BET Facility Advertisement

The facility named below is available for immediate assignment.

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| To: | Business Enterprises of Texas Licensed Managers and Consultants |
| From: | **Nancy Greely**  **Field Operations Supervisor**  Business Enterprises of Texas (B E T) |
| Subject: | **Availability of Level 1 Facility**  **Facility # 2-773-2**  **Facility Name: Winters Building Convenience Store**  Address: 701 West 51st Street, Austin, Texas 78751 |
| Date: | October 20, 2025 |
| Signed | Nancy Greely |

# Eligibility Criteria:

The following summary information is being provided for any licensed manager who wishes to apply for this facility and meets the eligibility requirements for a Level 1 facility as outlined in Rule §854.23(b). Applicants wishing to apply for this advertisement are required to submit a completed B E 114 B E T Business Application form to the Central Office via email at [BET\_Applications@twc.texas.gov](mailto:BET_Applications@twc.texas.gov) (BET\_Applications@twc.texas.gov) and to District 6 email at [BET\_D6\_NorthAustin@twc.texas.gov](mailto:BET_D6_NorthAustin@twc.texas.gov) (BET\_D6\_NorthAustin@twc.texas.gov). The email's subject line must include the B E T Manager's name, facility name, and the facility number they are applying for. Homemade applications or Letters of Intent will not be accepted. The B E 114 is available on the B E T website:

<https://www.twc.texas.gov/programs/vocational-rehabilitation/business-enterprises-texas/facility-management>

NOTE: B E T has a cafeteria and convenience store located next to each other on the first floor of the John H Winters building. It is important that there is mutual cooperation between the B E T managers operating each facility regarding the products that are offered from each business. An addendum has been created that establishes fair competition between operations. The incoming convenience store manager will be required to sign and abide by the agreement. The addendum outlines the type of products each operation makes available for customer purchase so they are not in direct competition with each other. The addendum is available for any applicant who requests a copy.

# Type of Facility:

The convenience store dispenses pre-packaged articles, snacks, refreshments, medications, various beverages, and other services.

# Items Served:

The facility offers candy, chips, pastries, cookies, nuts, chips, mints, gum, peanuts, sundry items, greeting cards, novelty items, non-prescription drugs, small gift items, assorted bottled beverages, juices, water. The convenience store does not sell breakfast entrees/specials, plate lunches, or deli sandwiches.

# Equipment:

One (1) 3-foot wall unit, two (2) 6-foot gondolas with product end caps, and one (1) Shopco metal sales counter with Hi-Mac solid surface countertops. Four (4) single-door merchandisers, one (1) cash register, one (1) hand sink, seven (7) snack vending machines, two (2) hand trucks for vending, one (1) coin counter, one (1) currency counter, eight (8) stoage shelves/racks, and two (2) dunnage racks, 3 storage rooms on site.

# Building Populations:

Approximately 800 employees (daily) plus walk-in customers. Visitors must pass through a security checkpoint.

# Hours of operation:

7:30 a.m. – 3:30 p.m. Monday through Friday. Closed for all state and federal holidays.

# Seating Capacity:

There is no designated seating for this facility.

# Staffing:

The manager should be able to independently operate this facility with the exception of an occasional temporary employee to assist with the business, a driver to purchase products, or possible accountant services.

# Host Cleaning Responsibilities:

Maintain floors in the service area, provide insect and pest control, and overall maintenance of the facility.

# Manager Cleaning Responsibilities:

Maintain appropriate cleanliness of all storage areas, vending areas, behind counters, storage area floors and walls, cleaning of all equipment, trash removal daily cleaning and housekeeping of all areas, and immediate cleanup of all spills. The manager must maintain an active refund system, keep vending machines clean, serviceable, and appropriately stocked.

# Transportation:

Public transportation is available and special transit for those who qualify.

# Vending Machines:

The manager services nineteen (19) vending machines located throughout the Winters Tower and C buildings. The manager is responsible for both the snacks and drinks for these machines.

