

Pricing Justification

HCSG's bid packet proposal acknowledges review and capability to comply with requirements to meet the scope of work outlined within the solicitation.

Scope of Services

HCSG will completely manage the food service department so that the facility administration can focus on all other pressing matters. We will equip the department with the appropriate leadership, personnel, training, and development needed to proactively target vulnerabilities and deliver the relevant services required to keep your communities running smoothly. These systems are continually monitored and evaluated through our Quality Assurance tools and programs.

Our dedicated training programs are founded on a detailed, hands-on approach to instruct each associate and implement the methods they need to succeed in all facilities. We believe the investments made to train our teams today will directly impact their future success at our company and the service they provide to our client communities.

Management Support and Quality Assurance

HCSG's field based management team will support client relations and on-going quality assurance to ensure our services are compliant with federal, state, and local regulations while meeting the needs of the Arkansas State Hospital (ASH) patients and community.

In addition, HCSG suggests a Quarterly Business Review with HCSG leadership and ASH key stakeholders to review overall services rendered. During this time, HCSG will review metrics such as:

- Overall staffing
- Training compliance
- Quality assurance reporting trends
- Completed plans of correction
- Upcoming service initiatives
- Overall budgetary compliance

This allows a platform to communicate overall goals and objectives of Arkansas State Hospital and HCSG to delivery quality of service to all patrons. These strategies will help to achieve overall business goals to provide quality, nutritious meals to individuals and cafeteria patrons, elevating their experience at Arkansas State Hospital.

Meal Price Inclusions:

- Labor
- Workers Compensation, Payroll Tax
- Health & Welfare Benefits
- Employee Uniforms, Name Badges
- Management Fee
- Menu Programming and Software
- Raw Food for meals and HS snacks
- Diet Manual
- Menu based on 2020 Dietary Guidelines, providing an average of ~2500 Calories and 96 grams Protein per day
- Disposables associated with meal service (i.e. paper plates, cups, spoons)
- Required training to ensure regulatory compliance
- Office Supplies
- Ware washing and cleaning supplies
- Insulated Carts for food transportation to units, ensuring most optimal food temperature retention and palatability
- Initial purchase of Tray Covers to ensure food safety and temperature retention during delivery

Retail Operations:

- Retail Clerks
- Clover Payment system, accepting cash, debit/ credit cards
- Monitors to display menus and featured events
- Prep & Print to support labeling of items (SKUs, Ingredient Listings, and Use By Dates)

Budget Tracking

HCSG will utilize internal reporting tools to track meals served, additional protein and side items for billing purposes.

In addition, HCSG's menu management software used with our NutriTracker software and Special Occasion menus will support ease of creating special meals for holidays and events that meet nutrient and cost requirements while ensuring comfort food favorites are provided.

REVISED OFFICIAL BID PRICE SHEET

710-25-055 Food Services

All costs **must** be included in the unit price. Costs not included in the unit price below are not billable under a contract established from this solicitation. Bidder must submit a printed copy of the completed official bid price sheet with bid submission.

Quantities are estimated for bidding purposes only. Quantities may increase or decrease.

Award will be made to the lowest responsible, responsive bidder based on the *annual grand total* in cell E31.

Instructions: Enter the unit price for each line item in Table 1 and Table 2. The extended amount, Table 1 total, Table 2 total, and annual grand total will automatically calculate. Consideration will only be given to those that bid all line items.

Table 1

| ITEM | DESCRIPTION | ESTIMATED ANNUAL QUANTITY | UNIT PRICE | EXTENDED AMOUNT |
|----------------------|----------------------------------|---------------------------|------------|------------------------|
| 1 | Breakfast with Beverage | 80,300 | \$ 6.55 | \$ 525,965.00 |
| 2 | Lunch with Beverage | 80,300 | \$ 6.99 | \$ 561,297.00 |
| 3 | Dinner with Beverage | 80,300 | \$ 8.30 | \$ 666,490.00 |
| 4 | Snack | 80,300 | \$ 0.57 | \$ 45,771.00 |
| 5 | 1 Serving (non-starch vegetable) | 46,355 | \$ 0.39 | \$ 18,078.45 |
| 6 | Extra Serving Protein | 12,045 | \$ 1.12 | \$ 13,490.40 |
| TABLE 1 TOTAL | | | | \$ 1,831,091.85 |

Table 2

| ITEM | DESCRIPTION | ESTIMATED ANNUAL HOURS WORKED | HOURLY RATE | EXTENDED AMOUNT |
|----------------------|--------------------|-------------------------------|-------------|----------------------|
| 1 | Licensed Dietitian | 2,080 | \$ 55.00 | \$ 114,400.00 |
| TABLE 2 TOTAL | | | | \$ 114,400.00 |

Table 3

Items in this table are pre-budgeted expenses for each contract year. Annual expenses under these categories **shall not** exceed the given *fixed annual budget*.

| ITEM | DESCRIPTION | FIXED ANNUAL BUDGET |
|------|----------------------------|---------------------|
| 1 | Food for Special Occasions | \$ 7,500.00 |

| | |
|-----------------------------|------------------------|
| Table 1 Total | \$ 1,831,091.85 |
| Table 2 Total | \$ 114,400.00 |
| Table 3 Fixed Annual Budget | \$ 7,500.00 |
| ANNUAL GRAND TOTAL | \$ 1,952,991.85 |

AUTHORIZED SIGNATURE:

By my signature below, I certify that the I am authorized by the respondent to submit this bid on his/her behalf.

Healthcare Services Group, Inc.

Vendor Name

Signature

Chris Dye

Signee's Printed Name

Date

Director of Business Development

Title