

University of Northern Iowa Exclusive Beverage Contract FAQs

Why did UNI switch from Pepsi to Coke?

The total value of the contract from Coke was more beneficial to UNI.

How long is the contract in place?

The contract with Coke and Atlantic Bottling (the distributor and primary service provider for Coke) is in effect July 1, 2018 through June 30, 2028.

How does the University/my department benefit from our contract with Coke?

The university receives funds from Coke annually, including commission from the sale of products in the beverage vending machines. Much of the commission is distributed to the general fund and used for general-fund budgeting purposes. Other funds received are allocated to support costs incurred in the major units selling beverages including Department of Residence - Dining and Athletics. Funds are also provided to NISG, GBPAC and Student Life for their programming.

How can students benefit from this agreement?

In addition to the funding provided to NISG, Coke will hire a UNI student as a Student Ambassador in their national program who will serve our campus community, but also have the opportunity to participate in activities nationally.

Why do we have an exclusive agreement with Coke?

With an exclusive agreement, the university has been able to maximize the value of the proposals from beverage providers.

What beverages are included in the agreement with Coke?

The full list of products available from Coke and through our contract is available [here](#).

Will I be reimbursed for non-Coke beverages consumed in the course of travel or during an off-campus business meal?

Yes, the contract does not preclude employees from being reimbursed for competitive beverages consumed during travel or other off-campus business meals.

Will I be reimbursed for non-Coke beverages purchased for a private on-campus business meeting?

If the business meeting is an approved business meeting with food, as defined as an allowable expense for meetings of staff and students per [policy 9.43](#), and the vendor from whom food was purchased does not serve or sell Coke products, non-Coke products may be paid for or reimbursed.

Can beverages be purchased on the procurement card, or on an RFP?

No, beverage purchases not part of a catering exception, private on-campus business meeting or in the course of travel must be approved by OBO/AP in advance or will be treated as disallowed.

Can I purchase non-Coke products for my personal consumption on campus?

Yes, employees may purchase Coke or non-Coke products for personal consumption on campus. Additionally the contract does not prevent employee groups from purchasing beverages in bulk for personal consumption with personal funds.

Where can my department purchase Coke products?

UNI exclusively purchases its beverage products from Atlantic Bottling. As an individual or department on campus, you may purchase through UNI Catering or the convenience stores on campus (Biscotti's at the Redeker Center, 23rd Street Market at the Commons and Essentials at Maucker Union), as their products are purchased directly from Atlantic Bottling. If your department is interested in purchasing directly from Atlantic Bottling, contact Procurement Services for guidance on how to set up an account. Purchasing from other providers is not allowed.

Can I purchase Coke products off campus (WalMart, Hy-Vee, etc) if I have a Foundation account to pay for the purchase?

No. Coke products purchased for UNI functions, meetings, or activities must be purchased from one of the identified entities above.

My department has received a catering exception, does the external provider need to serve Coke products?

Yes, as an exclusive Coke campus, only Coke products can be served. The external provider may purchase their Coke products from whomever they choose; they do not have to be purchased from DOR or Atlantic Bottling.

I have performers or special guests coming to campus who have requested non-Coke beverages, am I able to provide these?

Contact Procurement Services on guidance for performers, and special requests for other guests.

My department is sponsoring a competition/trade show/performance that is sponsored by a competing beverage company, e.g. Red Bull Rock Climbing Competition, is this still allowed, and if so is there a special process to be followed?

Contact Procurement Services for guidance relative to this type of event.

Our department/student organization would like to have beverages donated for an event. Do they need to be Coke products?

Recognized student organizations can request beverage products for their event through funds and supplies established for this purpose. Contact NISG for more information on how to obtain beverage products from this supply. Other requests should be directed to Procurement Services.

Can I purchase Coke products in large quantities from the UNI convenience stores or UNI Catering?

Yes. Coke soft drinks and water can be purchased in 12 packs on campus from Biscotti's or the 23rd St. Market. Both of these operations accept departmental charges. If you would like to order for delivery pre-chilled waters and soft drinks, please contact UNI Catering at 3-2333. For pricing on catering, please refer to www.uni.edu/food and follow the links to catering.