COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 901797

### for

**Juvenile Facility Food Services**

**Networking/Bidders Conference Held on August 26, 2019**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Questions from the Networking/Bidders Conference and Written Questions:**

1. Are there any other attendees in this conference other than Trinity Services Group?
   1. **There are no other vendors in attendance for this bidders conference.**
2. Can the County please confirm the current contractor for Juvenile Facility Food Services?
   1. **The current contractor for Juvenile Facility Food Services is Revolution Foods, Inc.**
3. Is the current contractor on year five of the contract?
   1. **Yes. The current contractor is on year five of this contract.**
4. What is the current average daily population at Juvenile Justice Center (JJC) and at Camp Sweeney?
   1. **Currently, there are 57 youths at JJC and 11 youths at Camp Sweeney.**
5. Are the meals currently cooked at the adult County Jail kitchen facility?
   1. **No. The meals for JJC and Camp Sweeney are currently prepared offsite.**
6. Since the meals are prepared offsite, how are the food trays prepared? Does the current contractor provide additional items for the meals?
   1. **The meals are in pre-packaged, proportioned cardboard and are packaged individually. The Juvenile Facility food service staff will put the meals on reusable trays with the fruit, beverage, etc. Please see Addendum No. 1, Exhibit E, Meal, Food Tray, and Serve Ware Photos.**
7. What type of trays are currently used for the Juvenile Facilities? Can the County please provide a photo?
   1. **Please see Addendum No. 1, Exhibit E, Meal, Food Tray, and Serve Ware Photos.**
8. Does Alameda County participate in the National School Lunch Program?
   1. **Yes. Alameda County Juvenile Facilities participate in the National School Lunch Program.**
9. Bag Lunches are listed separately with a quantity of 4,680 per year. Are the bag lunches in addition to the estimated meal counts?
   1. **Page 13 of the RFP, Section D (SPECIFIC REQUIREMENTS), Item 3.d.(1)(c) (BAG LUNCHES) are included as the Estimated Meals, which are in addition to Youth Meals and Youth Snacks. The bag lunches are kept in the intake area for the youths being released to placement who may need a meal on the way.**
10. Can the County please describe the current staff meal process?
    1. **The staff meals are served buffet/family style, and the meals come in either full or half hotel pans, and it is warmed onsite. The trays are set out by the internal food service staff for all three shifts in accordance with the staff’s break times. The salad bar items come in bulk and the internal food service staff prepares for the salad bar.**
11. Can the County please provide the current prices for Youth Meals, Youth Snacks, Youth Snacks, and Staff Meals?
    1. **The current contract pricing for Juvenile Facilities Food Services is as follows:**

**Youth Meal: $3.15**

**Youth Snack: $0.93**

**Bag Lunch: $3.55**

**Staff Meal: $4.21**

1. Can the County please provide the average amount of Religious and food allergy meals provided over the past 12-month period?
   1. **The average amount of Religious and food allergy meals served during September 2018 – August 2019 was 3,280.**
2. Would the County consider to have a price per meal based on existing costs and allow annual CPI increases?
   1. **No. The County will not consider to have a price per meal based on existing costs and allow annual CPI increases.**
3. Can the price per meal on all four line items be submitted via a scale based on average daily population?
   1. **No. The price per meal on all four line items on the bid form cannot be submitted via a scale based on average daily population.**
4. Does the current contractor own any fixtures or small wares relating to the operation of this contract? If so, can the County please list an inventory of all items that would need to be accounted for in the event of an award to a new vendor?
   1. **No. The current contractor does not own any fixtures or small wares relating to the operation of this contract.**

The following participants attended the Networking/Bidders Conference:

|  | **Company Name / Address** | **Representative** | **Contact Information** |
| --- | --- | --- | --- |
| 1. | **Trinity Services Group**  **3978 East Aspen Hill Court**  **Boise, ID 83706** | **Jake Watson** | Phone:  **(208) 561-5561** |
| E-Mail: [**Jake.Watson@Trinityservicesgroup.com**](mailto:Jake.Watson@Trinityservicesgroup.com) |
| Prime Contractor: **Yes** |
| Subcontractor: **No** |
| Certified SLEB: **No** |
| 2. | **Trinity Services Group**  **3978 East Aspen Hill Court**  **Boise, ID 83706** | **Mark Horneffer** | Phone: (**520) 904-4048** |
| E-Mail: **mark.horneffer@trinityservicesgroup.com** |
| Prime Contractor: **Yes** |
| Subcontractor: **No** |
| Certified SLEB: **No** |

