



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

Proposal for Inmate Food Services

03/27/13 09:57:53 AM
West Virginia Purchasing Division

TRINITY SERVICES
GROUP, INC.

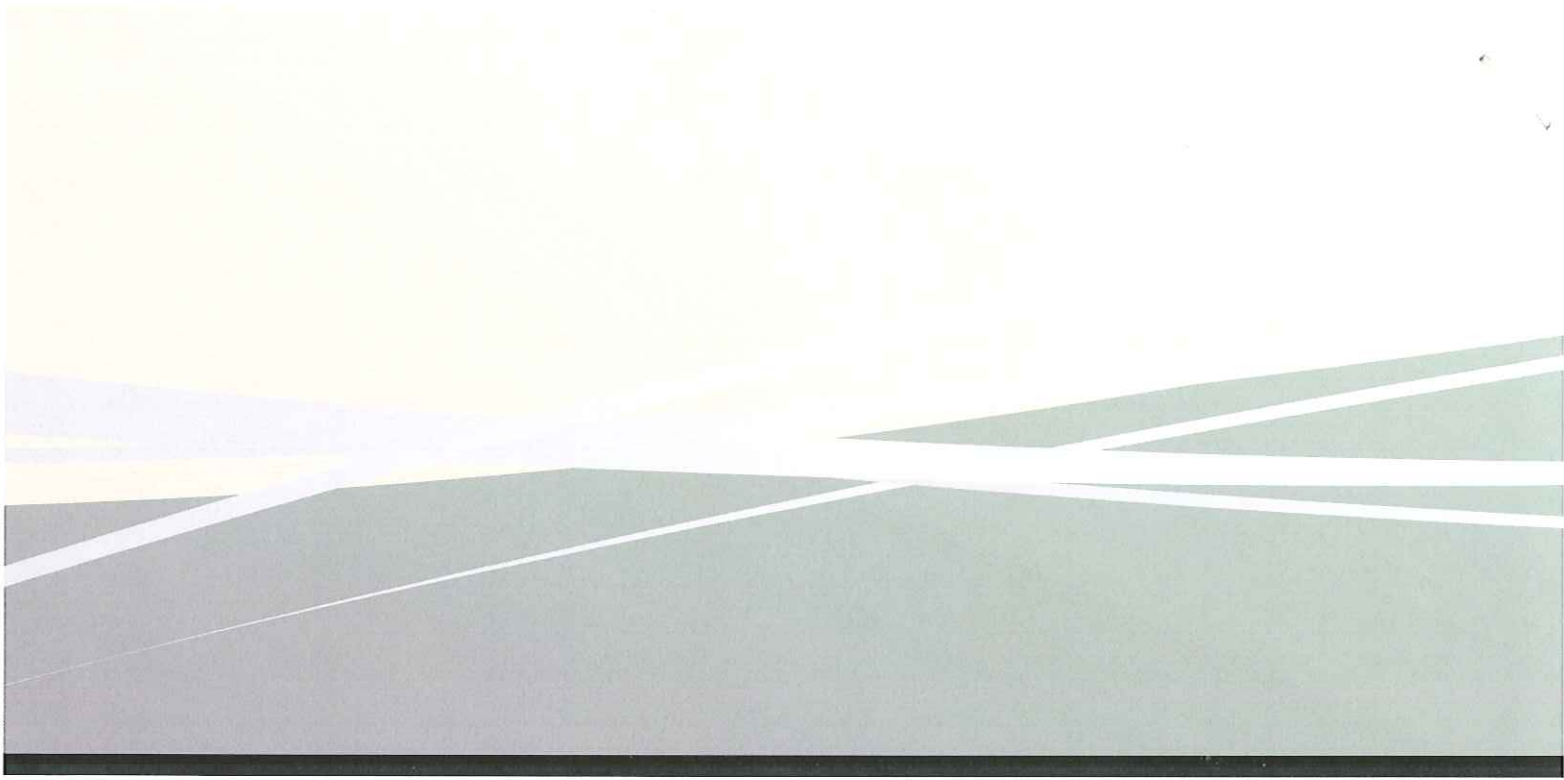


State of West Virginia
Department of Administration
Purchasing Division, Division of Corrections

