



TRINITY
SERVICES GROUP

Price Proposal

Food Service for DuPage County Jail

23-026_SHF

March 29, 2023

April 10, 2023

TRINITY SERVICES
GROUP



Commander John Putnam
Corrections Administration/Training
The County of DuPage
421 North County Farm Road
Wheaton, IL 60187

Dear Commander Putnam:

Thank you for allowing Trinity Services Group to provide further clarification on our proposal for Food Service for the DuPage County Jail (23-012_SFH).

The pricing for all options in this response is firm for the first year of the contract and the county may opt to switch between these options at any time during the contract.

Trinity Services Group will provide a scantron system at no cost to DuPage County for the placement of the inmate Trinity Take-Out orders.

Trinity Services Group has proposed a higher price per meal if awarded a new contract to address the following factors:

- The new proposed price takes into account our food cost increases (in total over 40%) over the past four years; the current contract did not allow for annual price adjustments.
- The new proposed price is reflective of an increase in support staff allocated to work onsite in the unit; the 2019 staffing plan accounted for a total of 6 staff vs 8 for the new contract term.
- The new proposed price takes into account appropriate wage increases for Trinity on-site staff based on our local competitive wage analysis; the starting hourly rate has increased 50% since 2019.

We sincerely feel that successfully running any business in the correctional environment requires 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. 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. We may not be the lowest-cost provider in the industry (as a matter of fact, we rarely expect to be the lowest bidder). Undoubtedly, you have our word that any difference in the proposed price compared to our competition ensures Trinity maintains the most experienced, fiscally responsible, comprehensive, and high-quality food service operation.

Sincerely,

Signature on File

Jim Perry
Senior Vice President, Sales, Trinity Services Group, Inc.

OPTION 1
SECTION 8 - BID FORM PRICING

The daily population of 550 inmates is a canvassing amount only. The jail population may vary from day to day. This price includes all meals, including those for dietary restrictions and for staff meals (approx. 30 staff meals per week.)

NO.	ITEM	UOM	QTY	PRICE	EXTENDED PRICE
1	Annual Meal Service (625 x 3 x 365)	Meal	684,375	\$ \$1.790	\$ \$1,225,031
GRAND TOTAL					\$ \$1,225,031
GRAND TOTAL (In words) One million, two hundred and twenty-five thousand, thirty-one					

ALTERNATIVE BID PRICING – OPTION 2
REPLACE MILK WITH DAIRY DRINK

Trinity has provided an alternative pricing option for DuPage County in response to RFP Addendum 1, Question 16. Our main proposed menu includes 1% milk served at breakfast, 7 days per week. We have enclosed the nutritional comparison to offer dairy drink in place of milk and the lower proposed price per meal if DuPage were interested in this option.

Milk

Nutrition Information	
1 Servings per container	
Serving Size	1 Each (244g)
Amount Per Serving	
Calories	100
% Daily Value*	
Total Fat 2.5g	4%
Saturated Fat 1.5g	7%
Cholesterol 10mg	4%
Sodium 95mg	4%
Total Carbohydrate 13g	4%
Protein 8g	
Calcium 307mg	30%
Iron 0mg	0%

Dairy Drink PC

Nutrition Information	
1 Servings per container	
Serving Size	1 Each (22g)
Amount Per Serving	
Calories	100
% Daily Value*	
Total Fat 4g	6%
Saturated Fat 1g	4%
Cholesterol 0mg	0%
Sodium 70mg	3%
Total Carbohydrate 15g	5%
Protein 2g	
Calcium 348mg	35%
Iron NA	0%

ALTERNATIVE BID PRICING – REPLACE MILK WITH DAIRY DRINK

The daily population of 550 inmates is a canvassing amount only. The jail population may vary from day to day. This price includes all meals, including those for dietary restrictions and for staff meals (approx. 30 staff meals per week.)

