

AGENDA ITEM FOR ADMINISTRATIVE MEETING

( ) Discussion only  
( X ) Action

FROM (DEPT/ DIVISION): County Counsel

SUBJECT: Jail Food Services Contract

|  |   |
|--|---|
| <p>Background: The County issued a Request for Proposals for the food services at the jail. Four proposals were received:</p> <p>Aramark Corrections<br/>Davis NW Catering<br/>Summit<br/>Trinity Services Group</p> <p>The Sheriff's Office has reviewed the proposals and contacted other counties who use the providers. The recommendation is to contract with Trinity Services Group to provide the services.</p> | <p>Requested Action: Award contract for jail food service contract, including commissary, to Trinity Services Group</p> |
|--|---|

ATTACHMENTS: Recommendation; Selected Portions of Proposals

Checkoffs:

- ( ) Dept. Head (copy)
- ( ) Budget (copy)
- ( ) Legal (copy)

To be notified of Meeting:

Sheriff Rowan, Undersheriff Littlefield  
Cpt. Hearn, Lt. Franks

\*\*\*\*\*

Scheduled for meeting on: August 4, 2021

Action taken:



# UMATILLA COUNTY JAIL

## THIS IS A SEALED BID PROPOSAL FOR FOOD SERVICE AND COMMISSARY MANAGEMENT

**PLEASE DELIVER TO:**

Umatilla County Board of Commissioners  
Room 121  
Umatilla Courthouse  
216 S.E. Fourth Street  
Pendleton, OR 97801

Due: June 30, 2021 by 4:00 PM

**GREG THOMAS**

2300 Warrentville Road  
Downers Grove, Illinois 60515  
Cell: 972-266-3020  
Fax: 630-271-5758  
Web: [www.aramarkcorrections.com](http://www.aramarkcorrections.com)  
Email: [Thomas-Gregory9@aramark.com](mailto:Thomas-Gregory9@aramark.com)

# EXECUTIVE SUMMARY

It has been Aramark's privilege to partner with Umatilla County for nearly 20 years. Over the course of our partnership, the food service and commissary program at Umatilla County has evolved and increased in complexity. For the current Request for Proposal, we re-evaluated our overall operations and developed a strategy to support efficiencies while still maintaining a high level of service. We believe our proposal outlines a customized approach to ensure the needs and requirements of Umatilla County are addressed going forward.

## MANAGEMENT TEAM

Led by District Manager Lonzo Irvin and Food Service Manager Sandi Tapia, the Umatilla County team is dedicated to managing daily operations to ensure Operational Excellence in the most efficient manner. Our team continues their focus on identifying and retaining quality staff by collaborating with internal staffing teams and providing competitive salaries. We continue to build a solid team of professionals who have the desire to work in the correctional world. The on-site team benefits from the support of our Regional Vice President, David Lauria, as well as our exceptional behind-the-scenes support personnel who continuously works to expand revenue growth, evaluate operations, and ensure optimal efficiency.

## SERVICE EXCELLENCE

Our team's focus is on delivering best-in-class service and ensuring we continue to meet and exceed Umatilla County's expectations. This is evident in our commitment to maintaining the required staffing levels needed to support your complex operations. These individuals bring experience and expertise that remains unmatched within the industry to ensure that your needs are addressed and we continue to deliver on our commitments to you. Aramark's management team is composed of leaders who will provide the ongoing resources necessary to manage the operation. We have enhanced our service delivery model by developing an Account Management program, which is focused on customer satisfaction and strategic planning. The role is filled by Gregory Thomas, who will work closely with our team on the ground and executive management to ensure Aramark delivers innovative programs, strategic planning, and service goals that align with Umatilla County's objectives. Aramark continues to focus on providing a quality menu, which includes working with Umatilla County staff regarding enhancements and changes as required. Our flexibility to adapt and meet the changes required by the County shows our commitment to ensuring we continue to set the bar higher related to overall quality.

## COST SUMMARY

### MEAL PRICING OPTION 1—2,600 CALORIE MENU

As part of this process, we have developed menu and capital investment options that meet the requirements of Umatilla County. Our first meal pricing option aligns with our 2,600 calorie menu. We have highlighted the scale price at 170 inmates, which aligns with the current population. You will see that the base pricing for this menu option is a reduction of \$0.254 compared to our current menu.

| <b>2,600 Calorie Menu—No Investment</b> |                     |
|---|---------------------|
| <b>Population</b>                       | <b>Inmate Price</b> |
| 80-109                                  | \$3.106             |
| 110-139                                 | \$2.453             |
| 140-169                                 | \$2.080             |
| <b>170-199</b>                          | <b>\$1.840</b>      |
| 200-229                                 | \$1.674             |
| 230-259                                 | \$1.547             |

