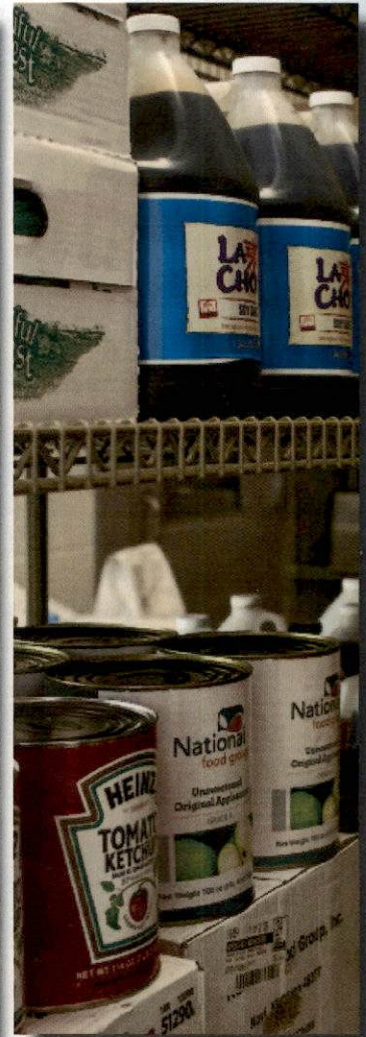


Original



Kellwell Food Management's Proposed Solution

Inmate & Staff Food Service Program

Hall County Adult Detention Center

Cost Proposal

PREPARED BY:

Christopher L. Davis
(941) 404 - 0294
cdavis@kellwell.com



Kellwell AGREES the scaled rate(s) WILL BE INCLUSIVE OF ALL For the county jail:

- Food Cost including orders, delivery and menu alterations, etc. for food products and food supplies
- Management fees such as licensing, insurance & bonding fees, long distance & office supplies, etc.
- Labor Recruiting, Salaries, Uniforms, Benefits, Training & Retention Bonus', etc.
- Food service supplies including normal paper materials and chemical supplies

All such records will be retained by Kellwell for a period of three (3) years. Kellwell also agrees to allow your facility to audit our records without prior notice.

PRE - PACKAGED MEALS

Kellwell utilizes a common-fare menu to feed most religious and lifestyle inmates. If the county desires pre - packaged meals, Kellwell agrees to provide an entree at a rate of \$ 5.00 per meal and \$ 8.00 per meal for a full pre - packaged meal.

OFFICER DINING AND STAFF MEALS

Kellwell understands that the staff dining program is a very important aspect of this proposal. Kellwell is proposing three (3) different models. The first provides the ability for officers to enjoy an inmate tray which will be charged at the inmate meal rate. Second is a flat \$7.00 per meal rate for an enhanced/ buffet style. Lastly, Hall County can order from a pre/ short order menu which will be charged at \$5.00 per meal. Hall County must choose one method and pricing structure.

KELLWELL CAFE COMMISSION PAYMENT

Kellwell offers competitive commission rates our Kellwell Cafe, also known as our E-Commerce Solution. If you decide to pursue this outstanding program, we pay your facility a monthly payment equaling 20% of all gross product sales. Prior to the contract execution, this rate may be negotiated and pricing adjusted accordingly.

KELLWELL ACADEMY

Kellwell agrees to make available to the facility the Kellwell Academy which provides 9 weeks of culinary training which enables attendees to obtain both a ServSafe certification while also awarding them with a Certificate of Achievement. Kellwell will recruit local culinary academy instructors, provide the books, testing materials and instructions for up to 10 inmates per class for the cost of \$5,150 per class.

ANNUAL PRICE INCREASE

Kellwell has the right to request an annualized price increase up to ninety (90) days prior to the renewal of the contract. However, if market dynamics change prior to the renewal, Kellwell has the right to request/ renegotiate price increases prior to the annual renewal. Price increase shall be based on CPI Food Away from Home Index or Market Basket Items.