### EXHIBIT F

VENDOR LIST

RFP No. 901797 – Juvenile Facility Food Services

Below is the Vendor Bid List for this project consisting of vendors who have been issued a copy of this RFP. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

| **RFP No. 901797 - Juvenile Facility Food Services** | | | | | | | |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **State** | **Email** |
| A&B Produce Inc. | Tim Robertson | 650-871-7689 | 299 Lawrence Avenue | S. San Francisco | CA |  |
| A&B Produce Inc. | Joe Cody | 650-871-7689 | 299 Lawrence Avenue | S. San Francisco | CA |  |
| A&B Produce Inc. |  | 650-871-7689 | 299 Lawrence Avenue | S. San Francisco | CA | sgolib@abproduce.com |
| A&B Produce Inc. | Paula Amaya | 650-871-7689 | 299 Lawrence Avenue | S. San Francisco | CA | pmunoz@abproduce.com |
| ACFSA |  |  |  |  |  | [Lawrence.Mendez@sdsheriff.org](mailto:Lawrence.Mendez@sdsheriff.org) |
| ACFSA |  |  | 18 E. Basic Street | Henderson | NV | [guitar6414@yahoo.com](mailto:guitar6414@yahoo.com) |
| Acre Gourmet |  | 415-931-4794 |  | San Francisco | CA | Info@AcreGourmet.com |
| Aramark | Jacki Amici | 856-449-3205 |  |  |  | [amici-jacqueline@aramark.com](mailto:amici-jacqueline@aramark.com) |
| Aramark Correctional Services, LLC | Kathy Molinets | 630-271-2926 | 1101 Market Street | Philadelphia | PA | [molinets-kathy@aramark.com](mailto:molinets-kathy@aramark.com) |
| Benjamin Foods |  | 215-437-5000 / 855-236-3663 | 1001 South York Road | Hatboro | PA | info@benjaminfoods.com |
| Better 4 you Meals |  | 323-838-5555 | 5743 Smithway Street, Suite 103 | Commerce | CA | [info@better4youmeals.com](mailto:info@better4youmeals.com) |
| Bon Appetit Management Company |  | 650-798-8000 | 100 Hamilton Avenue, Suite 400 | Palo Alto | CA | [info@bamco.com](mailto:info@bamco.com) |
| Chefables | Lesley Kohn | 888-808-2433 ext. 201 |  |  |  | lesley@chefables.com |
| Choicelunch |  | 855-465-8624 | 569 San Ramon Valley Boulevard | Danville | CA | customerservice@choicelunch.com |
| Compass Group USA, Inc. (via Bateman Division) | Magi Brettler | 337-593-0433 ext. 24 | 2400 Yorkmont Road | Charlotte | NC | [magi.brettler@compass-usa.com](mailto:magi.brettler@compass-usa.com) |
| Cook's Correctional |  | 800-956-5571 | 27725 Diehl Road | Warrenville | IL | customerservice@cookscorrectional.com |
| Cook's Direct | Teri Teclaw | 800-956-5571 | 27725 Diehl Road | Warrenville | IL | tteclaw@cooksdirect.com |
| Corner's Café (Youth UpRising) | Sharon Brown | 510-777-9929 | 8711 MacArthur Boulevard | Oakland | CA | info@youthuprising.org |
| Correctional Food Services |  |  | 10830 North Central Expressway, Suite 134 | Dallas | TX | lawarehouse@outlook.com |
| Crest Food Service | Sharon Santos | 757-995-1569 | 605 Jack Rabbit Road | Virginia Beach | VA | ssantos@cresteq.com |
| Federal Supply USA |  | 888-623-4499 | 1171 South Northpoint Blvd | Waukegan | IL | [info@federalsupply.com](mailto:info@federalsupply.com) |
| Food for Thought Catering | Michael Lewis | 925-876-3150 | 1717 Solano Way, #14 | Concord | CA | [michael@f4tc.com](mailto:michael@f4tc.com) |
