

**KENTUCKY STATE UNIVERSITY  
REQUEST FOR PROPOSAL (RFP)  
FOR  
UNIVERSITY FOOD SERVICE  
RFP 25-04**



*Inspiring Innovation.  
Growing Leaders.  
Advancing Kentucky.*

**Issue Date: January 17, 2025**

**Closing Date and Time: February 20, 2025 3:00 PM EST**

**Issued by:  
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## SECTION 10 – PURPOSE, OVERVIEW & SCHEDULE

### 10.1 Purpose

Kentucky State University (KSU), an Agency of the Commonwealth of Kentucky, is soliciting sealed proposals from vendors that have demonstrated experience in Campus Food Service Management (Board Dining, Retail Operations, and Catering) Services for the purpose of establishing a potentially long-term partnership, through renewable term contracts with a single qualified vendor. The successful Contractor will have an established record of providing superior, innovative, and cost-effective dining services in the higher education or other similar market and a demonstrated ability to capitalize on all aspects of campus food services.

Furthermore, the campus dining programs must:

- a. Positively contribute to student success, enrollment, and retention;
- b. Enhance the quality of life for students, faculty, staff, alumni, and visitors;
- c. Contribute to the prestige of the institution;
- d. Provide most favorable financial terms for the University;
- e. Provide adequate funding to meet the investment needs of the University Dining program through capital investment and scholarships.

The successful contractor is expected to provide excellent dining service program options to the campus at a competitive price while simultaneously providing capital development support in the form of financial assistance and expertise.

The successful contractor will have exclusive rights to the operation of food services, board plan, retail operations and catering, and as specifically excluded in this document.

Dining Services at Kentucky State University are managed from a programmatic standpoint from the Division of Student Affairs, and from a financial standpoint from the Division of Finance and Administration, Department of Auxiliary Services. The University representatives coordinate on all decisions regarding dining operations.

The University seeks proposals from qualified food service management companies to operate and manage its on-campus dining facilities. The selected firm will be responsible for providing high-quality food services that meet the diverse needs of students, faculty, staff, and visitors while adhering to the university's standards of quality, sustainability, and affordability.

Objectives: The primary objectives of this project are:

- Enhance the overall dining experience for the university community by offering a diverse range of healthy, sustainable, and culturally inclusive menu options.
- Optimize operational efficiency and customer service to ensure timely and satisfactory dining experiences.

- Implement sustainable practices, including waste reduction, recycling, and environmentally friendly sourcing of ingredients.
- Foster a welcoming and inclusive dining environment that promotes community engagement and student well-being.

A contract, based on this RFP, may or may not be awarded. Any contract awarded from this RFP is invalid until approved and executed by Kentucky State University and approved by the Kentucky State Board of Regents, if applicable, and/or the Government Contract Review Committee, if applicable.

## 10.2 Access to Solicitation, RFP and Addenda

The University invites each prospective Vendor to have full and complete information on which to base a proposal response. Only information presented or referred to in this RFP and any additional written information that is supplied by Kentucky State University Buyer shall be used by Vendors in preparing the response. The solicitation, addenda, and attachments shall be posted to the Kentucky State University Web site at: <https://www.kysu.edu/finance-and-administration/purchasing/bid-opportunities.php>

## 10.3 RFP Terminology

For the purpose of this RFP, the following terms may be used interchangeably:

- Proposer, Offeror, Contractor, Provider, or Vendor;
- Buyer, Purchaser, or Contract Officer;
- RFP, Solicitation, or Procurement;
- Bid, Proposal, or Offer;
- Kentucky State University, KSU, University.

For the purpose of this RFP, the following terms are defined:

Requirements that include the words “Shall”, “Will”, “Must” indicate a mandatory requirement.

## 10.4 Restrictions on Communications

The Kentucky State University Buyer named on the Cover Sheet of this RFP shall be the sole point of contact throughout the procurement process. All communications, oral and written (regular, express, or electronic mail, or fax), concerning this procurement shall be addressed to the Buyer.

