3 Gallon BIB
Lime
Raspberry

CRAFT Stubborn Spade
3 Gallon BIB
Root Beer
Agave Vanilla Crème
Pineapple Cream
Black Cherry and Tarragon
Draft Cola
Draft Cola Zero Sugar

Dole Juice Exchange
1 Gallon
Dole 100% Orange
Dole 100% Apple Juice
Dole 15% Cranberry

VIVA SOL AGUAS FRESCAS
3 Gallon BIB
Morchata
Jamaica (N/A North)
Pina (N/A North)

CITRUS SPRINGS JUICES

- 3 Gallon BIB
- Apple 100% Juice
- 2 Gallon BIB
- Orange 100% Juice
- Pineapple Juice
- Cranberry Juice

Lipton
3 Gallon BIB
Unsweetened
No Lemon
Sweet Tea

Pure CRAFT BEVERAGES
3 Gallon BIB
Homestyle Lemonade (Central and West Div only)
Strawberry Watermelon (Central and West Div only)
Mango Lemonade (West Div only)

BAR & FROZEN

Cool Attitudes
3G BIB
Alert
Margarita
Sweet & Sour
2G BIB
Ginger Beer

Neon Zebra
7.5oz (24pk)
Margarita
Strawberry Daiquiri
Mojito
Whiskey Sour

Tea Kitchen
Fresh Brew Tea
1 Sachet 3 Gallon
32 Pack of 3oz Tea Sachet (Black)





EAST AURORA
SCHOOL DISTRICT 131



Meet USDA Smart Snacks Regulations for K-12 Schools
(for midnight before until 30 minutes after the school day)

2026 Beverages for K-12 Schools

USDA Permitted Beverage	Brands	Size	Elem. School	Middle School	High School
Plain Water or Plain Carbonated Water	Aquafina	Any	✓	✓	✓
	Schwepes Sparkling Seltzer Water - Original	Any	✓	✓	✓
Caloric-free, Flavored Water, With or Without Carbonation	LifeViv	Any	✓	✓	✓
	Propel, Berry, Grape, Kiwi Straw, Lemon, Bik Cherry, Watermelon, Mango, Peach, Strawberry Lemon	16.9/20 fl oz	✗	✗	✓
	Propel Zero Sugar Powder Packets (mix with 16.9 fl oz water); Berry, Kiwi Strawberry, Raspberry	16.9 fl oz	✗	✗	✓
	Lemonade Lemon, Grape, Watermelon	12/20 fl oz	✗	✗	✓
	Schwepes Sparkling Seltzer Water; Lemon/Lime, Orange, Black Cherry, Raspberry/Lime, Pink Grapefruit	12/20 fl oz	✗	✗	✓
	SoBe Lifewater 0 Calorie; Acai Raspberry, Black and Blue Berry, Blood Orange/Mango, Fuji Apple Pear, Strawberry Dragonfruit, Yumberry	20 fl oz	✗	✗	✓
	Pomegranate				
	Bubbly Sparkling Water; Lime, Grapefruit, Strawberry, Lemon, Orange, Apple, Mango, Cherry, Peach, Cranberry, Raspberry, Blackberry, Blueberry	Sizes Vary 12/16/20 fl oz	✗	✗	✓
	Pomegranate, White Ginger Peach, Coconut Passionfruit				
	Gatorade Water, Unflavored, Electrolyte Infused	20 fl oz	✗	✗	✓
	Naked Juice; Berry Blast Machine, Blue Machine, Green Machine, Mighty Mango Machine, Strawberry Banana Machine, Pina Colada Machine	10 fl oz	✗	✓	✓
	Tropicana Chilled Juices; Apple Juice, Grape Juice	11 fl oz	✗	✓	✓
Tropicana Pure Premium; Orange Juice - No Pulp, Orange Juice with Calcium & Vit D, Orange Juice - Some Pulp, Red Grapefruit Juice	Sizes Vary 6 to 11 fl oz	Up to 8 fl oz	Up to 11 fl oz	Up to 11 fl oz	
Tropicana Shelf Stable Juices; Apple, Orange Blend, Ruby Red Grapefruit	10 fl oz	✗	✓	✓	
100% Fruit and/or Vegetable Juice	Itze Sparkling Juices; Apple, Blackberry, Clementine, Peach, Strawberry, Watermelon Sweeteners	8.4 fl oz	✗	✓	✓