OPERATIONAL PRICING SUMMARY

KELLWELL AND HALL COUNTY AGREE TO FOLLOWING PROGRAM HIGHLIGHTS:

- Menu which feeds your inmates a daily count of 2,800 calories
- A Capital Investment to assist Hall County continue their desired coffee and staff dining program
- A menu pattern of Hot Breakfast, Hot Lunch and Cold Dinner
- Menu does not utilize any Mechanically Separated Meats or Textured Vegetable Proteins (Soy)
- Cheese products utilized on sandwiches will be meltalbe and not imitation products
- Kellwell's menu and operation meet and exceed all standards established by the American Correctional Association (ACA) the Minimum Standards for Georgia (GA) Jail Standards and the Hall County/ Athens Public Health Administration
- Medical & Lifestyle menus that meet & exceed the Georgia and NCCHC standards and requirements
- Common-fare menu that meets and exceeds the RLUPIA requirements and standards
- Prepackaged Kosher Meals will be available to your inmates at an approved additional cost
- Holiday and spirit lifter Meals
- Kellwell Cafe, which allows family & friends to order hot restaurant quality meals while paying a commission
- Active implementation of The Kellwell Academy to help fight recidivism and provide residents a path to gainful employment
- Additional Meals on Wheels meals to provide for your officers on duty Monday through Friday
- Competitive pay & benefits for contracted staff assigned to your kitchen
- Kellwell agrees to purchase all normal paper products
- Kellwell agrees to purchase all chemical/ sanitation products excluding dish washer chemicals
- Kellwell agrees to seek and publish your menu annually by a registered dietitian
- Kellwell will provide a dietitian to be on call at all times
- Uniforms for Kellwell kitchen staff

Hall County Jail will be responsible for the following:

- Provide accurate and timely meal counts
- Provide approximately 15 inmates to assist in the preparation, serving and cleaning of meals/ kitchen
- Provide qualified inmates to participate in The Kellwell Academy
- Adequate facilities to include all maintenance and repairs of facilities and equipment in a timely manner
- Responsible for the removal of trash and garbage from loading dock area
- Providing equipment for the storage, prep, and serving of all meals and the repairs of such equipment.
- Provide initial inventory of needed small and service wares for the cooking and serving of all meals.
- Utilities for the kitchen and storage facilities
- Inmate supervision of delivery of meals to the pods

HALL COUNTY (GA) CAPITAL INVESTMENT PLAN



THE CX TOUCH AUTO EJECT SPECIALTY DRINK MACHINE

Enjoy delicious coffees, latte's, cappuccinos and more with the CX Touch. Blend soluble milk and chocolate with individual PODS of coffee and tea to create coffee house quality drinks. Simply scroll through the high resolution touch screen, select your drink, insert a POD and your drink is prepared in under a minute. No need to leave the workplace for great tasting coffee.



THE DIFFERENCE IS THE TASTE:

Individual single portions of coffee and tea PODS provide an aromatic and enjoyable taste experience. Because PODS are brewed in a paper filter, all of the aroma and essential taste components are able to be extracted properly and enjoyed. Brighten up your work place with the aroma of freshly brewed coffee and enjoy the difference the CX Touch offers your employees and customers.

BREWING RESPONSIBLY:

CX Touch's innovative use of 2 lb. bulk hoppers for milk and chocolate drastically cut down on waste without sacrificing drink quality. One 2 lb. bag of milk and 2 lb. bag of chocolate is the equivalent of approximately 75 milk and 50 individual chocolate capsules in other brewing systems. The end result is a great coffee experience while helping to protect the environment - one cup at a time.