**From the issue date of this RFP until a Vendor is selected and the selection announced, Vendors shall not communicate with any other University staff concerning this RFP. The University shall reserve the right to disqualify the Vendor’s proposal response if the communication restriction clause is violated.**

## 10.5 Questions Regarding this RFP

Vendors are encouraged to submit written questions pursuant to Section 10.7 of this RFP. Should a Vendor object to any of Kentucky State University’s standard terms and conditions or provisions of the solicitation, that Vendor must specifically identify the deviation and must propose specific alternative language that could be acceptable to the University. Vendors must include a brief statement of the purpose and impact, if any, for

each proposed change in addition to the specific proposed alternate wording. General references to the Vendor's terms and conditions or attempts at complete substitutions are not acceptable. Deviations shall not be in conflict with the basic nature of this solicitation. Kentucky State University reserves the right to reject any and/or all deviations in whole or in part. Vendors must submit deviations pursuant to the schedule in Section 10.7 of this RFP.

Questions and deviations shall be submitted to the Kentucky State University Buyer via email at [Frances.Pinkston@kysu.edu](mailto:Frances.Pinkston@kysu.edu)

**Vendors should submit questions on Attachment B - Vendors Question Form.**

No questions or deviations shall be accepted after the date(s) listed in Section 10.7 unless the question(s) or deviation(s) is considered material to the procurement. The Kentucky State University Buyer shall respond to salient questions in writing by issuing an addendum to the solicitation. Any addendum will either incorporate acceptable deviations into solicitation, indicate the deviation is negotiable with the successful Vendor or indicate the deviation is unacceptable. Any proposal that includes a deviation deemed unacceptable pursuant to the addendum will result in disqualification of the Vendor's proposal. The addendum shall be posted to the Kentucky State University Web site at <https://www.kysu.edu/finance-and-administration/purchasing/bid-opportunities.php>

**10.6 Notification of Award**

The procurement process will provide for the evaluation of proposals and selection of the successful proposal in accordance with State law and regulations. Kentucky State University follows KRS Chapter 45A of the Kentucky Model Procurement Code which provides the regulatory framework for procurement of services.

All applicable statutes, regulations, policies and requirements shall become a part of an award as well as any Information Technology requirements.

To view the award of contract(s) and the contractor(s) receiving the award(s) for this solicitation, access the Kentucky State University's Web site at <https://kysu.edu/administration-governance/finance-business/purchasing/>.

It is the Vendor's responsibility to review this information in a timely fashion. No other notification of the results of an award of contract will be provided.

**10.7 Estimated Schedule of RFP Activities**

The following schedule presents the anticipated schedule for major activities associated with the RFP distribution and proposal submission. The University reserves the right at its sole discretion to change the Schedule of Activities, including the associated dates and times.

**Schedule of RFP Activities**

Release of RFP	January 17, 2025
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Vendor Written Questions due by 12:00 PM EST • (SUBMIT QUESTIONS ON ATTACHMENT B - VENDORS' QUESTION FORM)	February 5, 2025
Kentucky State University's Response to Vendor Written Questions	February 10, 2025
Proposals due by 3:00 PM EST.	February 20, 2025
All bids shall be time stamped by the Kentucky State University Purchasing Department no later than the due date and time defined in this Solicitation. In person or courier delivered bids in response to this Solicitation shall be delivered to <b>Fran Pinkston, Kentucky State University</b> .	
*NOTE: ALL TIME REFERENCES ARE TO THE EASTERN TIME ZONE.	

## SECTION 20 – BACKGROUND AND PRESENT SYSTEM SUMMARY

### 20.1 Background and Current Business Need

Kentucky State University is a public, comprehensive, historically black land-grant University serving approximately 2,300 full-time and part-time students from around the world. The University is located at 400 East Main Street Frankfort, Kentucky. The University's 882-acre campus includes a 204-acre agricultural research farm and a 306-acre environmental education center.