USDA Permitted Beverages	Brands	Size	Elem. School	Middle School	High School
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 Zero Sugar (all flavors), Diet Min Dew (incl. caff., free & flavors), Min Dew Zero, Min Dew Major Melon Zero Sugar, Min Dew Spark Zero Sugar, Min Dew Pitch Black Zero Sugar, Min Dew Baja Blast Zero Sugar, Slurpy Lemon Lime Zero Sugar, Diet Mug Root Beer, Diet Mug Cream Soda, Mug Zero Root Beer, Diet Dr. Pepper, Dr. Pepper Zero Sugar, Dr. Pepper Zero Sugar Cherry, Schweppes Ginger Ale Zero Sugar, Schweppes Club Soda	Up to 20 fl oz	X	X	✓
	Lipton Iced Tea; Zero Sugar Green Tea with Citrus, Zero Sugar Green Tea with Mixed Berry, Zero Sugar Iced Tea Peach, Zero Sugar Iced Tea Pineapple	20/16.9 fl oz	X	X	✓
	Bubly Burst: Mango Lime	16.9 fl oz	X	X	✓
	Pure Leaf Zero Sugar Sweet, Unsweetened Black Tea	16.9/18.5 fl oz	X	X	✓
	Pure Leaf Unsweetened Green Tea, Unsweetened Black Tea with Lemon, Zero Sugar Peach	18.5 fl oz	X	X	✓
	Pure Leaf Marial Focus	12 fl oz	X	X	✓
	Gatorade Zero; Glacier Cherry, Glacier Freeze, Lemon Lime, Oranges, Cool Blue, Grape, Fruit Punch, Watermelon Splash, Apple Burst, Berry	12/20 fl oz	X	X	✓
	G Zero Powder Packets (Add to 16.9 fl oz water); Glacier Cherry, Glacier Freeze, Fruit Punch, Lemon Lime, Grape, Orange	16.9 fl oz	X	X	✓
	Getoflyta Zero: Lemon Lime, Strawberry Kiwi	20 fl oz	X	X	✓
	Propel Immune Support: Lemon Blackberry, Orange Raspberry	20 fl oz	X	X	✓
	Propel Vitamin Boost: Apple Pear, Peach Mango, Strawberry Raspberry	20 fl oz	X	X	✓
	Bubbli Antioxidant Water, Triple Berry, Blood Orange Mango Mingle, Pomegranate Acai Refresh, Cranberry Grapefruit Sparkle, Passion Fruit Wonder, Twisted Elixir, Cherry Guava Blend, Puya Berry Nestle, Lemon Lime Twist, Tropical Dream, Wild Cherry Chill, Watermelon Lime Smash, Peach Raspberry Dazzle	12 fl oz	X	X	✓
	Via Ice Vitamin Infused Sparkling Water: Acai Blueberry Pomegranate, Black Raspberry, Lemon Lime, Orange Mango, Cranberry, Cucumber Lime, Strawberry Lemonade, Lemonade, Peach Mango, Pineapple Coconut, Strawberry Watermelon	17 fl oz	X	X	✓



USDA Permitted Beverages	Brands	Size	Elem. School	Middle School	High School
Other Flavored Beverages With or Without Carbonation, Labeled With 40 Calories or Less per 8 fl oz or 80 Calories or Less per 12 fl oz; Mix Size 12 fl oz	G2: Fruit Punch, Glacier Freeze, Grape	12 fl oz	X	X	✓
	poppi; Root Beer; Punch Pop; Alpine Blast; Green Soda; Doc Pop; Orange; Strawberry Lemon; Cherry Cola; Range Orange; Wild Berry; Lemon Lime; Ginger Ale; Raspberry; Blueberry; Cherry Limeade; Watermelon; Classic Cola	12 fl oz	X	X	✓
	Kevita Sparkling Lemonade; Classic; Strawberry; Kiwi; Probiotic Refreshers; Tangerine; Strawberry Kiwi; Acai Coconut; Watermelon Lime; Lemon Cinnamon; Mango; Mint Coconut; Pomgranate	12 fl oz	X	X	✓
	Brikk Iced Tea and Lemonade	12 fl oz	X	X	✓
	Fruity; Strawberry Kiwi; Fruit Punch; Apple Grape	12 fl oz	X	X	✓
	Starbucks; Cold Brew Black Unsweetened; Cold Brew Black Sweetened; Cold & Crafted Sweetened Black	11 fl oz	X	X	✓
	Starbucks; Cold Brew Nitro Black Unsweetened; Cold Brew Nitro Dark Caramel	9.5 fl oz	X	X	✓
	Tropicana Zero Sugar; Classic Lemonade; Fruit Punch	11 fl oz	X	X	✓

Notes:

- In addition to complying with the USDA regulations summarized above, PepsiCo will adhere to state and local regulations on school beverage sales.
- In schools that are not subject to the USDA regulations and in all schools during the extended school day, PepsiCo will follow the PepsiCo's U.S. School Beverage Policy. [PepsiCo's U.S. School Beverage Policy](#) 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 beverages that meet the nutrition guidelines.