DRINK OPTIONS	
	Freshly Brewed Coffee Choose from a full menu of coffees and enjoy the flavor of coffee brewed one cup at a time.
	Espresso A full-flavored, concentrated "shot" of dark, robust coffee.
	Caffè Latte A robust shot of espresso, with a healthy covering of hot steamed milk.
	Cappuccino A robust shot of espresso and equal parts steamed and foamed milk.
	Mochaccino Coffee or espresso blended with whipped hot chocolate and milk.

	Caffè Mocha Coffee or espresso blended with whipped hot chocolate.
	Hot Chocolate Delicious whipped hot chocolate.
	Hot Tea Choose from a full menu of teas including black, green, white and herbal.
	Milk Shots Choose from plain or Chocolate. Add one shot to your specialty drink to make it your own recipe.
	OVER ICE Iced Coffee and Ice Tea Bring a cup of ice and choose your favorite drink over ice.



NEWCO
newcocoffee.com

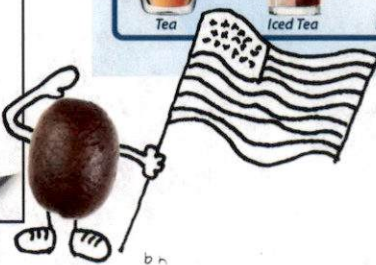
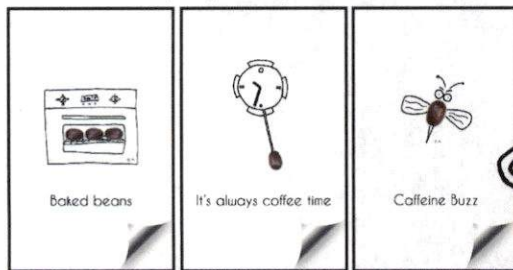
800.325.7867 • 3650 New Town Blvd. • St. Charles, MO 63301

CX TOUCH

AUTO EJECT SPECIALTY DRINK MACHINE

Unmatched Individuality:

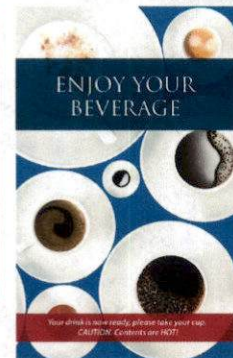
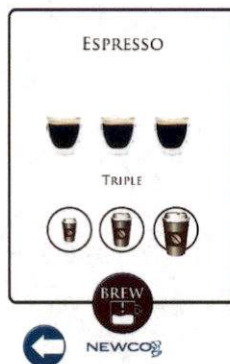
CX Touch includes 87 preset recipes. Choose from coffees, teas, cappuccinos, lattes, shots of milk and/or chocolate and more. The Three variable strengths and three cup sizes are also included for most recipes. Drink recipes are pre-programmed and ready to use. Just plug it in and you are on your way to personalize your CX Touch just the way you like, even with a custom sleep screen. Yes, we can do that too! Don't have the time to load your own custom screen, no worries, we have loaded Coffee Art by a local artist for your entertainment while the CX Touch prepares your drink.



Choose from pre-loaded coffee art and video or choose "logo mode" and make the screensaver your custom background.

New Features:

- High Resolution 1200x1920 touch screen
- Custom Sleep Screen option
- New Drinks!
- Over ice drinks
- Stunning graphics
- Ease of operation
- Energy saving options



MODEL	PN	HEIGHT	WIDTH	DEPTH	VOLTS	WATTS	AMPS	WEIGHT
CX Touch	782275	17.84"	19.64"	17.95"	120V Canada 120V	1750W 1450W	15A 15A	90 LBS

CX TOUCH POD
REV. 1/26/15

NEWCO
newcocooffee.com

800.325.7867 • 3650 New Town Blvd. • St. Charles, MO 63301

TB6Q, 29" Trunk

34.0" x 22.6" x 12.2"
(86.4cm x 57.4cm x 31.0cm)