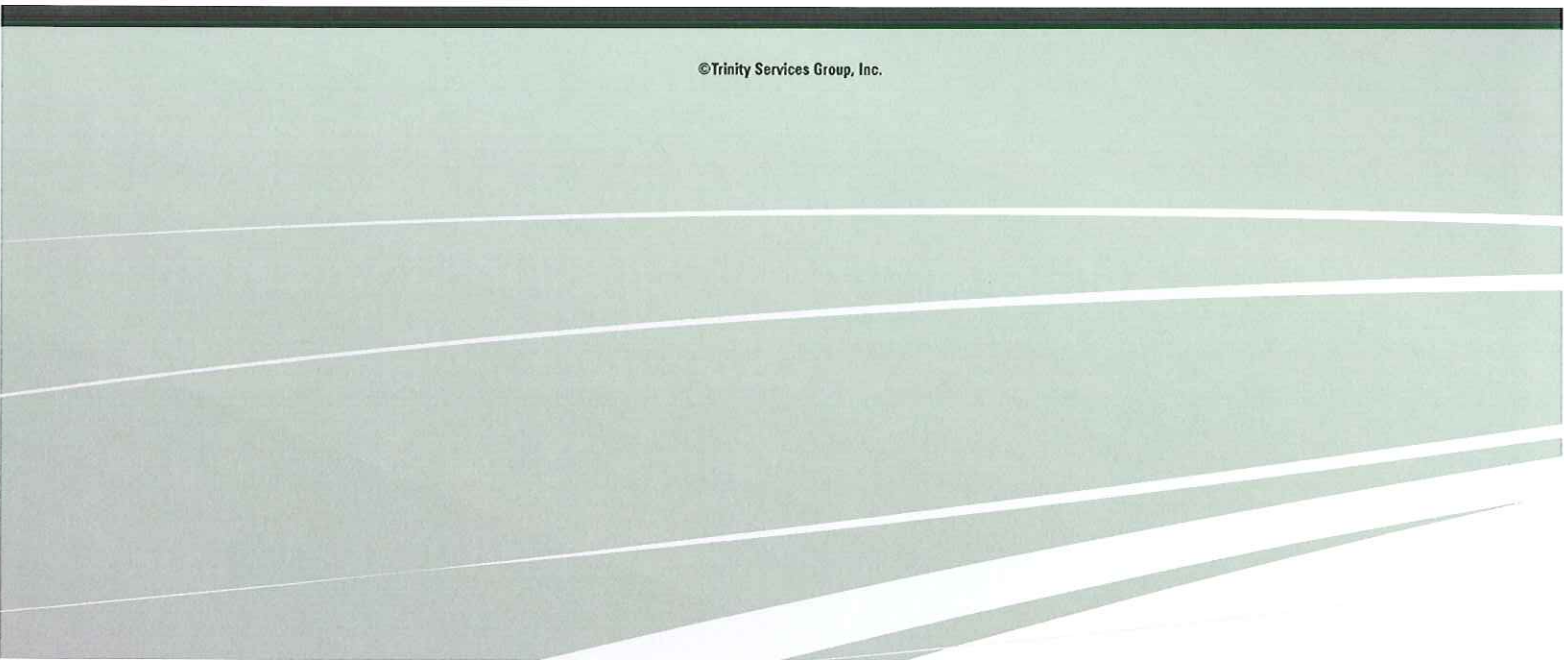
Solicitation Number 61564

March 28, 2013 - 1:30 p.m.

COST PROPOSAL COPY



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Cost Proposal

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Trinity Services Group has included the following items in our Cost Proposal:

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Pricing Page - COR61564 - Revised 3/08/2013 - TABLE 1

The pricing below shall be for all facilities:

Range of Number of Daily Meals	Price per Meal
9,100 - 9,699 ea	1.44
9,700 - 10,299 ea	1.43
10,300 - 10,899 ea	1.42
10,900 - 11,589 ea	1.392
Over 11,590 ea	1.364
Sack/Bagged Meals - Estimated 700 Daily (includes Meals/Medical Snacks)	1.40

Vendor Name and Contact Person: Trinity Services Group, Inc., Larry Vaughn, President

Address: 477 Commerce Blvd.
Oldsmar, FL 34677

Phone and Fax No. (813) 854-4264 Fax: (813) 855-2330

FEIN: 59-3026703

Authorized Signature: 

Pricing Page - COR61564 - Revised 3/08/2013 - TABLE 2

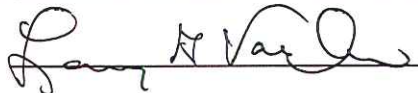
The pricing below shall be for all facilities:

Column A Number of Daily Meals	Column B Estimated Quantity per day	Column C Estimated Number of Days for the Year	Column D Estimated Total Meals per year (Column B x Column C)	Column E Price Per Meal	Extended Price (Column D x Column E)
9,100 - 9,699 ea	9,100	4	36,400	1.44	\$52,416.00
9,700 - 10,299 ea	9,700	20	194,000	1.43	\$277,420.00
10,300 - 10,899 ea	10,300	125	1,287,500	1.42	\$1,828,250.00
10,900 - 11,589 ea	10,900	125	1,362,500	1.392	\$1,896,600.00
Over 11,590 ea	11,590	91	1,054,690	1.364	\$1,438,597.16
Sack/Bagged Meals - Estimated 700 Daily (includes Meals/Medical Snacks)	700	365	255,500	1.40	\$357,700.00

Total Cost: \$5,850,983.16

**** Estimated Quantities - more or less may be utilized by the agency. The estimated quantities listed above are for evaluation purposes only. No additional pricing on Medical or Religious Diets served. The Medical/Religious Diet meals shall be included in Daily Meals pricings above.**

Vendor Name: Trinity Services Group, Inc.