The vending machine count and locations are:

* 1st floor break area, building C: One (1) Coke can drink machine, and one (1) snack machine
* 2nd floor break area, building C: One (1) Coke can drink machine, and one (1) snack machine
* 2nd floor break area, Tower building: One (1) canned drink machine, one (1) bottled drink machines, and one (1) snack machine
* 3rd floor break area, Tower building: One (1) canned drink machine, one (1) bottled drink machines, and one (1) snack machine
* 4th floor break area, Tower building: One (1) canned drink machine, one (1) bottled drink machine, and one (1) snack machine
* 5th floor break area, Tower building: One (1) canned drink machine, one (1) bottled drink machine, and one (1) snack machine
* 6th floor break area, Tower building: One (1) canned drink machine, one (1) bottled drink machine, and one (1) snack machine

This facility also has two (2) sites that were part of the TAC 21-02. Those sites are currently subcontracted through All Vend and the new manager will need to enter an agreement with a 3rd party vendor. Each location has 1 drink machine and 1 snack machine. Those locations are:

* USPS Bluebonnet station located at 1822 West Braker Lane, Austin, Texas
* USPS Northcross station located at 7700 Northcross Drive, Austin, Texas

Any additional subcontracting is only allowable with approval from the Director of the Business Enterprises of Texas.

## Vending Service Contract Information

Any vending service contract the BET Manager negotiates must contain the following statements, information, and be pre-approved by BET:

1. The vending machines shall contain only products that show expiration dates on each package. The contractor is responsible for the rotation and adequate supply of products. All product types must be offered year-round including products containing chocolate. No products may be sold beyond their expiration dates.
2. The contractor shall consistently provide vending services adequate to meet customer demand and customer satisfaction.
3. The vending machines shall be labeled with a professional looking sign or decal (Hand-written signs or decals are **not** acceptable), prominently placed on the front, displaying the contractor’s name, telephone number, and refund information. The contractor shall establish and provide the BET manager with a copy of their refund and or reimbursement system for every service site.
4. The vending machine products and prices shall be identified by professional looking signs or tags (Handwritten signs or tags are **not** acceptable.) The Texas Workforce Commission (TWC) establishes the price ranges for products sold in vending machines/merchandisers located in approved TWC areas. The BET manager working with the contractor shall establish specific product pricing. The contractor may not price products more than TWC price ranges.
5. At no time can the contractor remove vending machines or change the machine mix without prior authorization from the BET manager.
6. All vending machines placed in state and federal buildings shall have operational Energy Saving Devices.
7. The contractor shall keep the contractor’s machines and all adjacent areas neat and sanitary. The contractor shall clean spills that occur while filling or cleaning machines, shall clean the front of the machines after restocking or servicing them and remove packaging and waste from the area after each service call.
8. In performing the services covered under this contract, the contractor shall comply with all applicable federal, state, or local laws, including, those related to occupational safety and health, equal employment opportunity, immigration and naturalization, the Americans with Disabilities Act, and the State Tax and Insurance Law.
9. The contractor shall not enter any subcontract for services under this contract without previous approval provided in writing by the BET manager.
10. If the vending contractor vacates the business for any reason including bankruptcy, the BET manager shall reserve the right to remove, store and sell any equipment not removed at the end of a 30-day cancellation notice. If the contractor stops providing service, the BET manager reserves the right to remove, store, and sell any equipment not removed after five calendar days without service. This agreement does not provide exclusive right to operate vending services on service sites. This agreement is not assignable to another party.

# Storage Area

There are three storage areas for the facility. There is a small storage room inside the convenience store, another small storage room directly behind the convenience store and a larger storage room nearby.

# Required Inventory

The applicant must show the ability to provide $5,982 in resale inventory, $709 in miscellaneous inventory and $608 in opening cash. After assignment and during set-up, the incoming manager should expect costs to increase.