- Color coded decals help the operator properly align the brew basket, dispenser and choose the correct selection
- Includes rotating brew basket, base platform adapter, dedicated dilution nozzles and brew selection switch
- Specifically designed to accommodate and brew into two BUNN 3.5gal Narrow Tea Dispensers (can also brew directly into standard tea dispensers)
- SplashGard® funnel deflects hot liquids away from the hand



Agency:



Specifications

Product #: 36700.0301
Water Access: Plumbed
Finish: Stainless
Funnel: Translucent Tea Funnel

Additional Features

Quickbrew Funnel Tip
 Quick Brew

Electrical & Capacity

Volts	Amps	Watts	Cord Attached	Plug Type	8oz cups/hr 236ml cups/hr	Input H ₂ O Temp.	Phase	# Wires plus Ground	Hertz
120	14.4	1730	Yes	NEMA 5-15P	336	60°F (15.5°C)	1	2	60

Plumbing Requirements

PSI	kPa	Fitting Supplied	Water Flow Required (GPM)
20-90	138-621	1/4" Male Flare Fitting	-

CAD Drawings

2D	Revit	KLC
●		

BUNN® reserves the right to change specifications and product design without notice. Such revisions do not entitle the buyer to corresponding changes, improvements, additions or replacements for previously purchased equipment. For most current specifications and other info visit bunn.com.

Created on:
05/07/2019

Invoicing Procedures

ACCOUNTING PROGRAM & SERVICES

Kellwell's centralized accounting services includes budgeting, accounts payable and general accounting. This department processes all financial data submitted through weekly control reports by the food service director and their management team. The financial situation of the food service program is able to be consistently observed and reported based on your facilities needs. Per your comments during the pre - bid conference, our invoices will provide you with all the details you require per your city council's requests and requirements.

INVENTORY CONTROL AND PROCESS

A physical inventory is conducted weekly to determine exact product usage and spillage. The inventory system details product description, brand, pack size, and unit of food and supplies. The quantity on-hand and value of food and supplies are calculated and reported back to Kellwell's corporate headquarters and the data is used to determine how to best service your facilities inmate and staff needs. This process also allows us to ensure product security and quality assurance which leads to be a more efficient kitchen.

METHOD OF RECORDING & REPORTING

Each meal period, unit managers (Food Service Directors) will record how many meals are order and served to inmates and staff. This will include

all normal operational meals, all call backs and reorders. At the end of the week, unit managers submit a weekly meal(s) report which includes how many meals were served per period by type (e.g. How many sack meals, common fare, etc.).

After report is received in the office, the office manager then averages out the number of total meals served per period by the number of total periods (e.g. If there were 9,800 meals served in the week, that number is divided by 21 periods for an average number of meals served per period). The office manager will then review the pricing scale and bill your facility based on the price at the respective inmate county. This ensures that your invoices remain simple and easy to read. It also protects your billing from large swings in your per period inmate counts. If you would like to review our standard invoice(s), please do not hesitate to let our team know.

PAYMENT TERMS

Net + 30. There are no discounts for cash or early payments.

Kellwell Food Management, LLC
PO Box Z
Beattyville, KY 41311-2026
www.kellwell.com

Invoice 202102



BILL TO

Your Facility Here

DATE
04/14/2023

PLEASE PAY
\$6,390.25

DUE DATE
05/14/2023

DATE		DESCRIPTION	QTY	RATE	AMOUNT
04/14/2023	Trays Served	Average Population Week Ending 4/14/23: 225	4,734		
04/14/2023	Snacks	Snacks	26		
04/14/2023	Call Backs	Call Backs	20		
04/14/2023	Trays Served	Juvenile	123		
04/14/2023	Juvenile Snacks	Juvenile Snacks	228		
04/14/2023	Staff Meals	Staff Meals	7		

Contact Kellwell Food Management, LLC to pay.

TOTAL DUE

THANK YOU.

