



MEMORANDUM
County of Placer

TO: Honorable Board of Supervisors
FROM: David Boesch, County Executive Officer
By: Bekki Riggan, Deputy CEO
DATE: July 12, 2016
SUBJECT: Correctional Food Services

ACTION REQUESTED

1. Receive an update on the results of the Request for Proposals (RFP) process for correctional food services.
2. Provide staff direction to negotiate with Aramark Corporation of Philadelphia, PA to assume provision of correctional food services.

BACKGROUND

Consistent with the requirements of Title 15 correctional regulations, Placer County is responsible for providing food services to approximately 750 adult inmates in its three correctional detention facilities, and approximately 20 wards housed within the juvenile detention facility. In addition, the county provides staff dining to Sheriff's correctional staff and to Probation's juvenile hall staff per negotiated employee Memoranda of Understanding (MOU); and provides prepackaged meals for delivery to home bound seniors through a contract with Senior's First. The Placer County Probation department has managed the Correctional Food Services Program since 1985, with a current staff of 13 full-time county staff members, augmented by approximately 40-55 inmate laborers per day.

Correctional food services has become an increasingly complex service area requiring specialized expertise regarding safe food-handling protocols that minimize the chance of foodborne illnesses, along with achieving nutritional and legal requirements for general, medical, and religious populations within a correctional setting. In collaboration with the Sheriff's Office, Probation and Administrative Services, the County Executive Office initiated the RFP process to evaluate service delivery options for provision of correctional food services. Three firms responded to the RFP. The evaluation panel ranked the responses and selected two firms for interviews and presentations: Trinity Services Group, Inc. and Aramark Corporation. The panel unanimously identified Aramark Corporation as the top-ranked firm.

Aramark Qualifications

Aramark is an international organization whose 270,000 employees provide food services, facilities management and other services to customers in 21 countries worldwide. They provide food services to more than 2,200 K-12 schools and colleges, 2,000 hospitals and senior living facilities, 350 sports and entertainment venues, and 5,400 business dining locations. Aramark is the largest provider of correctional food services in California with 17 county jail clients. Additionally, Aramark brings over twenty years of experience in the cook-chill approach to large-scale meal production - the approach currently utilized in the county's Correctional Food Services program. Aramark's decades of experience in correctional food services has enabled it to create tested approaches and programs to address issues of security and custody, offender behavior, and re-entry and transition. These programs include IN2WORK, to aid offender re-entry into society; Fresh Favorites, to help with offender behavioral issues; and iCare, which allows families to send gifts to incarcerated individuals.

As set out in the Placer County Charter, the Board may contract for services typically provided by county employees whenever it is more economical to do so. A five-year comparison of the Probation Food Services program costs to the Aramark cost proposal projects significant cost savings as shown below.

Correctional Food Services Cost Comparison			
Fiscal Year	County Department Model	Aramark Proposal	Difference
2016-17	\$4,227,209	\$3,117,420	(\$1,109,789)
2017-18	\$4,313,733	\$3,186,726	(\$1,127,007)
2018-19	\$4,448,873	\$3,258,111	(\$1,190,762)
2019-20	\$4,580,520	\$3,331,638	(\$1,248,882)
2020-21	\$4,711,435	\$3,407,370	(\$1,304,065)
5-Year Total	\$22,281,769	\$16,301,265	(\$5,980,504)

Contract Management and Service Transition

As part of the service delivery examination County Executive staff convened a working group comprised of Sheriff, Probation, Administrative Services, Human Resources, County Counsel and Department of Public Works and Facilities (DPW/FS) representatives to oversee the RFP process, develop recommendations and facilitate the transition process should your Board provide this direction. The working group recommends, and the County Executive Officer supports, the Director of DPW/FS assuming contract administration responsibility. It is anticipated that additional staff resources (up to one FTE) may be required to manage the contract based on the historical management and oversight requirements for the existing program. DPW/FS would work with the County Executive Office, along with the Sheriff's Office and the Probation Department as the primary service recipients, to ensure effective implementation of the contract service model.

Should your Board direct staff to negotiate with Aramark Corporation, it is expected that staff will return to your Board in late August with a request to award a contract for the full delivery of correctional food services and a plan that addresses the transition from a county department model to an outsourced model. Aramark has expressed their interest in consideration of opportunities for current staff. Also, affected staff would be entitled to collective bargaining discussions over impacts from a reduction in force. It is envisioned that the transition period will be up to 90 days, with Aramark assuming full operation of the county's correctional food services in late Fall 2016.

FISCAL IMPACT

The FY 2016-17 Proposed Budget for the Food Services program is \$4.0 million, funded largely by the Sheriff's Office and Probation Department from the Public Safety Fund. It is anticipated that the Food Services program FY 2016-17 Final Budget will be \$4,227,209. First year costs for a contract model are anticipated to be \$3,117,420. Should your Board direct staff to negotiate with Aramark, annual savings of at least \$1 million are anticipated, with a five-year cost savings over the initial period of the contract estimated at \$5.9 million.