

Completed by County Counselor's Office			
Action Requested:	Resolution	Res.Ord No.:	20761
Sponsor(s):	Ronald E. Finley	Legislature Meeting Date:	9/20/2021

Introduction
Action Items: ['Award']
Project/Title:
Awarding a Thirty-Six Month Contract with up to Two Twelve Month Options to Extend for Jackson County Sheriff's Office, Detention Center for Food Service Management to Trinity Services Group of Oldsmar, Florida under the terms and conditions of Invitation to Bid No. 27-21.

Request Summary
<p>The Jackson County Sheriff's Office, Detention Center, requires a qualified firm to prepare and deliver multiple meals per day to an average of 750-1000 inmates and approximately 150 employees. In 2020, over 825,000 meals were served.</p> <p>The Purchasing Department issued Request for Proposal No. 27-21 to meet these requirements. A total of three responses were received and were evaluated as follows: Tiger Correctional of Jonesboro, AR received 87 points out of 100 and the price per meal was \$1.494. Trinity Services Group of Oldsmar, FL, received 94 points out of 100 and the price per meal was \$1.468. Summit of Sioux Falls, SD, received 82 points out of 100 and the price per meal was \$1.646. The evaluation template is included in the recommendation memo and attached along with the pricing summary. We anticipate an annual spend in the amount of \$1,848,579.00 (1150 meals, three meals per day at a rate of \$1.468).</p> <p>Pursuant to Section 1054.6 of the Jackson County Code the Director of Finance and Purchasing recommends the award of a Term and Supply Contract for Food Service Management to Trinity Correctional of Oldsmar, FL, as the lowest and best proposal received. Trinity Correctional submitted the lowest cost-per meal basis, met all County specifications within Invitation to Bid 27-21, and conducts operations in other American Correctional Association facilities.</p>

Contact Information			
Department:	Corrections	Submitted Date:	8/20/2021
Name:	Deloris M. Wells	Email:	DWells@jacksongov.org
Title:	Deputy Director of Administration	Phone:	816-881-4210

Budget Information	
Amount authorized by this legislation this fiscal year:	\$ 0

Request for Legislative Action

Amount previously authorized this fiscal year:		\$ 0	
Total amount authorized after this legislative action:		\$	
Is it transferring fund?		No	
Single Source Funding:			
Fund:	Department:	Line Item Account:	Amount:
			!Unexpected End of Formula

Request for Legislative Action

Prior Legislation	
Prior Ordinances	
Ordinance:	Ordinance date:
Prior Resolution	
Resolution:	Resolution date:
19468	April 24, 2017

Purchasing	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Formal Bid
Core 4 Tax Clearance Completed:	Not Applicable
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

Compliance	
Certificate of Compliance	
In Compliance	
Minority, Women and Veteran Owned Business Program	
Goals are waived - insufficient MBE or WBE firms available	
MBE:	.00%
WBE:	.00%
VBE:	.00%
Prevailing Wage	
Not Applicable	

Fiscal Information	
<ul style="list-style-type: none"> This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order. 	

Request for Legislative Action

History

Deloris M. Wells at 8/20/2021 9:06:33 AM - [Submitted |]
Department Director: Diana L. Knapp at 8/20/2021 11:17:27 AM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 8/23/2021 8:48:44 AM - [Returned for more information | The Evaluation Memorandum - the scores for Trinity do not add up; you have one extra score in there; please correct the memorandum]
Submitter: Deloris M. Wells at 8/27/2021 8:50:58 AM - [Submitted | The document has been edited and uploaded. I was not able to delete the original.D. Wells]
Department Director: Diana L. Knapp at 8/30/2021 8:14:17 AM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 8/30/2021 8:45:01 AM - [Returned for more information | Estimated annual pricing in Request Summary does not add up correctly (1150 meals x 3 = 3450 x 1.468 = \$5,064.60 daily x 365 days per year = \$1,848,579.Final draft of Evaluation Memo does not have the correct points for Trinity]
Submitter: Deloris M. Wells at 9/1/2021 2:36:26 PM - [Submitted | I am not able to remove the original memo I do not have the ability to delete. Please used the attachment saved as "Final". All updates have been completed.]
Department Director: Diana L. Knapp at 9/1/2021 2:46:49 PM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 9/2/2021 2:36:53 PM - [Returned for more information | Please correct your final award recommendation memorandum and the Request Summary : if Trinity Services Group only received 81 points (versus Tiger Correctional at 87 points and Summit at 82 points) you would have to recommend award to Tiger. Looking at your first recommendation memorandum you had Trinity at 95 points, which would match up with the recommendation for award; on your first recommendation memorandum, the table for Trinity was incorrect, you had 5 scores with a total (and as written would have added up to 103 points) for Trinity when there are only supposed to be 4 scores and a total.]
Submitter: Deloris M. Wells at 9/7/2021 12:36:47 PM - [Submitted |]
Department Director: Diana L. Knapp at 9/7/2021 1:01:14 PM - [Approved |]
Finance (Purchasing): Barbara J. Casamento at 9/7/2021 2:05:12 PM - [Approved |]
Compliance: Jaime Guillen at 9/7/2021 3:50:46 PM - [Approved |]
Finance (Budget): Mark Lang at 9/8/2021 2:33:46 PM - [Approved | Fiscal notes are not required for Term & Supply contracts.]
Executive: Troy Schulte at 9/8/2021 3:35:13 PM - [Approved |]
Legal: Elizabeth Freeland at 9/15/2021 12:17:03 PM - [Approved |]



