



**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.

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March 26<sup>th</sup>, 2013

Department of Administration, Purchasing Division  
2019 Washington Street  
Charleston, WV 25305

**Re: REQUEST FOR QUOTATION COR61564 FOOD SERVICE**

Dear Sir/Ma'am:

Thank you for allowing CBM Managed Services the opportunity to provide the accompanying proposal for food services at the West Virginia Department of Corrections. It is my hope that you will find our proposal to be the right solution for your institutional food service needs.

Our proposal was specifically designed to meet the criteria outlined in the RFQ while maintaining high quality locally provided food products and service. To this end, we have committed to partnering with A.F. Wendling Food Service a local Buckhannon, WV company. We believe that this local partner will not only provide CBM with an excellent source for food products but will also help support and maintain the State's economy and local job growth.

As you review our proposal, please kindly notice that CBM has presented several achievable solutions that will enable the West Virginia Department of Corrections to realize a significant financial savings within its foodservice operation. CBM will accomplish this in a variety of ways including: strictly adhering to current ACA guidelines for food service operations, and by implementing our comprehensive employee and inmate worker training programs.

We encourage you to contact any of our current CBM clients provided to you in our proposal. Many of these State and County facilities operate programs very similar to those at the West Virginia Department of Corrections and I'm certain that you will find their opinion of CBM Managed Services to be very positive.

Thank you again for your consideration. If you have any questions or require further information, please do not hesitate to contact me.

On behalf of the CBM Team,  
**CBM MANAGED SERVICE, INC.**

*Shane V. Sejnoha*

Shane Sejnoha  
VP of Corrections  
CBM Managed Services  
500 E. 52<sup>nd</sup> Street North  
Sioux Falls, SD 57104  
(605) 335-0825 Office  
(605) 359-7812 Cell

03/27/13 09:54:20 AM  
West Virginia Purchasing Division

**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	1.63
9,700 - 10,299 ea	1.59
10,300 - 10,899 ea	1.56
10,900 - 11,589 ea	1.53
Over 11,590 ea	1.50
Sack/Bagged Meals - Estimated 700 Daily (includes Meals/Medical Snacks)	1.67

Vendor Name and Contact Person: CBM Managed Services - Shane Seinocha  
 Address: 500 East 52nd Street, North  
Sioux Falls, SD 57104  
 Phone and Fax No. (605) 335-0825 FAX (605) 977-1836  
 FEIN: 91-1827040  
 Authorized Signature: Shane Seinocha

**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	1.63	\$59,332.00
9,700 - 10,299 ea	9,700	20	194,000	1.59	\$308,460.00
10,300 - 10,899 ea	10,300	125	1,287,500	1.56	\$2,008,500.00
10,900 - 11,589 ea	10,900	125	1,362,500	1.53	\$2,084,625.00
Over 11,590 ea	11,590	91	1,054,690	1.50	\$1,582,035.00
Sack/Bagged Meals - Estimated 700 Daily (includes Meals/Medical Snacks)	700	365	255,500	1.67	\$426,685.00

**Total Cost:**

**\$6,469,637.00**

**\*\* 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: CBM Managed Services

Authorized Signature: Shan Syta