# Sales Information

**Total reported gross sales for the twelve months, pre-Covid.**

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| --- | --- | --- |
| **Month** | **Counter Sales** | **Vending Sales** |
| March 2019 | $16,537.65 | $2,086.39 |
| April 2019 | $16,634.69 | $2,106.86 |
| May 2019 | $16,870.13 | $2197.97 |
| June 2019 | $13,511.40 | $2406.94 |
| July 2019 | $14,210.19 | $2960.11 |
| August 2019 | $15,874.71 | 3225.97 |
| September 2019 | $13,086.38 | 2989.49 |
| October 2019 | $15,703.54 | 2787.39 |
| November 2019 | $11,372.24 | 1739.81 |
| December 2019 | $10,725.87 | 1681.16 |
| January 2020 | $13,280.13 | 2331.63 |
| February 2020 | $12,013.62 | 1524.22 |
| **Total Monthly Sales** | **$169,820.55** | **$28,037.94** |

**Total reported gross sales for the past twelve months.**

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| --- | --- | --- |
| **Month** | **Counter Sales** | **Vending Sales** |
| September 2024 | $0.00 | $568.64 |
| October 2024 | $0.00 | $642.73 |
| November 2024 | $0.00 | $564.18 |
| December 2025 | $0.00 | $408.76 |
| January 2025 | $0.00 | $564.04 |
| February 2025 | $0.00 | $564.95 |
| March 2025 | $0.00 | $709.98 |
| April 2025 | $5,084.44 | $828.82 |
| May 2025 | $4,987.84 | $666.56 |
| June 2025 | $5,521.93 | $767.69 |
| July 2025 | $5,273.75 | $268.91 |
| August 2025 | $3,546.70 | $797.46 |
| **Total Monthly Sales** | **$24,414.66** | **$7,352.72** |

**The following are the TAC 21-02 sites which are sub-contracted**

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| --- | --- |
| **Service Site Name & Address** | **Reported Gross Sales 8/2023 - 7/2024** |
| USPS Bluebonnet Station, 1822 W. Braker Lane, Austin | $2,589 |
| USPS Northcross Station, 7700 Northcross Drive, Austin | $2,114 |

# Contact Information

For information regarding this facility, please contact:

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| Business Consultants: | Samantha Sweezy (512) 538-8620  Kimmone Scales (737) 408-8947 |
| E C M Representatives: | Tom Chepey (210) 789-3191  Aloha Cook (512) 217-1328 |
| The official advertisement date: | October 20, 2025 |

# Facility Schedule

The following schedule will apply to this facility:

| Description | Date Due | Time Due |
| --- | --- | --- |
| BE114 – The B E T Business Application form is due to B E T Central Office via email at [BET\_Applications@twc.texas.gov](mailto:BET_Applications@twc.texas.gov) and to District 6 email at [BET\_D6\_NorthAustin@twc.texas.gov](mailto:BET_D6_NorthAustin@twc.texas.gov)  Include with the application proof of ability to provide the required inventory and proof of current sales tax. | November 5, 2025 | 5:00 p.m. |
| Written applications processed by regional teams are due to the B E T Central Office. | November 13, 2025 | 5:00 p.m. |
| Panel/Selection Interviews will be held virtually. | TBD |  |
| Facility changeover schedule.  Coordination will be completed between the outgoing and incoming managers to determine a definite timetable. | End of December 2025 |  |

# Advertisement Disclaimer

The information listed in this advertisement, such as products offered, hours of operation, employee counts, sales projections, and the number or type of vending machines, is all subject to modification due to changing business trends and demands. No information provided in any facility advertisement should be considered as a contractual obligation by the Texas Workforce Commission, real or implied.

The sales amounts for this BET facility are provided for informational purposes only.  This information is based on a BET manager’s reporting for the stated time periods and not intended to infer the sales reflected would be replicated when the facility is under different management.  Inherent variables exist which can affect the sales potential and profitability of any BET facility including but not limited to the manager’s capabilities of maximizing profits and other external factors.