We understand that it is important to be transparent in the development of pricing models. As part of our response, we are proposing a capital investment of \$52,000. This includes providing an upgrade to the current officer dining space along with a new kitchen oven and kettle. If Umatilla County decides to include the capital investment and select the 2,600 calorie menu, the following outlines the new pricing scale. Please note that this proposed pricing still provides a meal cost savings of \$0.204

| <b>2,600 Calorie Menu—With Investment</b> |                     |
|---|---------------------|
| <b>Population</b>                         | <b>Inmate Price</b> |
| 80-109                                    | \$3.211             |
| 110-139                                   | \$2.530             |
| 140-169                                   | \$2.141             |
| <b>170-199</b>                            | <b>\$1.890</b>      |
| 200-229                                   | \$1.717             |
| 230-259                                   | \$1.584             |

Please note that the officer dining menu price will continue to align with the inmate pricing scale

COST SUMMARY

**MEAL PRICING OPTION 2—3,000 CALORIE MENU**

As we have outlined in our response, we are also proposing our current menu, which was implemented one year ago. We have also highlighted the current scale, which aligns with Umatilla County's inmate population. After reviewing this menu and overall operations, we are providing a base meal pricing that reflects a reduction of \$0.194 from the current base meal price

| <b>3,000 Calorie Menu—No Investment</b> |                     |
|---|---------------------|
| <b>Population</b>                       | <b>Inmate Price</b> |
| 80-109                                  | \$3.165             |
| 110-139                                 | \$2.512             |
| 140-169                                 | \$2.140             |
| 170-199                                 | \$1.900             |
| 200-229                                 | \$1.735             |
| 230-259                                 | \$1.607             |

Similar to Option 1, the following pricing scale includes the current 3,000 calorie menu along with the \$52,000 in capital investment for the officer dining room and kitchen. Umatilla will continue to see a reduction in meal price of \$0.144 if this option is selected,

| <b>3,000 Calorie Menu—With Investment</b> |                     |
|---|---------------------|
| <b>Population</b>                         | <b>Inmate Price</b> |
| 80-109                                    | \$3.270             |
| 110-139                                   | \$2.589             |
| 140-169                                   | \$2.201             |
| 170-199                                   | \$1.950             |
| 200-229                                   | \$1.777             |
| 230-259                                   | \$1.644             |

Please note that the officer dining menu price will continue to align with the inmate pricing scale

For each option with capital investment included, Aramark will provide the investment to purchase these items and amortize them over the five years of the contract.

COST SUMMARY

COMMISSARY PRICING PROPOSAL

Our commissary proposal, provides for an increase of base commissary commission to 35%. Additionally, we are proposing to provide additional commissions on all iCare packages of 15%. The following is our proposed commissary menu.

| Beverage |          |                         |        |         |
|----------|----------|-------------------------|--------|---------|
| PLU      | Quantity | Item Name               | Size   | Price   |
| 3002     |          | MAXWELL HOUSE COFFEE    | Single | \$ 0.45 |
| 3046     |          | FR VAN CAPPUCCINO       | Single | \$ 0.79 |
| 3089     |          | MOCHA CAPPUCCINO        | SINGLE | \$ 0.79 |
| 3012     |          | HOT COCOA               | Single | \$ 0.59 |
| 3015     |          | ICED TEA SINGLE         | .77 oz | \$ 0.45 |
| 3062     |          | MAXIMA COLOMBIAN COFFEE | 3 oz   | \$ 5.19 |
| 3010     |          | ORANGE DRINK SINGLE     | .77 oz | \$ 0.45 |
| 3009     |          | SS LEMONADE             | .77 oz | \$ 0.45 |
| 3073     |          | SF GRAPE DRINK          | 10 pk  | \$ 1.49 |
| 3005     |          | SF BLACK CHERRY DRINK   | 10 pk  | \$ 1.49 |
| 3071     |          | SF FRUIT PUNCH DRINK    | 10 pk  | \$ 1.49 |

| Candy |          |                      |         |         |
|-------|----------|----------------------|---------|---------|
| PLU   | Quantity | Item Name            | Size    | Price   |
| 9002  |          | ATOMIC FIREBALLS     | 4 oz    | \$ 1.79 |
| 9006  |          | JOLLY RANCHERS       | 4 oz    | \$ 1.79 |
| 9009  |          | MILKY WAY            | 2.05 oz | \$ 1.59 |
| 9008  |          | M&M PLAIN            | 1.69 oz | \$ 1.59 |
| 9004  |          | BUTTERSCOTCH BUTTONS | 4.5 oz  | \$ 1.59 |
| 9044  |          | ROOT BEER BARRELS    | 4.5 oz  | \$ 1.59 |
| 9014  |          | STARLITE MINTS       | 4.5 oz  | \$ 1.59 |
| 9055  |          | SOUR BALLS           | 4.5 oz  | \$ 1.59 |