The University's vision is to prepare today's students as global citizens, lifelong learners and problem solvers. Additional information about the University including the 2016-2021 Strategic Initiatives is available at <https://www.kysu.edu/search/index.php?query=strategic+plan>

The Kentucky State Board of Regents is the governing body of Kentucky State University. The Board consists of eleven (11) members, including a staff representative, a student representative, faculty representative and eight (8) Governor-appointed members. The Student Government Association (SGA) President serves as the Student Regent for one academic year and is replaced by his/her successor. More information about the Board of Regents is available at <https://www.kysu.edu/board-of-regents/index.php>

Dr. Koffi C. Akakpo currently serves as president of Kentucky State University.

The University's fiscal year begins on July 1 and ends on June 30. The accounting and financial reporting functions of the University utilize Ellucian Banner as the current financial management system and are centralized under the Finance and Administration Office. More information about current financial status is available at <http://cpe.ky.gov/data/reports/ksufinancialassessment.pdf>.

Kentucky State University's main campus located at 400 East Main St. Frankfort, KY serves approximately 2,300 full and part-time undergraduate students with plans to grow to 3,000 by 2028, from throughout Kentucky, the nation, and the world. Most of these students are 18-22 years of age and attend full time. Approximately 1,000 live in one of 6 residence halls or campus apartments.

The University's dining hall, Underwood Cafeteria, is contained within the Carl M. Hill Student Center, located centrally on campus.

The University is currently under an all-inclusive dining contract with no options for renewal remaining. The current food services Contractor oversees day to day operations of the University's residential dining program, retail food operations, concessions, and catering.

Current Hours of Operation for FY24 are:

**Monday-Thursday:**

Breakfast 7:30-10:15 am

Lunch: 11 am - 2:00 pm

Dinner: 4:30-8:00 pm

**Friday**

Dinner only 4:30-7:00 pm

**Saturday-Sunday:**

Brunch: 10:30 am - 2:00 pm

Dinner: 5:00 p.m. - 7:00 p.m.

Vendor shall indicate proposed hours of operation

Services. Contractor shall provide the Food Services for KSU as hereinafter set forth. Meal plans and amounts are subject to change due to the annual budget. KSU shall notify KBE in writing of any and all price changes.

Resident Dining Program. The following meal plans selected by KSU shall be available to resident dining and commuter patrons:

Resident Dining Plans

Meal Plan A: \$1,843 (7 days, 12 meals per week, plus \$500 in Flex Dollars per semester)

Commuter Meal Plans

Meal Plan A: \$250 (\$275 in Flex Dollars per semester)

Meal Plan B: \$1,843 (7 days, 12 meals per week, plus \$500 in Flex Dollars per semester)

Faculty and Staff Meal Plans

Meal Plan A: \$265 (\$100 in Flex Dollars per year and 35 meal swipes)

Meal Plan B: \$500 (\$150 in Flex Dollars per year and 85 meal swipes)

Unused Flex Dollars shall roll over from the Fall Semester to the Spring Semester, provided that the meal plan participant purchases a meal plan for the Spring Semester.

Any unused Flex Dollars remaining at the end of each Spring Semester shall be forfeited and shall be for KSU's account.

KSU grants the Contractor the exclusive right to provide KSU with meals related to meal plans and Flex Dollars for KSU to resell to its students, faculty, and staff at a specified rate per meal or daily rate.

Seconds Policy. Unlimited servings of all food and beverage items, with the exception of steak/gourmet night entrees and special event menus, shall be available to Resident Dining patrons under the following conditions:

1. Resident Dining patrons who do not exit the dining area may return to the serving line or other designated areas for seconds.
2. All food obtained by Resident Dining patrons from the serving line must be consumed within the dining area.

A. Serving Style. Except for variations agreed to by both Parties, all meals served in Resident Dining facilities shall be served cafeteria-style. KSU encourages occasional variations from this style, provided that planning and implementation of variations are coordinated with the University in advance.