| Foodservice Sustainability Solutions, Inc |  | 800-351-8875 | 1035 Cobb Industrial Drive | Marietta | GA | info@fs-sustainability.com |
| Fresh Start Meals |  | 818-698-4020 | 1530 First Street | San Fernando | CA | [info@freshstartmeals.net](mailto:info@freshstartmeals.net) |
| Global Foods Inc. | Wendy S | 702-870-7600 | 8700 Spanish Ridge Avenue | Las Vegas | NV | wendys@globalfoodslv.com |
| Good Earth School Lunch | Adam Klapow | 415-382-1334 |  | Marin | CA | [adam@genatural.com](mailto:adam@genatural.com) |
| Good Food Purchasing Program |  |  |  |  |  | [info@goodfoodpurchasing.org](mailto:info@goodfoodpurchasing.org) |
| GoodSource Solutions Foodservice Distribution |  | 800-776-6758 | 3115 Melrose Drive, Suite 160 | Carlsbad | CA | info@goodsource.com |
| Goodwill Industries | Michael Shabaka | 510-698-7241 | 1301 30th Avenue | Oakland | CA | [mshabaka@eastbaygoodwill.org](mailto:mshabaka@eastbaygoodwill.org) |
| Highland Wholesale Foods, Inc. | George Medeiros |  | 1604 Tillie Lewis Drive | Stockton | CA | george@highlandfoodsinc.com |
| Highland Wholesale Foods, Inc. | Julie Ventura |  | 1604 Tillie Lewis Drive | Stockton | CA | julie@highlandfoodsinc.com |
| Highland Wholesale Foods, Inc. | Greg Stagnitto |  | 1604 Tillie Lewis Drive | Stockton | CA | [greg@highlandfoodsinc.com](mailto:greg@highlandfoodsinc.com) |
| Highland Wholesale Foods, Inc. | Tommy Sodaro |  | 1604 Tillie Lewis Drive | Stockton | CA | [tommy@highlandfoodsinc.com](mailto:tommy@highlandfoodsinc.com) |
| Highland Wholesale Foods, Inc. | Bill Burch |  | 1604 Tillie Lewis Drive | Stockton | CA | [bill.burch@highlandfoodsinc.com](mailto:bill.burch@highlandfoodsinc.com) |
| Hope Collaborative |  | 510-444-4133 | 2000 Franklin Street, 3rd Floor | Oakland | CA |  |
| JNS Foods LLC |  | 954-718-7958 | 1401 N University Drive, Suite 602 | Coral Springs | FL | emeiseles@jnsfoods.com |
| KAJ Foods |  | 715-580-0933 |  |  |  | kajfoods@gmail.com |
| Keefe Group | Joyce | 800-325-8998 ext. 8734 / 314-963-8734 / 800-411-0454 |  | Fontana | CA |  |
| Keefe Group | Cory | 909-429-6350 |  | Fontana | CA |  |
| Keefe Group | Jake Watson | 208-861-5561 |  | Fontana | CA | jake.watson@trinityservicesgroup.com |
| Keefe Group | Ignacio Sanchez | 909-429-6971 |  | Fontana | CA | isanchez@keefegroup.com |
| Kidango | Jenny Alber |  |  |  |  | jalber@kidango.org |
| Market Place Foods Group | Ryan | 877-733-3630 | 444 Claude Scott Road | Canton | GA | [ryan@marketplacefoodsgroup.com](mailto:ryan@marketplacefoodsgroup.com) |
| National Food Group |  | 800-886-6866 | 10803 Thornmint Road, Suite 105 | San Diego | CA | info@nationalfoodgroup.com |
| National Food Group |  | 800-886-6866 | 10803 Thornmint Road, Suite 105 | San Diego | CA | hadam@nationalfoodgroup.com |
| Neil Jones Food Company |  | 800-291-3862 |  | Vancouver | WA |  |
| New Era Foods | James Davis | 925-804-6043 | 1410 Camino Ramon, Suite 295 | San Ramon | CA | [jamesfranklindavis@yahoo.com](mailto:jamesfranklindavis@yahoo.com) |
| Plastocon, Inc. | Jerry Marks | 561-386-9742 | 1200 W. Second Street | Oconomowoc | WI | Jerry.Marks@plastocon.com |