| Chips |          |                         |          |         |
|-------|----------|-------------------------|----------|---------|
| PLU   | Quantity | Item Name               | Size     | Price   |
| 6001  |          | CHEETOS CRUNCHY         | 2 oz     | \$ 1.39 |
| 6015  |          | HOT N' SPICY PORK RINDS | 1 oz     | \$ 1.39 |
| 6009  |          | DORITOS NACHO CHEESE    | 1.375 oz | \$ 1.39 |
| 6005  |          | RITZ PB CRACKERS        | 1.38 OZ  | \$ 1.19 |
| 6008  |          | DORITOS COOL RANCH      | 1.75 oz  | \$ 1.39 |
| 4019  |          | SALTINES                | 4 oz     | \$ 1.09 |
| 6002  |          | FLAMING HOT CHEETOS     | 2 oz     | \$ 1.39 |
| 6021  |          | JALAPENO CHEETOS        | 1.5 oz   | \$ 1.39 |
| 6371  |          | RUFFLES QUESO           | 1.5 oz   | \$ 1.39 |
| 6026  |          | LAYS POTATO CHIPS       | 1.5 oz   | \$ 1.39 |

| General Merchandise |          |                   |      |         |
|---------------------|----------|-------------------|------|---------|
| PLU                 | Quantity | Item Name         | Size | Price   |
| 2001                |          | STAMPED ENVELOPES | 1    | \$ 0.65 |
| 7000                |          | 9 X 12 ENVELOPE   | 1    | \$ 0.29 |
| 7089                |          | LEGAL PAD         | 1    | \$ 1.49 |
| 7010                |          | PLAYING CARDS     | 1    | \$ 1.99 |
| 7003                |          | WORD SEARCH       | 1    | \$ 1.69 |

| Food |          |                         |         |         |
|------|----------|-------------------------|---------|---------|
| PLU  | Quantity | Item Name               | Size    | Price   |
| 4008 |          | GRAPE JELLY SQUEEZE     | 1 oz    | \$ 0.39 |
| 4029 |          | REFRIED BEANS           | 4 oz    | \$ 2.19 |
| 4022 |          | TORTILLAS               | 6 ct    | \$ 2.09 |
| 4002 |          | CHEESE SQUEEZERS        | 1 oz    | \$ 0.99 |
| 4011 |          | P/B SQUEEZERS           | 1 oz    | \$ 0.99 |
| 4007 |          | JALAPENO CHEESE SQUEEZE | 1 oz    | \$ 0.99 |
| 4068 |          | HOT N SPICY BEEF STICK  | 1.12 oz | \$ 1.29 |
| 4016 |          | RAMEN PICANTE BEEF      | 3 oz    | \$ 0.89 |
| 4014 |          | RAMEN CHICKEN           | 3 oz    | \$ 0.89 |
| 4015 |          | RAMEN CHILI             | 3 oz    | \$ 0.89 |
| 4013 |          | RAMEN BEEF              | 3 oz    | \$ 0.89 |
| 4329 |          | RAMEN SPICY VEGETABLE   | 3 oz    | \$ 0.89 |

| Health & Beauty |          |                              |        |         |
|-----------------|----------|------------------------------|--------|---------|
| PLU             | Quantity | Item Name                    | Size   | Price   |
| 1110            |          | CONDITIONER                  | 4 oz   | \$ 0.99 |
| 1122            |          | VO5 CONDITIONER (STRAWBERRY) | 15 oz  | \$ 3.99 |
| 1121            |          | VO5 SHAMPOO (STRAWBERRY)     | 15 oz  | \$ 3.99 |
| 1105            |          | NOXZEMA                      | 2 oz   | \$ 1.99 |
| 1027            |          | IRISH SPRING SOAP            | 3.2 oz | \$ 0.99 |
| 1156            |          | SHAMPOO                      | 4 oz   | \$ 0.99 |
| 1026            |          | SHAVING CREAM                | 4.5 oz | \$ 2.49 |
| 1631            |          | LADY SPEED STICK             | 1.4 oz | \$ 3.89 |
| 1301            |          | MENNEN SPEED STICK           | 2 oz   | \$ 3.99 |
| 1126            |          | COLGATE TOOTHPASTE           | 1.3 oz | \$ 1.49 |
| 1114            |          | LOTION                       | 4 oz   | \$ 0.99 |
| 1040            |          | HAIR BRUSH                   | Each   | \$ 0.89 |
| 1113            |          | COCOA BUTTER LOTION          | 4 oz   | \$ 0.99 |
| 1019            |          | LIP BALM                     | .15 oz | \$ 1.09 |