B. Menus and Prices. Contractor shall recommend prices to be charged for food and beverages served in the resident dining facilities, and shall prepare menus and establish quantities and portions to be served.

C. Special Diets. Contractor shall supply any medically required special diets for resident dining patrons when prescribed and approved in writing by a medical doctor and KSU. Such special diet needs shall be communicated to the Contractor in writing by the Office of Student Affairs.

## SECTION 30 – PROCUREMENT REQUIREMENTS

### **30.1 Contract Components and Order of Precedence**

The University's acceptance of the Vendor's offer in response to the solicitation, indicated by the issuance of a contract award by Kentucky State University, shall create a valid contract between the Parties consisting of the following:

1. Procurement Statutes, Regulations and Policies;
2. Any written Agreement between the Parties;
3. Any Addenda to the Solicitation;
4. The Solicitation and all attachments;
5. Any Best and Final Offer;
6. Any clarifications concerning the Contractor's proposal in response to the Solicitation;
7. The Contractor's proposal in response to the Solicitation.



In the event of any conflict between or among the provisions contained in the contract, the order of precedence shall be as enumerated above.

### **30.2 Final Agreement**

The contract represents the entire agreement between the parties with respect to the subject matter hereof. Prior negotiations, representations, or agreements, either written or oral, between the parties hereto relating to the subject matter hereof shall be of no effect upon this contract.

### **30.3 Contract Provisions**

If any provision of this contract (including items incorporated by reference) is declared or found to be illegal, unenforceable, or void, then both the University and the contractor shall be relieved of all obligations arising under such provision. If the remainder of this contract is capable of performance, it shall not be affected by such declaration or finding and shall be fully performed.

### **30.4 Type of Contract**

The contract proposed in response to this solicitation shall be on the basis of a firm fixed unit price for the elements listed in this solicitation. This solicitation is specifically not intended to solicit proposals for contracts on the basis of cost-plus percentage of cost, open-ended rate schedule, nor any non-fixed price arrangement.

### **30.5 Governing Law**

This solicitation and any resulting contract shall be governed by the laws of the Commonwealth of Kentucky, and any claim relating to this solicitation or resulting contract brought by the Vendor shall only be brought in the Franklin Circuit Court in accordance with KRS 45A.245.

### **30.6 Attorney's Fees**

In the event that either party deems it necessary to take legal action to enforce any provision of a contract resulting from this solicitation, the University and Vendor agree to pay their own respective expenses of such action, including attorney's fees and costs at all stages as set by the court or hearing officer.

### **30.7 Contract Usage**

As a result of this RFP, the contractual agreement with the selected Vendor will in no way obligate Kentucky State University to purchase any services or equipment under this contract. The University agrees, in entering into any contract, to purchase only such services in such quantities as necessary to meet the actual requirements as determined by the University.

### **30.8 Addition or Deletion of Items or Services**

The University reserves the right to add new and similar items, by issuing a contract modification, to this contract with the consent of the Vendor. Until such time as the Vendor receives a contract modification, the Vendor shall not accept delivery orders referencing products or services not in scope of the contract.

### **30.9 Changes and Modifications to the Contract**

Pursuant to KRS 45A.210 (1) and 200 KAR 5:311, no modification or change of any provision in the contract shall be made, or construed to have been made, unless such modification is mutually agreed to in writing by the contractor and the University, and incorporated as a written amendment to the contract prior to the effective date of such modification or change pursuant to KRS 45A.210(1) and 200 KAR 5:311. Memorandum of understanding, written clarification, and/or correspondence shall not be construed as amendments to the contract. If the contractor finds at any time that existing conditions made modification of the contract necessary, it shall promptly report such matters to the University Buyer for consideration and decision.

### **30.10 Changes in Contract Scope**

The University may, at any time by written order, make changes within the general scope of the contract. No changes in scope are to be conducted except at the approval of the University.