USDA Smart Snack Standards for Beverages in K-12 Schools
To be eligible for the Smart Snacks program, schools must 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 carbonates) and no added sweeteners	≤ 8 fl oz	≤ 12.8 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
Carbonated beverages	Not permitted*	Not permitted*	Permitted

* except zero calorie and/or electrolyte



EAST AURORA
SCHOOL DISTRICT 131



2026 K-12 VENDING PLANOGRAMS

(USDA SMART SNACK APPROVED)



8. Estimated length of time between beverage stocking at buildings and beverage expiration dates.

PepsiCo utilizes state of the art technology to monitor sales and incidence. This technology reports back to our vending manager and lets them know when the machine needs to be filled and with what products. This technology lets us know what products are selling and not selling so we can adjust to provide the optimal products mix to meet your beverage needs.

Products dates are checked each time the vending machines are filled. If a product does expire in between services, we will work in good faith to replace and/or credit the expired product.

**ONE BEST WAY PLANOGRAM
HIGH SCHOOL GLASSFRONT**



EAST AURORA
SCHOOL DISTRICT 131



SHELF 1: FACINGS:

- GATORADE ZERO GLACIER FREEZE 20 OZ 3
- GATORADE ZERO GLACIER CHERRY 20 OZ 3
- PROPEL BERRY 20 OZ 3

SHELF 2: FACINGS:

- LIPTON UNSWEETEND TEA 18.5 OZ 3
- BUBBL'R TWISTED ELIX'R 12 OZ 3
- BUBBL'R TRIPLE BERRY 12 OZ 3

SHELF 3: FACINGS:

- POPPI STRAWBERRY LEMON 12 OZ 3
- POPPI RASPBERRY ROSE 12 OZ 3
- ZERO SUGAR PEPSI 20 OZ 3

SHELF 4: FACINGS:

- ZERO SUGAR CHERRY PEPSI 20 OZ 3
- ZERO SUGAR STARFRY 20 OZ 3
- DIET MOUNTAIN DEW 20 OZ 3

SHELF 5: FACINGS:

- ZERO SUGAR BAJA BLAST 20 OZ 3
- ZERO SUGAR MUG ROOTBEER 20 OZ 3
- AQUAFINA 20 OZ 3



ONE BEST WAY PLANOGRAM
HIGH SCHOOL SIDE BY SIDE GLASSFRONTS



EAST AURORA
 SCHOOL DISTRICT 131



SHELF 1: FACINGS:

- LIPTON UNUSWEETEND TEA 16.5 OZ 3
- LIPTON ZERO SUGAR SWEET TEA 16.5 OZ 3
- POPPI STRAWBERRY LEMON 12 OZ 2
- POPPI RASPBERRY ROSE 12 OZ 2

SHELF 2: FACINGS:

- ZERO SUGAR PEPSI 20 OZ 5
- ZERO SUGAR CHERRY PEPSI 20 OZ 4

SHELF 3: FACINGS:

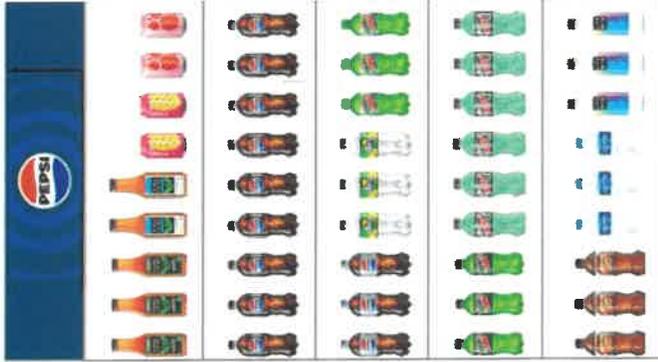
- DIET PEPSI 20 OZ 3
- ZERO SUGAR STARRY 20 OZ 3
- DIET MOUNTAIN DEW 20 OZ 3

SHELF 4: FACINGS:

- ZERO SUGAR MOUNTAIN DEW 20 OZ 3
- ZERO SUGAR BAJA BLAST 20 OZ 6

SHELF 5: FACINGS:

- ZERO SUGAR MUG FOOTBEER 20 OZ 3
- AQUAFINA 20 OZ 3
- LIFEWATER 20 OZ 3



SHELF 1: FACINGS:

- BUBBL'R TWISTED ELIXIR 12 OZ 3
- BUBBL'R TRIPLE BERRY 12 OZ 3
- BUBBL'R WILD CHERRY CHILLER 12 OZ 3

SHELF 2: FACINGS:

- BUBBL'R POMMIGRANITE ACAI 12 OZ 3
- BUBBL'R PASSION FRUIT VONDER 12 OZ 3
- BUBBL'R PITAYA BERRY NECT'R 12 OZ 3

SHELF 3: FACINGS:

- GATORADE ZERO GLACIER FREEZE 20 OZ 3
- GATORADE ZERO GLACIER CHERRY 20 OZ 3
- GATORADE ZERO LEMON LIME 20 OZ 3

SHELF 4: FACINGS:

- GATORADE ZERO ORANGE 20 OZ 3
- GATORADE ZERO GRAPE 20 OZ 3
- GATORLYTE ZERO STRAW KIMI 20 OZ 3

SHELF 5: FACINGS:

- GATORADE WATER 20 OZ 3
- PROPEL BERRY 20 OZ 3
- PROPEL KIMI STRAWBERRY 20 OZ 3

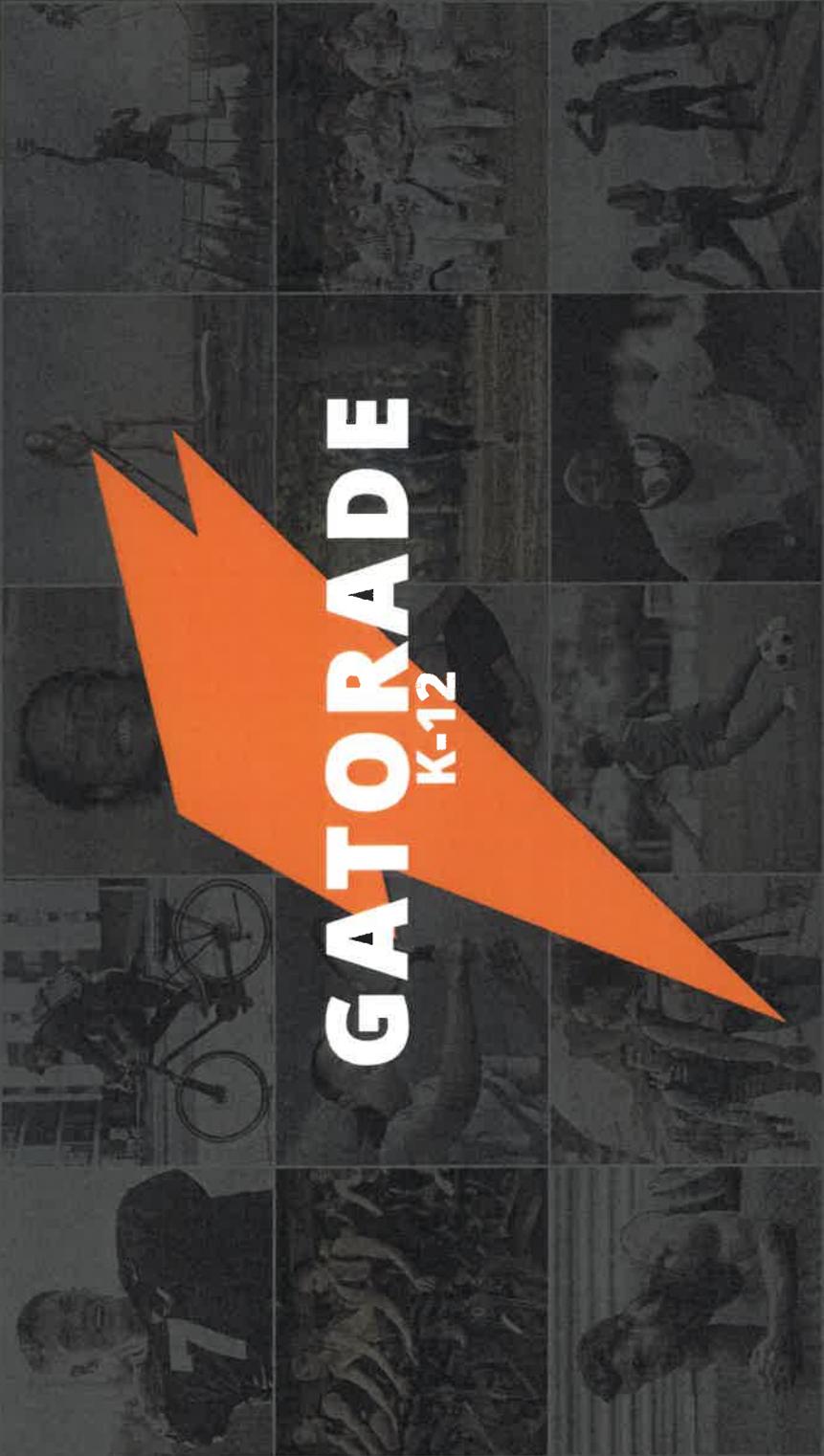




EAST AURORA
SCHOOL DISTRICT 131



GATORADE SIDELINE KIT SUPPORT



GATORADE

K-12

Gatorade Sideline Kits



EAST AURORA
SCHOOL DISTRICT 131



REFUEL & RESTORE \$95



GATORADE HYDRATES BETTER THAN WATER

- (1) Case of GATORADE Thirst Quencher Powder (32 - 2.5 gallon bags)
- OR (3) Cases of GATORADE Thirst Quencher Powder Sticks (240 - 20oz sticks)
- OR (2) Cases of GATORLYTE Powder Sticks (96 - 20oz sticks)

CHOOSE 1 PREMIUM

- (1) Case of 7oz Cups (2,000/case) • (24) GATORADE Squeeze Bottles

Choose flavor preferences on reverse

UP TO
75% OFF
RETAIL
VALUE!

PepsiCo's proposal includes \$2,500 in year one and \$1,000 in all remaining years.



EAST AURORA
SCHOOL DISTRICT 131



Gatorade Sideline Kits

FUELING ON THE GO \$195

UP TO
80% OFF
RETAIL VALUE



CHOOSE 2 OF THE BELOW OPTIONS:

- OPTION #1 • (3) Cases of GATORADE Thirst Quencher Powder Sticks (240 - 20oz sticks)
- OR (2) Cases of GATORLYTE Powder Sticks (96 - 20oz sticks)
- (24) GATORADE Squeeze Bottles (included with powder selection)
- OPTION #2 • (8) Cases of GATORADE Chews (128 servings)
- OPTION #3 • (10) Cases of GATORADE Protein Bars (120 servings)
- OPTION #4 • (10) Cases of 11oz MUSCLE MILK Genuine Protein Shakes (120 servings)
- OR (10) Additional Cases of GATORADE Protein Bars (120 servings)

Choose flavor preferences on reverse

PepsiCo's proposal includes \$2,500 in year one and \$1,000 in all remaining years.



EAST AURORA
SCHOOL DISTRICT 131



Gatorade Sideline Kits

SIDELINE ESSENTIALS \$325



UP TO
80% OFF
RETAIL
VALUE!

PREMIUM PERFORMANCE PACKAGE

- (1) Case of GATORADE Thirst Quencher Powder (32 - 2.5 gallon bags)
- OR (3) Cases of GATORADE Thirst Quencher Powder Sticks (240 - 20oz sticks)
- OR (2) Cases of GATORLYTE Powder Sticks (96 - 20oz sticks)
- (6) Cases of GATORADE Chews (96 servings)
- (8) Cases of GATORADE Protein Bars (96 servings)
- OR (8) Cases of 11oz MUSCLE MILK Genuine Protein Shakes (96 servings)

CHOOSE 3 PREMIUMS (Repeat Options Accepted)

- (1) 6 Gallon Cooler
- (1) 9 Gallon Cooler
- (1) 60 Quart Ice Chest on Wheels
- (10) GATORADE Towels
- (24) GATORADE Squeeze Bottles
- (4) GATORADE Squeeze Bottle Carriers
- (1) Case of 7oz Cups (2,000/case)

**Limit 2 coolers per kit • Choose flavor preferences and premiums on reverse*

PepsiCo's proposal includes \$2,500 in year one and \$1,000 in all remaining years.