| Cookies & Pastries |          |                           |         |         |
|--------------------|----------|---------------------------|---------|---------|
| PLU                | Quantity | Item Name                 | Size    | Price   |
| 5004               |          | VANILLA CRM COOKIE        | 5 oz    | \$ 1.79 |
| 5056               |          | PNTBTTR CRM COOKIE        | 5 oz    | \$ 1.79 |
| 5024               |          | GRANDMAS CHOC CHIP COOKIE | 2.5 oz  | \$ 1.09 |
| 5091               |          | HONEY BUN JUMBO           | 4.75 oz | \$ 1.89 |
| 5005               |          | CHOC CUP CAKES            | 4 oz    | \$ 1.89 |

| MISC - ADD ONS |          |            |      |         |
|----------------|----------|------------|------|---------|
| PLU            | Quantity | Item Name  | Size | Price   |
| 8424           |          | TUBE SOCKS |      | \$ 3.49 |



Willie Davis III (Business Owner)  
308 34th Ave. N.W. Salem, Oregon 97304  
(503) 525-5602  
Age: 8vm54 Duns: 117899114

[WWW.DavisNWCatering.com](http://WWW.DavisNWCatering.com)  
[DavisNWCatering@gmail.com](mailto:DavisNWCatering@gmail.com)

## **Proposal for Umatilla County Jail Food Services Umatilla County Board of Commissioners, Room 121, Umatilla County Courthouse, 216 S.E. Fourth Street, Pendleton, OR 97801**

Davis NW has reviewed this RFP, and agrees to the terms established by your facility. After careful consideration, we assert that for an entire year, we agree to furnish the services, as specified by Umatilla County Jail, at the following quoted prices, and with the express warranties represented for that period. This Proposal is valid for at least one-hundred-twenty (120) days.

We Furthermore agree that we have meticulously examined your RFP, and all of its conditions. This Proposal is to comply with all Federal, State, and County Laws, Ordinances, and Rules. The services to be provided will include, but are not limited to, the following:

- A. *Providing quality food to established health standards;*
- B. *Establishing and implementing a food service plan;*
- C. *Providing services to the standards established and required by Umatilla County, State of Oregon, Federal Government, and other governmental agencies;*
- D. *Establishing and implementing an inmate training program to assist in providing the food services.*
- E. *Provide an accounting system for intake, storing, distributing and refunding inmate funds.*
- F. *Managing an inmate commissary program.*

Our Company has a precedence of strong capital and experience, to accomplish this request, as can be noted on our attached Capability Statement. Nonetheless, we are very willing to negotiate the terms of this Proposal, to better accommodate your goals, such as it does not conflict with any: Federal, State, and County Laws, Ordinances, and Rules.

To accomplish this, we are dedicated to not only hiring local Umatilla County Residents to support the local economy. We are also dedicated to hiring Veterans, and disabled employees, so long as such individuals are not limited from performing the required job duties and requirements. We are excited to work with the county, and sheriff department as a team, to best represent the interests of the citizens of Umatilla County.

Our company is prepared to work in a moments notice, if selected to fulfill this RFP. We understand that we can also work with inmates and the staff to continuously cultivate a symbiotic

relationship to best suit your needs. Which includes, but is not limited too: training, supervising and implement program support services for inmates to perform, and employing an onsite salaried Food Service Manager to support daily operations.

Davis NW catering is also insurable for liability coverage up to \$5,000,000;

Our Logistics department has determined, that in consideration of a 2800 calorie per day diet, to include feeding up to 252 inmates, as well as 16 staff members, we will be able to provide your meal and commissary schedule, at the following discounted rates, for our new and preferred customers:

|                              | Daily     | Annually  |
|------------------------------|-----------|-----------|
| <b>Food Per Inmate/Staff</b> | \$3.00    | \$810,432 |
| <b>Employee Labor Cost</b>   | \$1200.00 | \$402,000 |

This is for a full 7 days a week schedule to include Saturdays, Sundays, and Holidays. For a total of 18 meals per week, including 3 Breakfast. This food will be delivered specifically at the exact times requested by your facility, with no exceptions. We are punctual, and professional.

*The Terms of this also include the express warranty from our establishment, to provide reasonable alternatives to your catering request, in the event that equipment or food is deemed unsuitable, or has been given an unsatisfactory performance rating(marginal or below). We are dedicated to achieving nothing below excellent/outstanding reviews, however, we are prepared to make reasonable adjustments to achieve this, in the unlikely event that our clientele isn't satisfied.*

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(Date)

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(Government POC: Owner Davis N.W. Catering)

**ORIGINAL**

June 30, 2021

Response To  
Request For Proposal  
Jail Food Service



# Umatilla County Sheriff's Office

Inmate Food,  
Commissary  
and Staff Dining  
Services



## A core value of the Umatilla County Sheriff's Office is:

***To be fiscally responsible; and to successfully manage and effectively maximize all of the public's resources that we have been entrusted with.***

Summit shares a similar mission and value – We will deliver the most comprehensive offer that provides value to your facility through high-quality foods, fast and accurate commissary orders, a fresh and inviting staff dining program and a staffing plan designed to attract and retain professional long-term team members. We deliver on the details that will keep your facility safe, keep your deputies satisfied and keep your food program consistent—all while being good stewards of the financial resources we are entrusted with.