### **30.11 Contract Conformance**

If the University Buyer determines that deliverables due under the contract are not in conformance with the terms and conditions of the contract and the mutually agreed-upon project plan, the Buyer may request the contractor to deliver assurances in the form of additional contractor resources and to demonstrate that other major schedules will not be affected. The University shall determine the quantity and quality of such additional resources and failure to comply may constitute default by the contractor.

### **30.12 Assignment**

The contract shall not be assigned in whole or in part without the prior written consent of the University Buyer. No portion of work shall be subcontracted without the prior written consent of the University.

### **30.13 Payment**

The University will make payment within thirty (30) working days of receipt of contractor's invoice or of acceptance of goods and/or services in accordance with KRS 45.453 and KRS 45.454. Payments are predicated upon successful completion and acceptance of the described work, services, supplies, or commodities, and delivery of the required documentation. Invoices for payment shall be submitted to the agency contact person or his representative.

### **30.14 Contractor Cooperation in Related Efforts**

The University may undertake or award other contracts for additional or related work, services, supplies, or commodities, and the contractor shall fully cooperate with such other contractors and University employees. The contractor shall not commit or permit any act that will interfere with the performance of work by any other contractor or by University employees.

### **30.15 Contractor Affiliation**

"Affiliate" shall mean a branch, division or subsidiary that is effectively controlled by another party. If any affiliate of the contractor shall take any action that, if done by the contractor, would constitute a breach of this agreement, the same shall be deemed a breach by such party with like legal effect.

### **30.16 Kentucky State University Property**

The contractor shall be responsible for the proper custody and care of any University-owned property furnished for contractor's use in connections with the performance of this contract. The contractor shall reimburse the University for its loss or damage, normal wear and tear excepted.

### **30.17 Confidentiality of Contract Terms**

The Vendor and the University agree that all information communicated between them before the effective date of the contract shall be received in strict confidence and shall not be necessarily disclosed by the receiving party, its agents, or employees without prior written consent of the other party. Such material will be kept confidential subject to State and Federal public information disclosure laws. Upon signing of the contract by all parties, terms of the contract become available to the public, pursuant to the provisions of the Kentucky Revised Statutes. The contractor shall have an appropriate agreement with its subcontractors extending these confidentiality requirements to all subcontractors' employees.

### **30.18 Confidential Information**

The contractor shall comply with the provisions of the Privacy Act of 1974 and instruct its employees to use the same degree of care as it uses with its own data to keep confidential information concerning client data, the business of the University, its financial affairs, its relations with its citizens and its employees, as well as any other information which may be specifically classified as confidential by the University in writing to the contractor. All Federal and State Regulations and Statutes related to confidentiality shall be applicable to the contractor. The contractor shall have an appropriate agreement with its employees, and any subcontractor employees, to that effect, provided however, that the foregoing will not apply to:

- A. Information which the University has released in writing from being maintained in confidence;
- B. Information which at the time of disclosure is in the public domain by having been printed and published and available to the public in 15 libraries or other public places where such data is usually collected; or
- C. Information, which, after disclosure, becomes part of the public domain as defined above, through no act of the contractor.

### **30.20 Patent or Copyright Infringement**

The Vendor shall report to the University promptly and in reasonable written detail, each notice of claim of patent or copyright infringement based on the performance of this contract of which the contractor has knowledge. The University agrees to notify the contractor promptly, in writing, of any such claim, suit or proceeding, and at the contractor's expense give the contractor proper and full information needed to settle and/or defend any such claim, suit or proceeding. If, in the contractor's opinion, the equipment, materials, or information mentioned in the paragraphs above is likely to or does become the subject of a claim or infringement of a United States patent or copyright, then without diminishing the contractor's obligation to satisfy any final award, the contractor may, with the University's written consent, substitute other equally suitable equipment, materials, and information, or at the contractor's options and expense, obtain the right for the University to continue the