EAST AURORA
SCHOOL DISTRICT 131



EQUIPMENT & SERVICE SUPPORT

Pepsi Offers a Wide Variety of Equipment Options to Meet Your Campus Needs Across Dining, Vending, and Retail Locations



EAST AURORA
SCHOOL DISTRICT 131



We offer an expansive assortment of innovative equipment that will continue to elevate the beverage experience for everyone.

DINING



VENDING



RETAIL



Customized Equipment & Service Program



EAST AURORA
SCHOOL DISTRICT 131



DISPENSING EQUIPMENT

Flexibility In Dispensing Equipment Options

- All fountain dispensers equipped with Intellicarb Technology to deliver "bottle from the fridge" quality
- Water booster and water filtration ensure consistent beverage quality
- Free equipment will be provided



SERVICE AND PREVENTATIVE MAINTENANCE

Service And Maintenance Tailored To Your Needs

- Service program provides a 4-hour response time target
- No charge for repairs
- No trip fee or travel time
- Preventative maintenance visits proactively check all beverage components, no scheduling required



SMALL PARTS BY MAIL

Free Parts Eliminate The Need For A Service Call

- Simple components that can be installed by a manager without special tools
- Orders under \$25 including shipping are free





EAST AURORA
SCHOOL DISTRICT 131



Pepsi World Class Service Support to Your Campus



ONE PHONE NUMBER FOR SERVICE

- Calls answered 24 hours a day
- Unlimited free service calls & parts 877.386.4567



PRIORITIZED DISPATCH SYSTEM

- Targeted 4 hour response time
- No trip fee or travel time



3,100+ TRAINED PEPSICO TECHNICIANS

- 100% PepsiCo employees, not outsourced to external providers.
- Incremental Service Advantage program available to support equipment beyond beverage



SMALL PARTS FULFILLMENT

- Resolve issues quickly without the need for a service call
- Simple components that can be installed by a manager without special tools
- Orders < \$25 including shipping are free



CERTIFIED EQUIPMENT CENTERS

- Managing the equipment life cycle to deliver high quality at reduced cost

Managing All Aspects of Your Equipment and Service Program

Pepsi World Class Service For Your Campus



EAST AURORA
SCHOOL DISTRICT 131



OUR SERVICE COMMITMENT TO DISTRICT 131

- *Fountain, bottle and can products will be delivered by a PepsiCo delivery representative.*
 - *Product delivery schedule will be mutually agreed upon between PepsiCo and District 131 locations based on campus needs*
- *Dedicated PepsiCo Key Account Manager will successfully manage all areas in the designated account base*
 - *Ensure right product mix*
 - *Create planograms for bottles/can locations*
 - *Introduce innovative brands*
 - *Maximize sales and revenue*
 - *Coordinate special events/athletics deliveries*
 - *Educate outlets on ordering process*
 - *Communicate with delivery locations*
- *Customer Service*
 - *800# Sales and Service Hotline for all your Pepsi needs*



**PEPSI LOCATION
SERVICING
AURORA**



**Pepsi Aurora
1881 Bilster Rd
Aurora, IL 60502**

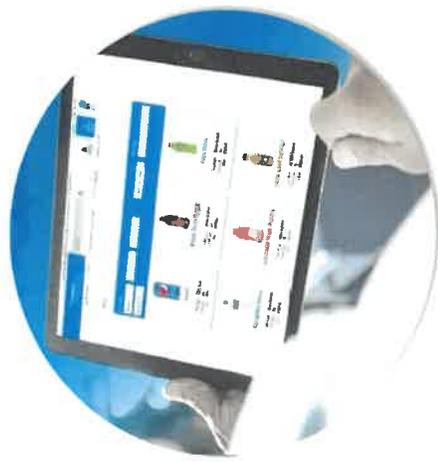


EAST AURORA
SCHOOL DISTRICT 131



Pepsi Offers 2 Convenient Ways to Order

Pepsi Will Work With District 131 On The Best Ordering Options



PEPSICOPARTNERS.COM

- Online portal with comprehensive product catalog
- Order 24hours/day- cutoff 8am before delivery day



PEPSI DIRECT

- Orders can be submitted via phone or email
- Calls Answered 365 Days – 24 Hr/Day