Authorized Signature: 

Revised 3/8/13



3. Trinity Takeout Program Financial Details and Commission Plan

We have included information on our Trinity Takeout Program in our Proposal, which we propose to implement for the inmates. Also included following this page is another flier explaining the details of the program. Based on the similar facilities where we have this program in place, we estimate approximately \$312,000.00 in annual Sales in the WV DOC facilities.

Trinity proposes to give WV DOC a 20% Commission on these sales, or what would equate to approximately \$62,400.00 per year at the Revenue level.

Our experience tells us that there are many more benefits to this program than WV DOC is currently realizing. A full review of the variety of items available and the various pricing strategies, keeping in mind WV DOC must approve all components of the program, can undoubtedly lead to increases in sales, commissions, and overall inmate satisfaction with the program.

Please refer to the following pages for additional program details.

March 28, 2013

TRINITY SERVICES
GROUP, INC.



Tara Lyle
State of West Virginia
Department of Administration, Purchasing Division
2019 Washington Street, East
Charleston, WV 25305-0130

Re: Solicitation Number COR61564 - Inmate Food Services

Dear Ms Lyle:

Trinity Services Group, Inc. is proud to submit our proposal for the professional management of the inmate food service program for the State of West Virginia Division of Corrections.

Trinity has provided quality food service for the corrections industry for over 40 years.

Our commitment to your staff and to the inmates is to deliver a quality food service program, which includes good food, properly trained staff, fiscal responsibility and efficient response, while maintaining safety and security.

Trinity programs are built upon a solid foundation of operating systems, controls and strong local management, and comply with the American Correctional Association Standards for Food Service.

As you review the proposal before you, we ask that you pay close attention to the superior level of local support and excellent references that Trinity Services Group has to offer. Fancy proposals and the lowest price have little meaning if a qualified team is not part of the plan to attain our mutual goals of security and no inmate disruptions.

We welcome any questions you may have and we look forward to our presentation so that we can elaborate on our proposal and capabilities of providing the services as described to the State of West Virginia Division of Corrections. Please feel free to contact our representative, Steve Sleigh, at (757) 615-0517 with any questions.

I am authorized to commit Trinity Services Group, Inc. to this proposal.

Sincerely,

A handwritten signature in black ink, appearing to read "Larry Vaughn". The signature is fluid and cursive, written over a white background.

Larry Vaughn
President

So Many Possibilities!



CINCO DE MAYO TACOS



MARCH MADNESS PIZZA

Trinity Takeout

By TRINITY SERVICES GROUP, INC.



Food service as an incentive for positive inmate behavior and a staff morale booster are two ways to increase utilization of taxpayer assets.

Inmates who qualify with good behavior (or whatever criteria you establish), and have money in their account are eligible to purchase one of any number of food items. These items can be prepared fresh in the kitchen or ordered from a favorite local restaurant. A portion of the proceeds, after costs and labor, go to a purpose designated by the county.

Staff also has the opportunity to purchase these quality selections for less than they would normally have to pay at a restaurant—a GREAT way to boost morale.

Getting Started

- Determine
 - Eligibility Requirements
 - Frequency of Delivery
 - Delivery Time
 - Order, Deduction and Delivery Days
 - Menu Selections
 - Pricing and Commission Levels
- Sample Products
- Establish an account for payment in the Jail Management System

How it Works

Typically, a menu is presented a week before the delivery date, collected three days prior to delivery and processed to debit funds from the inmate's account.

A calendar is developed and updated monthly to let you know well in advance what items are going to be available and how much they will cost. The calendar also lets you know what day the money will be deducted from the inmate accounts.

The items will be varied and of the same quality and portions that are available from your favorite restaurants. Any and all items placed on the menu will first be approved by County staff. Trinity staff distributes meals to inmates who have verified orders.

Cart Service

Trinity also offers a cart service that can go to each housing unit and have products available for purchase with a short advanced order process. A pre-set menu would be distributed one day in advance with funds debited from the inmate's account prior to delivery. Offerings would be standard to accommodate the shorter turn around times.