Jackson County Detention Center

Office of the Jackson County Sheriff
Sheriff Darryl Forté



TO: Barbara Casamento, Purchasing Administrator

FROM: Deloris Wells, Deputy Director of Administration- *Deloris Wells*

DATE: July 6, 2021

RE: Request for Proposal 27-21: Recommendation Memo

We reviewed proposals from three respondents, Trinity Services Group Inc, Tiger Food, and Summit. The panel of four evaluated and scored each vendor based on the following criteria:

- Responsiveness to Request for Proposal
- Experience and Qualifications
- References
- Pricing

Results Summary

Evaluation Criteria: Summit	
Responsiveness to Request for Proposal	3
Experience and Qualifications	22
References	7
Pricing	50
Total	82

Evaluation Criteria: Trinity Services Group Inc	
Responsiveness to Request for Proposal	5
Experience and Qualifications	22
References	9
Pricing	58
Total	94

Evaluation Criteria: Tiger Food	
Responsiveness to Request for Proposal	5
Experience and Qualifications	21
References	10
Pricing	51
Total	87



Jackson County Detention Center

Office of the Jackson County Sheriff

Sheriff Darryl Forté



All three vendors had adequate references of clients that were similar in operation and size to the Jackson County Department of Corrections. However, Trinity has a bigger operation with a larger client base. According to their proposal, Trinity “is the largest independent, comprehensive food service provider in the corrections industry, serving roughly 300 million meals a year.”

Each vendor submitted a fixed cost for each meal regardless of population count. Summit was the only vendor that charged a separate fixed cost for both staff and religious meals.

Trinity and Summit also proposed a scaled pricing scheme based on the number of meals served. When the scaled pricing was evaluated, Trinity had the lowest average cost based on population, \$0.084 less than the cost of the Summit’s fixed cost per meal.

We recommend award No. 27-21 to Trinity Services Group Inc. We also recommend utilizing the population-based pricing model. Trinity would be the overall least expensive and provide all the services currently needed.



5.7.13 Pricing

Option 1 Menu Pricing

Pricing is based on the inmate menu provided in the RFP, staff meals, medical diets, and religious diets.

Contract Term	Unit of Measure	Price Per Meal
1 st Year	Pricing Per Meal	\$ 1.497
2 nd Year	Pricing Per Meal (provide % OR \$ increase)	\$ 1.557
3 rd Year	Pricing Per Meal (provide % OR \$ increase)	\$ 1.619

Option 1 Scale Pricing

We understand Jackson County has operated without a pricing scale in the past, but believe implementing a scale offers a win-win scenario for both parties. A pricing scale allows the County to realize savings when the resident population increases and assures your service provider does not have to ask for relief in the event it drops. A scaled price approach could significantly lower your price per meal when population levels increase once your new facility is completed. Please see the Option 1 scale on the following page.



Option 1 Scaled Pricing

TRINITY SERVICES GROUP			
JACKSON CO, MO			
Inmate Population Sliding Scale			
FROM		TO	PRICE
600	-	649	\$ 1.645
650	-	699	\$ 1.590
700	-	749	\$ 1.541
750	-	799	\$ 1.497
800	-	849	\$ 1.460
850	-	899	\$ 1.425
900	-	949	\$ 1.397
950	-	999	\$ 1.369
1000	-	1049	\$ 1.344
1050	-	1099	\$ 1.321
1100	-	1149	\$ 1.299
1150	-	1199	\$ 1.280
1200	-	1249	\$ 1.261
1250	-	And over	\$ 1.244



Option 2 Scaled Pricing

TRINITY SERVICES GROUP

JACKSON CO, MO

Inmate Population Sliding Scale

FROM		TO	PRICE
600	-	649	\$ 1.617
650	-	699	\$ 1.561
700	-	749	\$ 1.512
750	-	799	\$ 1.468
800	-	849	\$ 1.431
850	-	899	\$ 1.397
900	-	949	\$ 1.366
950	-	999	\$ 1.337
1000	-	1049	\$ 1.313
1050	-	1099	\$ 1.289
1100	-	1149	\$ 1.268
1150	-	1199	\$ 1.248
1200	-	1249	\$ 1.229
1250	-	And over	\$ 1.212



Option 2 Menu Pricing

Pricing is based on the proposed alternative menu included in our proposal.

Contract Term	Unit of Measure	Price Per Meal
1 st Year	Pricing Per Meal	\$ 1.468
2 nd Year	Pricing Per Meal (provide % OR \$ increase)	\$ 1.527
3 rd Year	Pricing Per Meal (provide % OR \$ increase)	\$ 1.588

Option 2 Scale Pricing

We understand Jackson County has operated without a pricing scale in the past, but believe implementing a scale offers a win-win scenario for both parties. A pricing scale allows the County to realize savings when the resident population increases and assures your service provider does not have to ask for relief in the event it drops.

A scaled price approach could significantly lower your price per meal when population levels increase once your new facility is completed. Please see the Option 2 scale on the following page.

COST PER MEAL VENDOR SUMMARY

	Tiger Correctional, Jonesboro, AR	Trinity Services Group, Oldsmar, FL	Summit, Sioux Falls, SD
Cost Per Meal- Year 1	\$ 1.494	\$ 1.468	\$ 1.594
Cost Per Meal-Year 2	\$ 1.537	\$ 1.527	\$ 1.594
Cost Per Meal-Year 3	\$ 1.586	\$ 1.588	\$ 1.594
Religious Meal	Same as Inmate meal	Same as Inmate meal	\$ 1.469
Staff meal	Same as Inmate meal	Same as Inmate meal	\$ 3.000