EAST AURORA
SCHOOL DISTRICT 131



COMMITMENT TO SUSTAINABILITY



PepsiCo's pep+ is at the Center of How PepsiCo Will Create Growth & Value



Strategic end-to-end transformation, with sustainability at the center of how PepsiCo will create growth and value by operating within planetary boundaries and inspiring positive change for the planet and people



POSITIVE AGRICULTURE

SOURCE crops and ingredients in a way that accelerates regenerative agriculture and strengthens farming communities



POSITIVE VALUE CHAIN

MAKE products in a way that builds a circular, inclusive economy



POSITIVE CHOICES

INSPIRE people through our brands to make choices that create more smiles for them and the planet



PepsiCo's Sustainability Journey Started in 2006 and Continues Today Through PepsiCo Positive

Our Sustainability Journey

In 2006, PepsiCo started on a journey to transform the way we do business with the fundamental belief that the success of our company is inextricably linked to the sustainability of the world around us, and each year we continue to make valuable progress.



Sustainability is and has continued to be a Top Priority for PepsiCo





PEP+ Is Our Ambitious Goals Across Agriculture, Value Chain, and Choices

<p>POSITIVE AGRICULTURE</p> <p>Spread regenerative agriculture across 7 million acres sustainably source 100% of our key crops + ingredients</p> <p>Improve the livelihoods of more than 250,000 people in our agricultural supply chain and communities</p>	<p>POSITIVE VALUE CHAIN</p> <p>Achieve Net-Zero emissions by 2040</p> <p>Net Water Positive Reduce use + replenish more</p> <p>Cut virgin plastic per serving by 50% across our global food & beverage portfolio</p> <p>Execute our DE&I agenda, invest more than \$570 million</p> <p>Increase reuse servings by 20% by 2030</p>	<p>POSITIVE CHOICES</p> <p>Evolve our portfolio of products so they are better for the planet + people, by:</p> <ul style="list-style-type: none"> ✓ Diversifying ingredients ✓ Expanding position in nuts & seeds category ✓ Accelerating science-based targets ✓ Scaling little to no single-use packaging platforms <p>Leverage our iconic brands to inspire positive choices Lay's will support farmers moving to regenerative practices</p>
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EAST AURORA
SCHOOL DISTRICT 131



We Are Accelerating PET in our Packaging and Leading With Messaging to help Educate

CURRENT RPET PORTFOLIO OFFERINGS & INNOVATION

100% RECYCLED
PLASTIC USED TO MAKE THIS BOTTLE

35%
RPET IN
PACKAGING



RECYCLING MESSAGE

**REFRESH THEN
RECYCLE**

100%
OF OUR
PACKAGING





EAST AURORA
SCHOOL DISTRICT 191



THANK YOU

(1) VENDOR INFORMATION AND AUTHORIZATION

The undersigned hereby affirms that:

- * He/She is a duly authorized agent of the *Vendor*.
- * He/She has read, understands, and agrees to the *RFP*.

I certify that I am submitting the following offers as my company's *proposal*. I understand by virtue of executing and returning with this *Proposal* this required response form, I further certify full, complete, and unconditional acceptance of the contents of this *RFP*.

Print Name: Michael Trzeciak Title: Key Account Manager

Company Name: Pepsi Co

Address: 1881 Biltmore Rd

City Aurora State: IL ZIP: 60502 Telephone: (872) 316-0501

Fax: N/A E-Mail: Mike.trzeciak@pepsico.com

Signature Michael Trzeciak Date: 2/6/2026

NOTE: If a joint venture is proposed, each party must provide this authorization.

(2) ACKNOWLEDGEMENT OF ADDENDUM (if any)

Addendum #1: acknowledge receipt on 1/27/2026

Addendum #2: acknowledge receipt on _____

Addendum #3: acknowledge receipt on _____

(3) CERTIFICATE OF ELIGIBILITY TO SUBMIT PROPOSAL (PROPOSAL)

PepsiCo (*Vendor*), pursuant to Section 33E-11 of the Illinois Criminal Code of 1961 as amended, hereby certifies that neither (he, she, its) partners, officers, or owners of (his, her, its) business have been convicted in the past five (5) years of the offenses of *proposal-rigging* under Section 33E-3 of the Illinois Criminal Code of 1961 as amended and that neither (he, she, its) business

has ever been convicted of the offense of *proposal*-rotating under Section 33E-4 of the Illinois Criminal code of 1961 as amended.