### **Pricing Will Be Inclusive Of:**

- Labor, Recruiting, Salaries, Uniforms, Benefits, Training & Retention Bonus', etc.
- Food Cost including orders, delivery and menu alterations, etc.

### **Capital Investment**

- Up to \$10,000 toward the kitchen oven
- Staff dining salad bar
- Commissary server and two credit card swipes

### **Pre-Packaged Meals**

If any of your inmates cannot be accommodated by our standard Religious or Lifestyle Meals, your price for pre-packaged meals will be \$4.50 per each pre-packaged meal served. Our standard religious meal price is the same as your inmate meal price.

### **Annual Price Increase**

The pricing we have proposed for your program will be honored without request for adjustment until one year after signature of the initial contract. Price adjustments always require a mutual agreement and will not exceed 3% of Consumer Price Index (CPI) for the preceding year.



## RFP Compliant Pricing Plans

### Inmate Meal Price Per Tray & Finance Summary

The pricing scale is based on the following categories:

- Adult Meals (Includes Religious, Special & Inmate Worker Meals)
- Staff Meals

Requested modifications from the details below may include pricing increases/decreases depending on the variation(s).

### Adult Detainee/Inmate Resident Menu Considerations:

- The same menu pattern you serve today with cold breakfasts on weekends.
- Two menu options provided - your current menu and a 2500 calorie menu. The current menu includes 2700 calories, sweet tea and calcium drink at breakfast; fruit three times per week, the current entree, side and dessert options, and sliced bread. The differences in the 2500 calorie menu include No fruit, milk reconstitute at breakfast for cereal, 2500 average calories, Alternate entree, side, dessert options to decrease cost and we have removed the bread. This menu meets nutritional requirements for the state.

### Sack / Court / Work Release Meal Menu Considerations:

- Consists of 2 Sandwiches (3 oz meat + 4 slices bread), 2 Mayo PC, 1oz Tortilla chip bulk , 4 Duplex cookies, 1 Fortified drink PC

### Catered Meal Considerations:

- Summit can work with you to cater events for the agency or county. Please see a sample of our catering guide in the Appendix.

### Staffing Considerations:

- Staffing levels stay at proposed staffing chart(s)
- Summit holds all labor rates consistent with market wages rates determined by Summit Human Resources
- The County provides a total of 6 trustees to work in the kitchen
- The City provides, at a minimum, 10 – 15 trustees per shift to work in kitchen

### Disposable Purchases

- Summit understands the County provides smallwares, cleaning chemicals and paper products for the kitchen. Summit is happy to order these through Summit at a discounted rate that will be passed on to the County, along with the toilet paper that is currently purchased by the vendor.

### Staff Meal Considerations:

- Three hot meals per day per our proposed menu
- Continuation of the soda machine
- A salad/sandwich bar freshly stocked each day

**Please note: Summit understands from our questions and discussion with you that your inmate meal price is of more importance than boosting your commissary commission. For that reason, we have focused cost-saving efforts on the inmate meal price side of our bid and maintained your current commissary commission rates.**

# Current Menu Price Scale

| Inmate Population | Price per Meal |
|-------------------|----------------|
| <105              | TBN            |
| 105 -119          | \$2.549        |
| 120 -134          | \$2.338        |
| 135 - 149         | \$2.173        |
| 150 - 164         | \$2.039        |
| <b>165 - 179</b>  | <b>\$1.929</b> |
| 180 - 194         | \$1.836        |
| 195 - 209         | \$1.758        |
| 210 - 224         | \$1.689        |
| 225 +             | \$1.631        |



# Alternate 2500 Calorie Menu Price Scale

| Inmate Population | Price per Meal |
|-------------------|----------------|
| <105              | TBN            |
| 105 - 119         | \$2.437        |
| 120 - 134         | \$2.215        |
| 135 - 149         | \$2.041        |
| 150 - 164         | \$1.900        |
| <b>165 - 179</b>  | <b>\$1.784</b> |
| 180 - 194         | \$1.686        |
| 195 - 209         | \$1.604        |
| 210 - 224         | \$1.533        |
| 225 +             | \$1.469        |



# Commissary Statement of Pricing and Fees

We recognize that an investment in your commissary program is an investment in your entire facility, and that should come with a fair price. We will maintain a fair pricing structure for all commissary goods. We comply with all federal and state laws. We will pay all applicable taxes and will hold you harmless as a result of any violation throughout the life of the agreement.