NO.	ITEM	UOM	QTY	PRICE	EXTENDED PRICE
1	Annual Meal Service (625 x 3 x 365)	Meal	684,375	\$ \$1.757	\$ \$1,202,447
GRAND TOTAL					\$ \$1,202,447
GRAND TOTAL (In words) One million, two hundred and two thousand, four hundred and forty seven					



Price Proposal

\$1.76 is firm, regardless of Trinity Take-Out participation levels. Trinity would be able to issue the Trinity Take Out commission in the form a monthly check to the DuPage Sheriff's Office, to be deposited into the Inmate Welfare Fund. The County would be able to switch from Option 1 to TTO Option 3 at any time during the contract at the price stated below, which would remain in effect for the first year of the contract

ALTERNATIVE BID PRICING – OPTION 3 & OPTION 4 IMPLEMENTATION of TRINITY TAKE OUT PROGRAM

Trinity Take-Out

As a value add, Trinity Services Group is interested in implementing our "Trinity Take-Out (TTO)" program. This ala carte ordering program was designed specifically for the purpose of inmate behavior management and is detailed in the technical proposal. This program generates revenue that has been used to further reduce the price per meal offered (presented in the example below). In addition, Trinity is offering DuPage County a 15% commission on all TTO sales.

ALTERNATIVE BID PRICING – PROPOSED BID MENU WITH MILK & TRINITY TAKE OUT (OPTION 3)

The daily population of 550 inmates is a canvassing amount only. The jail population may vary from day to day. This price includes all meals, including those for dietary restrictions and for staff meals (approx. 30 staff meals per week.)

NO.	ITEM	UOM	QTY	PRICE	EXTENDED PRICE
1	Annual Meal Service (625 x 3 x 365)	Meal	684,375	\$ \$1.760	\$ \$1,204,500
GRAND TOTAL					\$ \$1,204,500
GRAND TOTAL (In words) One million, two hundred and four thousand, five hundred					

ALTERNATIVE BID PRICING – REPLACE MILK WITH DAIRY DRINK & TRINITY TAKE OUT (OPTION 4)

The daily population of 550 inmates is a canvassing amount only. The jail population may vary from day to day. This price includes all meals, including those for dietary restrictions and for staff meals (approx. 30 staff meals per week.)

NO.	ITEM	UOM	QTY	PRICE	EXTENDED PRICE
1	Annual Meal Service (625 x 3 x 365)	Meal	684,375	\$ \$1.727	\$ \$1,181,916
GRAND TOTAL					\$ \$1,181,916
GRAND TOTAL (In words) One million, one hundred and eighty one thousand, nine hundred and sixteen					



Financial Considerations

If awarded a contract, Trinity Services Group would like to discuss and negotiate the following financial considerations.

1. Meal prices shall be adjusted annually, effective on the anniversary date of the contract, by an amount equal to the change in the Bureau of Labor Statistics, Consumer Price Index, All Urban Consumers, U.S. City Average, Food Away From Home. Annual price adjustments shall be based on the most current data available sixty (60) days prior to the contract anniversary date and shall be communicated to the Client not less than ten (10) days prior to the effective date of the new prices.
2. In the event of material cost changes in federal, state, or local taxes including, but not limited to, social security taxes, unemployment taxes or payroll based taxes or an increase in the minimum wage rate or the implementing regulations or the enactment or application of any "living wage", "prevailing wage" or similar laws by any governmental entity; and/or an increase in employee benefits whether as a result of a change in federal, state, or local laws or a federal, state, or local legislative or regulatory mandate or otherwise, it is agreed that the parties shall adjust the meal prices to reflect said increases. If other material conditions change due to causes beyond Trinity's control, including, but not limited to menu changes requested by the facility, decreases in inmate population or the availability of inmate labor or changes in federal, state or local standards or regulations or other unforeseen conditions beyond Trinity's control, it is agreed that the parties shall adjust the meal prices to reflect the impact of the change in circumstances.