For any questions regarding your invoice, please contact our office at 606-464-9596 or email jeaster@kellwell.com

UNIT -		Your Facility				DAILY SALES RECORD				
DAY	DATE	BREAKFAST	LUNCH	DINNER	SNACKS	CALL BACKS	JUVENILE	JUVENILE SNACKS	STAFF MEALS	DAILY TOTAL
Saturday	4/8/2023	227	227	227	4	0	17	34	1	737
Sunday	4/9/2023	226	226	226	4	0	17	34	3	736
Monday	4/10/2023	224	224	222	4	2	25	34	0	735
Tuesday	4/11/2023	229	229	222	4	4	16	30	1	735
Wednesday	4/12/2023	221	221	225	4	4	16	32	1	724
Thursday	4/13/2023	224	224	223	3	8	16	32	1	731
Friday	4/14/2023	229	229	229	3	2	16	32	0	740
TOTALS		1580	1580	1574	26	20	123	228	7	5138

Food Service Manager: Victoria Lopez

Date Friday, April 14, 2023

EXHIBIT C
MANDATORY COST PROPOSAL WORKSHEET
RFQ/P#: 45-006

Fee and Rate Schedule: In connection with the Contractor's preparation of the Cost Proposal it is understood and agreed hereby that the following Fee and Rate Schedule was the basis for the Cost Proposal to provide the Scope of Work as set forth in the Request for Proposal. Furthermore, it is also understood and agreed that this Fee and Rate Schedule will be the basis for any services required for the work by the Owner. It is also acceptable to provide a lump sum price on each Task Order provided that Lump Sum Price is acceptable by Hall County. Small contracting firms that may not possess all of the equipment are still encouraged to bid by writing "not available" in the categories, they are unable to provide. Hall County intends to hire at least one larger firm as well as at least one smaller firm to address the smaller jobs.

1. Basic Project Service Rates:

Number of Inmates / Staff	Price per Meal
1 – 800	Bid Amount \$ <u>1.708</u> /ea
Kellwell reserves the right to renegotiate should the inmate count drop below 500	
801 – 1,000	Bid Amount \$ <u>1.497</u> /ea
1,001 and over	Bid Amount \$ <u>1.426</u> /ea
Staff	Bid Amount \$ <u>7.00</u> /ea

KELLWELL WOULD REQUIRE WE PRODUCE AND BILL FOR A MINIMUM OF 100 STAFF MEALS PER DAY (70 DURING DAY AND 30 DURING THE NIGHT) IF THE BUFFET STYLE IS SELECTED

Questions:

- All questions concerning the proper method of submittal of your proposal are to be directed to Mike Hawkins, Buyer, mhawkins@hallcounty.org or (678) 696-2497.

Note: Any exceptions to or variations from the above specifications must be stated in the following section titled "Exceptions to Specifications" to be considered.

Please see the proposed Alternate Scaled Pricing Model on Page 11 of the Cost Proposal

Pricing Matrix Hall County Adult Detention Center

Inmate breakfast, Lunch and dinner meal: The below scale denotes the price per meal per each average number of inmates per week:

To	From	Price Per Meal
<	499	To Be Negotiated
500	524	\$1.7167
525	549	\$1.6895
550	574	\$1.6649
575	599	\$1.6424
600	624	\$1.6218
625	649	\$1.6028
650	+	\$1.5868

Inmate Medical Snacks: \$.70 per snack provided

Staff Meals will be billed at the follow rates specific to the desired program model:

1. Inmate rate (for an inmate tray)
2. \$ 7.00 Per Meal for an enhanced menu (Buffet Style)
3. \$ 5.00 Per Meal for a short order/ pre ordered menu
4. Kellwell would require we produce and bill for a minimum of 100 staff meals per day (70 during day and 30 during the night) if the buffet style is selected

Holiday Lifter meals will be bill at the inmate scaled rate

If at anytime during the term of contract the inmate count falls below the scale listed above, Kellwell requires Hall County to renegotiate pricing befitting of the current inmate population.