## Summit Offers

22% COMMISSION

ON ALL REGULAR COMMISSARY NET SALES

Net sales is defined as total gross sales minus sales tax, postal products, credits, and any other items sold at no markup or at cost. Commissions will be paid in accordance to the requirements throughout the duration of the contract.

## Commissary Fee Structure

### Web Deposits

Fee for Credit/Debit Card Deposits **\$3.25** or  
10% whichever is greater

### Inmate Debit Cards

Zero fee to load and fund the card for the inmate and the facility. The inmate has 72 hours to use the card with no weekly maintenance fee.

### Bonds

Zero fee for Cash Bonds.

Percentage Fee for Credit/Debit Card Bonds.  
**\$3.25** or 10% whichever is greater

### JailATM.com

Fee for Care Pack Purchases. **\$4.99** shipping fee





# Proposal for Food Services, Inmate Account Management, and Commissary Services for the Umatilla County Jail

Umatilla County  
Sheriff's Department

June 30, 2021

**ORIGINAL**





## Executive Summary

*On behalf of every member of Trinity Services Group, we would like to thank Umatilla County for providing us an opportunity to earn your business. Trinity has built our reputation on time-tested operating systems and strong local management, developed over our 30+ years in correctional food service. This long history of service means that we feel we are not just capable of meeting, but rather exceeding Umatilla County's specific needs as extensively outlined within our RFP response.*



The task of preparing meals for your inmate population is something we feel very qualified for, but only scratches the surface of the value we have to offer! The first direction for our approach to your opportunity is a smooth transition that has already begun with an extensive labor market analysis of the Pendleton area determining market living wage demands. Now that we have this information, we have constructed our offer to include above-average living wage and benefit packages to ensure stability via low turnover. The next step in our process would be to bring in our seasoned transition team who has converted over 7,000 beds in the past 12 months to gather compatibility feedback from your facility staff, interview and offer positions to the existing, qualified

kitchen and commissary staff. This process ensures positive institutional knowledge is retained, while at the same time fosters stability. This process will also empower Sandy and her team in adopting our culture of service and exceeding your expectations. Once this step is complete, our seasoned transition team then focuses on providing our new team members with training on our menu management software to ensure logistical support, inventory management, recipe adherence, reporting, and invoicing are all mastered. This time-tested process results in our high-quality standards being consistently met. No other vendor in the industry is as dedicated to ensuring a smooth transition and excellent long-term operation for Umatilla County Sheriff Department as Trinity.



Once the initial transition is complete, Trinity will then move to our enclosed detailed operations plan designed to exceed your specific needs by incorporating the following four core components:

**QUALITY EMPLOYEES**, responsible wages, and proper operational support make up the foundation of any quality food service operation. Trinity Services Group recognizes this principle and prides itself on our ability to hire, properly compensate, train and support our employees.

**EXPERIENCE, CAPABILITY and COMMITMENT** combined with nationwide purchasing volume are also key components of our successful food service program. Trinity Services Group is the largest independent, corrections only, comprehensive food service provider in the industry.

**DIETITIAN SERVICES** are a very important part of our offering. Trinity Services Group has a team of professional dietitians that continuously monitor our menu, product nutritional values, content, and appropriateness. Laura Donnelly leads our Western team of dietitians and will be directly responsible for ensuring that all aspects of Umatilla County's menu requirements exceed ACA standards. Not only will Laura monitor the diets and menu contents but will also be available on a 24/7 basis to answer any questions and/or concerns that arise related to restricted diets, menu substitutions, and any other menu related issue. Trinity understands that the jail business never stops, and the support of the operation is needed ALL the time and not just weekdays from 8-5.





**FOOD MANAGEMENT SOFTWARE**

“NetMenu” software is also an important part of our offering. NetMenu assists our staff with tedious and time-consuming tasks in many ways to include menu and recipe management, product inventory, auto product ordering, comprehensive receivable/payable invoices, and complete reporting. NetMenu will also ensure the non-soy menus Laura has specifically designed for Umatilla County are followed to the letter. Completely auditable, Net Menu ensures accurate record keeping results in extremely transparent and accurate invoicing!