Signature of Vendor: Michael Tzeczak

Title: Key Account Manager

Date: 2/6/2026

(4) ANTI-COLLUSION CERTIFICATION OF COMPLIANCE

Michael Tzeczak, being first duly sworn, deposes and says: (print name)

that he/she is Key Account Manager of PepsiCo
(owner, president, partner, etc.) (name of company)

the party making the foregoing *Proposal*, that such *Proposal* is genuine and not collusive, or sham; that said *Vendor* has not colluded, conspired, connived or agreed, directly or indirectly, with any other *vendor* or person, to put in a sham *proposal* or to refrain from *proposal*, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference with any person; to fix the *proposal* price element of said *proposal*, or of that of any other *Vendor*, or to secure any advantages against any other *Vendor* or any person interested in the proposed contract.

Signed: Michael Tzeczak Date: 2/6/2026

(5) HOLD HARMLESS CERTIFICATION

The *Vendor* agrees to indemnify, keep and save harmless East Aurora School *District* 131, Kane County, Illinois, its Board of Education, agents, officials and employees against all injuries, judgments, costs and expenses that may accrue against the *District* in consequence of granting this *Contract* or that may result therefrom, whether or not it will be alleged or determined the act was caused through negligence or omission of the *Vendor* or its employees, of the *District* or its employees arising from or incurred against the *District* in any such action, and will at his own expense discharge same.

The *Vendor* agrees to indemnify, keep and save harmless East Aurora School *District* 131, Kane County, Illinois, its Board of Education, agents, officials and employees against all injuries, judgments, costs and expenses that may in any way accrue against the *District* in consequence of use by the *Vendor*'s employees of equipment owned, rented or leased by the *District*.

The *Vendor* understands and agrees that any insurance protection required by this *Contract*, or otherwise provided by *Vendor*, will in no way limit the responsibility to indemnify, keep, save harmless and defend East Aurora School *District* 131, Kane County, Illinois as herein provided.

For: PepsiCo By: Michael Tzeczak

(company name)

(signature)

Its: Key Account Manager
(owner, president, partner, etc.)

Date: 2/6/2026

(6) VENDOR'S DRUG FREE WORKPLACE CERTIFICATION

Pursuant to 30 ILCS 580/1 et seq. ("Drug Free Workplace Act"), the undersigned certifies to the Board of Education of East Aurora School District 131, Kane County, Illinois that it will provide a drug-free workplace by:

1. Publishing a statement:
 - a. notifying employees that unlawful manufacture, distribution, possession, or use of a controlled substance, including cannabis, is prohibited in the *Vendor's* workplace;
 - b. specifying actions that will be taken against employees for violations of this prohibition;
 - c. notifying employees that, as a condition of employment on this contract, employees will:
 1. abide by the terms of the statement,
 2. notify the *Vendor* of any criminal drug statute conviction for a violation occurring in the workplace, no later than five (5) days after such conviction.
2. Establishing a drug-free awareness program to inform employees about:
 - a. the dangers of drug abuse in the workplace;
 - b. the *Vendor's* policy of maintaining a drug-free workplace;
 - c. available drug counseling, rehabilitation, and employee assistance programs;
 - d. penalties that may be imposed upon employees for drug violations.
 - e. Making it a requirement to give a copy of the statement in subsection "1" to each employee engaged in performance of the contract, and posting it in a prominent workplace location.
3. Notifying the *District* within ten days after receiving notice in subsection "1", paragraph "C", part "2", from an employee, or otherwise receiving actual notice of such

conviction.

4. Imposing a sanction or requiring participation by a convicted employee, in a drug abuse rehabilitation program, as required by Section 5 of the Drug Free Workplace Act.
5. Assisting employees in selecting a course of action in the event drug counseling, treatment, and/or rehabilitation is required, and indicating that a trained referral team is in place.
6. Making a good-faith effort to maintain a drug-free workplace through implementation of Section 3 of the Drug Free Workplace Act.

Failure to abide by this *Vendor's* Drug Free Workplace Certification will subject the *Vendor* to penalties set forth in Sections 6, 7, and 8 of the Drug Free Workplace Act.

For: PepsiCo
(company name)

By: Michael Lopez
(signature)

Its: key Account Manager
(owner, president, partner, etc.)

Date: 2/6/2026

NOTICE: This Drug Free Workplace Certification must be completed by *Vendors* with (25) or more employees at the time of contract: or a department, division, or unit thereof, directly responsible for the performance of a contract of \$5,000 or more with the *District*.