| Plastocon, Inc. | Janie Guster | 803-750-7787 | 1200 W. Second Street | Oconomowoc | WI | Janice.Guster@plastocon.com |
| Revolution Foods | Maureen Sedonaen | 510-596-9024 | 8383 Capwell Drive | Oakland | CA | [msedonaen@revolutionfoods.com](mailto:msedonaen@revolutionfoods.com) |
| Revolution Foods | Kathy Murray |  |  |  |  | kmurray@revolutionfoods.com |
| Revolution Foods | Mary Oser |  |  |  |  | moser@revolutionfoods.com |
| Revolution Foods | Ann Cooper |  |  |  |  | acooper@revolutionfoods.com |
| School Caterers |  | 408-505-6054 | 775 Waldo Road | Campbell | CA | [schoolcaterersca@gmail.com](mailto:schoolcaterersca@gmail.com) |
| School Foodies |  | 510-556-8900 | 2363 Tripaldi Way | Hayward | CA | [contact@schoolfoodies.com](mailto:contact@schoolfoodies.com) |
| Seco Select |  | 317-831-7030 | 451 E. County Line Road | Mooresville | IN | Sales@SECOSelect.com |
| Summit Foods | Naomi McLaughlin | 605-335-0825 | 500 East 52nd Street North | Sioux Falls | SD | [naomi.mclaughlin@summitfoodservice.com](mailto:naomi.mclaughlin@summitfoodservice.com) |
| The Food Exchange, LLC | Maureen Richards | 866-450-7500, ext 1 | 5650 El Camino Real, Suite 125 | Carlsbad | CA | maureenr@thefoodexchangellc.com |
| The Food Exchange, LLC | Tony Salant | 866-450-7500, ext 2 | 5650 El Camino Real, Suite 125 | Carlsbad | CA | tonys@thefoodexchangellc.com |
| The Food Exchange, LLC | Michele Thurman | 866-450-7500, ext 3 | 5650 El Camino Real, Suite 125 | Carlsbad | CA | [michele@thefoodexchangellc.com](mailto:michele@thefoodexchangellc.com) |
| The Food Exchange, LLC | Danielle Campbell | 866-450-7500, ext 4 | 5650 El Camino Real, Suite 125 | Carlsbad | CA | [daniellec@thefoodexchangellc.com](mailto:daniellec@thefoodexchangellc.com) |
| The Food Exchange, LLC | Andy Brown | 866-450-7500, ext 5 | 5650 El Camino Real, Suite 125 | Carlsbad | CA | [andyb@thefoodexchangellc.com](mailto:andyb@thefoodexchangellc.com) |
| The Lunch Master |  | 855-565-8624 | 601 Taylor Way | San Carlos |  | [lunchmaster@nobhillcatering.com](mailto:lunchmaster@nobhillcatering.com) |
| The Town Kitchen |  | 510-296-3198 | 2325 E. 12th Street | Oakland | CA | [hello@thetownkitchen.com](mailto:hello@thetownkitchen.com) |
| Totemic Business Solutions, LLC | Tom Gilardi | 804-334-7873 | 8404 Brittewood Circle | Mechanicsville | VA | tgilardi@totemicsolutions.com |
| TriMark |  | 888-662-6935 | 9 Hampshire Street | Mansfield | MA | info@trimarkusa.com |
| Trinity Services Group |  | 813-854-4264 | 477 Commerce Boulevard | Oldsmar | FL | Careers@TrinityServicesGroup.com |
| Trinity Services Group | Jake Watson | 208-861-5561 | 3978 East Aspen Hill Court | Boise | ID | jake.watson@Trinityservicesgroup.com |
| Trinity Services Group | Mark Horneffer | 520-904-4048 | 3978 East Aspen Hill Court | Boise | ID | mark.horneffer@trinityservicesgroup.com |
| United Good Foods Groups, Inc. | Larry McClendon | 415-290-5944 | 4026 3rd Street, Suite 301 | San Francisco | CA | [larrymcclendon45@gmail.com](mailto:larrymcclendon45@gmail.com) |
| ZeroCater | Maggie Kennedy | 415-830-7602 | 115 Stillman Street | San Francisco | CA | maggie.kennedy@zerocater.com |