**Appendix B: BEP Update  
Business Enterprise Program Update:**

1. **To date, BEP continues to be in full motion assisting operators in maintaining their operations. Telework continues as a primary option within state government which, in turn, we continue to observe minimal building occupancy. As this work allowance is the new norm, our program maintains a positive outlook on our ability to increase operator profitability while preparing for future opportunities.**

**As a result, the Business Enterprise Program is proud to announce, with the approval of the Statewide Committee of Blind Vendors, the offering of a 12-month pilot vending machine route partnership program. This program aims to offer opportunities to current BEP operators in good standing on the 2023 Transfer and Promotion list who are interested in expanding their business opportunities or may be looking to transfer out of their current operations should this opportunity become permanent.**

**An SLA-approved vending route partnership is a vending route created within the awarded statewide vending machine contract. This proposed offering of opportunity maintains the integrity of the contract. It preserves the value for future statewide vending machines contract awards, ensuring that revenue will remain for the continuation of all program support, such as promoting business opportunities, providing training, health insurance, reimbursement of food loss, maintenance, repair, and purchase of equipment, etc.**

**Our program has earmarked $200,000.00 from the BEP budget to offer up to (10) $20,000.00 vending machine route opportunities. A vending route may earn up to $35,000.00 based on the number of operators interested.**

**Roles and responsibilities will include the following**

* **Weekly Visits**
* **Verify each vending machine is operational (non-operational machines will require a call or email to Pepsi and or to the current 3rd party snack vending company)**
* **Confirm product pricing in vending machine match the state contract prices by selecting various products ensuring the price displayed on the screen is correct.**
* **Wipe down each machine with the suggested cleaning products by Vending Partner.**
* **Maintain a suggestion box or create an email address to accept suggestions, recommendations, or complaints to relay to the appropriate vending partner. (Pepsi or 3rd Party Snack company)**
* **Communicate quarterly with a designated building contact to ensure vending needs are met and participate in a bi-annual meeting with the contract holder.**

* **Create a monthly audit report to include the date visited, address, vending machine type (snack or beverage), assigned vending machine number, and any important concerns.**

**Operators can select their vending routes within the pre-approved list of offered locations.**

**Should we find this Pilot opportunity to be of success, the goal is to make this 12-month pilot opportunity permanent with the possibility of expanding beyond the existing group of operators within the program.**

1. **Seasonal concession stands are back in operation this season (Hammonassett Beach, Rocky Neck State Park & Greenwich Beach.)**

**Gillette Castle, we did not resume this season as the operator withdrew interest due to a lack of profitability from the prior season, partially due to the park's decision to restructure the castle tours affecting the flow of concession stand traffic.**

1. **We are proud to announce that we have created one new micro-market at Quinebaug Community College in place of their prior over-the-counter food service. In addition, we will be placing two additional micro-markets in the coming months, Middlesex Community College and Camp Nett -National Guard Training Facility in Niantic.**
2. **SCSU's top administration has notified our program of their satisfaction with our operator Amos Fatorma who partnered with Sodexo Food at SCCU. We are extremely pleased with this update for the operator and our program, as it reassures our program's ability to successfully prepare and place the right individual for the opportunities offered.**

**Overall, the BEP program has been and continues to be hard at work in providing viable opportunities, whether offered as a single operation or multiple locations. The goal is to provide a wage of earnings and opportunity that fits individual operator needs**