We believe tying these core components together along with the following details have resulted in an exceptional Food Service operation Umatilla County will rely on for years to come:

- Bumping up the Food Services Director position to start at \$55,000 per year
- In addition to the increase in pay for the Food Services Director, we are also adding a full time, Lead Food Service Worker position in to ensure all our staff have proper coverage for time off. We have allotted \$22.00 per hour for this position.
- Food Services Supervisor position to start at \$22.00 per hour
- Three full-time kitchen staff positions starting at \$20.00 per hour

- All labor, food/beverage product, and paper provided by Trinity
- Full transition and ongoing operations management by our **General Manager, Mr. Burt Stinehour**
- A comprehensive and completely automated Commissary operation led by our **Account Manager, David Nicholson**

In closing, please understand that successfully running any business in the correctional environment requires quality employees as well as a strong facility and vendor partnership. We strive to facilitate this bond via our cultural commitment to the principles of honesty, hard work, dedication, and transparency. Trinity understands these are not just buzzwords but again, the guiding principles we use in accomplishing our goal of exceeding your expectations. We value long-standing partnerships and believe that we stand out against our competition because even in difficult times, we respect and honor these principles.

***Thank you again for the opportunity to serve!***



# Price Proposal

## Trinity Financial Overview and Pricing Proposal

Trinity Services Group has read the RFP and thoroughly considered all needs and specifications of the Umatilla County Sheriff's Office food service operation. That said, we proud to present the following detailed pricing proposal.

Our pricing is all-inclusive and has been formulated upon consideration of the projected average daily population at the Umatilla County Jail and the complexity of food service operations as described in the RFP and onsite meetings.

- As requested in the RFP, our all-inclusive pricing has been presented as price per meal (PPM) based on the population scale parameters specified below. Please note, we have proposed two menu rotations, each with an oven replacement option and an oven and dishwasher replacement option for a total of 4 options tailored to meet your needs!

- There are many factors that influence the price per meal but the two largest are the quality of the menu and staffing. We have specifically designed and proposed quality, nutritious ACA certified menu options for the inmates and have incorporated all nutritional items called out in the RFP and in meetings with you. We have also proposed what we know to be the proper staffing and compensation plans that will ensure satisfaction and stability for the Umatilla County operation.
- We have also proposed our extremely popular Trinity Take Out program. Please note, TTO is at **NO COST** to the County and will retail to the inmates who choose to participate. Should the County wish to receive a commission to the inmate welfare fund on these sales; we have planned for 5% commission but are can easily adjust this according to your needs.





As noted above and shown in the following cost tables, we have entered four pricing options for your consideration. Please note, these prices **include** all staffing, food products, paper items and chemicals associated with the food service operations. Pricing also **includes all dietician services, menu development support, our proprietary kitchen management/food production software!** Pricing is broken out by the two different menu rotations (HHH and HHC) and the two pieces of needed equipment so that Umatilla County can select whatever options best meets your needs!

Whatever pricing option Umatilla County selects, all staff meal costs are **included** in the inmate price per meal.

Should Umatilla County wish to negotiate this pricing further we are more than happy to discuss.

## Capital Investment

Trinity's price proposal in options (A) and (B) includes a capital investment of \$6,800.00 for the oven as identified in the RFP and proposed on page 43 of our response. Additionally, In price proposal options (C) and (D) we have included a capital investment of \$24,544.00 for the oven replacement as well as a new dishwasher as proposed on pages 44-58 of our response. This proposed equipment can be reviewed and modified as best needed for Umatilla County and the final decisions will be at the discretion of your agency. Trinity would amortize this equipment over a 3-year contract period, and we would require buyback protection for this equipment should the contract end prematurely.



### Pricing Option A

| TRINITY SERVICES GROUP          |              |           |              |
|---------------------------------|--------------|-----------|--------------|
| Umatilla County                 |              |           |              |
| Inmate Population Sliding Scale |              |           |              |
| FROM                            | TO           | PRICE     |              |
| 30                              | - 49         | \$        | 10.472       |
| 50                              | - 69         | \$        | 6.571        |
| 70                              | - 89         | \$        | 4.899        |
| 90                              | - 109        | \$        | 3.970        |
| 110                             | - 129        | \$        | 3.379        |
| 130                             | - 149        | \$        | 2.970        |
| 150                             | - 169        | \$        | 2.669        |
| <b>170</b>                      | <b>- 189</b> | <b>\$</b> | <b>2.440</b> |
| 190                             | - 209        | \$        | 2.267        |
| 210                             | - 229        | \$        | 2.127        |
| 230                             | - 249        | \$        | 2.011        |
| 250                             | - 269        | \$        | 1.914        |
| 270                             | - 289        | \$        | 1.831        |
| 290                             | - 309        | \$        | 1.759        |
| 310                             | - 329        | \$        | 1.698        |
| 330                             | - 349        | \$        | 1.644        |
| 350                             | - 369        | \$        | 1.596        |
| 370                             | - And over   | \$        | 1.553        |

### Pricing Option A

| TRINITY SERVICES GROUP          |              |           |              |
|---------------------------------|--------------|-----------|--------------|
| Umatilla County                 |              |           |              |
| Inmate Population Sliding Scale |              |           |              |
| FROM                            | TO           | PRICE     |              |
| 30                              | - 49         | \$        | 10.431       |
| 50                              | - 69         | \$        | 6.535        |
| 70                              | - 89         | \$        | 4.865        |
| 90                              | - 109        | \$        | 3.938        |
| 110                             | - 129        | \$        | 3.347        |
| 130                             | - 149        | \$        | 2.939        |
| 150                             | - 169        | \$        | 2.639        |
| <b>170</b>                      | <b>- 189</b> | <b>\$</b> | <b>2.410</b> |
| 190                             | - 209        | \$        | 2.237        |
| 210                             | - 229        | \$        | 2.097        |
| 230                             | - 249        | \$        | 1.981        |
| 250                             | - 269        | \$        | 1.884        |
| 270                             | - 289        | \$        | 1.799        |
| 290                             | - 309        | \$        | 1.729        |
| 310                             | - 329        | \$        | 1.668        |
| 330                             | - 349        | \$        | 1.614        |
| 350                             | - 369        | \$        | 1.566        |
| 370                             | - And over   | \$        | 1.521        |

**Prices listed below are valid for a 3-year contract term only.**



### Pricing Option C

| TRINITY SERVICES GROUP          |              |           |              |
|---------------------------------|--------------|-----------|--------------|
| Umatilla County                 |              |           |              |
| Inmate Population Sliding Scale |              |           |              |
| FROM                            | TO           | PRICE     |              |
| 30                              | - 49         | \$        | 9.311        |
| 50                              | - 69         | \$        | 6.317        |
| 70                              | - 89         | \$        | 4.870        |
| 90                              | - 109        | \$        | 4.018        |
| 110                             | - 129        | \$        | 3.456        |
| 130                             | - 149        | \$        | 3.057        |
| 150                             | - 169        | \$        | 2.760        |
| <b>170</b>                      | <b>- 189</b> | <b>\$</b> | <b>2.530</b> |
| 190                             | - 209        | \$        | 2.358        |
| 210                             | - 229        | \$        | 2.216        |
| 230                             | - 249        | \$        | 2.100        |
| 250                             | - 269        | \$        | 2.001        |
| 270                             | - 289        | \$        | 1.917        |
| 290                             | - 309        | \$        | 1.845        |
| 310                             | - 329        | \$        | 1.781        |
| 330                             | - 349        | \$        | 1.724        |
| 350                             | - 369        | \$        | 1.672        |
| 370                             | - And over   | \$        | 1.626        |

### Pricing Option D

| TRINITY SERVICES GROUP          |              |           |              |
|---------------------------------|--------------|-----------|--------------|
| Umatilla County                 |              |           |              |
| Inmate Population Sliding Scale |              |           |              |
| FROM                            | TO           | PRICE     |              |
| 30                              | - 49         | \$        | 9.272        |
| 50                              | - 69         | \$        | 6.282        |
| 70                              | - 89         | \$        | 4.837        |
| 90                              | - 109        | \$        | 3.986        |
| 110                             | - 129        | \$        | 3.424        |
| 130                             | - 149        | \$        | 3.027        |
| 150                             | - 169        | \$        | 2.730        |
| <b>170</b>                      | <b>- 189</b> | <b>\$</b> | <b>2.500</b> |
| 190                             | - 209        | \$        | 2.327        |
| 210                             | - 229        | \$        | 2.186        |
| 230                             | - 249        | \$        | 2.070        |
| 250                             | - 269        | \$        | 1.971        |
| 270                             | - 289        | \$        | 1.887        |
| 290                             | - 309        | \$        | 1.814        |
| 310                             | - 329        | \$        | 1.751        |
| 330                             | - 349        | \$        | 1.693        |
| 350                             | - 369        | \$        | 1.641        |
| 370                             | - And over   | \$        | 1.598        |

**Prices listed below are valid for a 3-year contract term only.**



## KCN Price Proposal Summary

### Commission Rate

We will pay 25% commission on all commissionable sales for commissary items. Non-commissionable sales (postage, tax, indigent items/kits, phone and tablet time) are not included. We will pay commission by invoicing the full sales amount less commission. This 25% commission also includes friends and family web ordering through Securepak.

### Account Management

Umatilla County Jail's dedicated account manager, David Nicholson, will oversee the commissary operation as the liaison between Keefe and designated Jail personnel.

### Software/Hardware

We will provide the necessary Keefe software for inmates to purchase commissary on the GTL tablets. We will pay for the costs associated to develop the interface between Keefe and JMS provider. We also will include an onsite workstation setup to assist with processing credits, looking up orders, making adjustments to the menus and answering concerns forms. Our Online Banking software is also included in this proposal. All of this will be provided at no cost to the facility.

### Contract Term

We are requesting a 3-year contract term with renewals.

**Thank you for the opportunity to become  
Umatilla County's partner!**