use of such equipment, materials, and information. The University agrees that the contractor has the right to defend, or at its option, to settle and the contractor agrees to defend at its own expense, or at its option to settle, any claim, suit or proceeding brought against the University on the issue of infringement of any United States patent or copyright or any product, or any part thereof, supplied by the contractor to the University under this agreement. The contractor agrees to pay any final judgment entered against the University on such issue in any suit or proceeding defended by the contractor. If principles of governmental or public law are involved, the University may participate in the defense of any such action, but no costs or expenses shall be incurred for the account of the contractor without the contractor's written consent. The contractor shall have no liability for any infringement based upon:

- A. The combination of such product or part with any other product or part not furnished to the University by the contractor;
- B. The modification of such product or part unless such modification was made by the contractor;
- C. The use of such product or part in a manner for which it was not designed.

### **30.21 Permits and Licenses**

The Vendor shall, at its own expense, procure all necessary permits, licenses and registrations and abide by all applicable laws, regulations, and ordinances of all Federal, State, and local governments in which work under this contract is performed.

### **30.22 EEO Requirements**

The Equal Employment Opportunity Act of 1978 applies to All State government projects with an estimated value exceeding \$500,000. The contractor shall comply with all terms and conditions of the Act.

<https://finance.ky.gov/office-of-the-secretary/office-of-equal-employment-opportunity-contract-compliance/Pages/default.aspx>

### **30.23 Provisions for Termination of the Contract**

Any contract resulting from this solicitation shall be subject to the termination provisions set forth in 200 KAR 5:312.

### **30.24 Bankruptcy**

In the event the contractor becomes the subject debtor in a case pending under the Federal Bankruptcy Code, the University's right to terminate this contract may be subject to the rights of a trustee in bankruptcy to assume or assign this contract. The trustee shall not have the right to assume or assign this contract unless the trustee (a) promptly cures all defaults under this contract; (b) promptly compensates the University for the monetary damages incurred as a result of such default, and (c) provides adequate assurance of future performance, as determined by the Commonwealth.

### **30.25 Conformance with Commonwealth & Federal Laws/Regulations**

This contract shall be governed by and construed in accordance with the laws of the Commonwealth of Kentucky. Any action brought against the University on the contract, including but not limited to, actions either for breach of contract or for enforcement of the contract, shall be brought in Franklin Circuit Court, Franklin County, Kentucky in accordance with KRS 45A.245.

### **30.26 Accessibility**

Vendor hereby warrants that the products or services to be provided under this contract comply with the accessibility requirements of Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. § 794d), and its implementing regulations set forth at Title 36, Code of Federal Regulations, part 1194. Vendor further warrants that the products or services to be provided under this contract comply with existing federal standards established under Section 255 of the Federal Telecommunications Act of 1996 (47 U.S.C. § 255), and its implementing regulations set forth at Title 36, Code of Federal Regulations, part 1193, to the extent the Vendor's products or services may be covered by that act. Vendor agrees to promptly respond to and resolve any complaint regarding accessibility of its products or services which is brought to its attention.

### **30.27 Access to Records**

The state agency certifies that it is in compliance with the provisions of KRS 45A.695, "Access to contractor's books, documents, papers, records, or other evidence directly pertinent to the contract." The Contractor, as defined in KRS 45A.030, agrees that Kentucky State University, or their duly authorized representatives, shall have access to any books, documents, papers, records, or other evidence, which are directly pertinent to this agreement for the purpose of financial audit or program review. The Contractor also recognizes that any books, documents, papers, records, or other evidence, received during a financial audit or program review shall be subject to the Kentucky Open Records Act, KRS 61.870 to 61.884. Records and other prequalification information confidentially disclosed as part of the bid process shall not be deemed as directly pertinent to the agreement and shall be exempt from disclosure as provided in KRS 61.878(1)(c).

### **30.28 Prohibitions of Certain Conflicts of Interest**

In accordance with KRS 45A.340, the contractor represents and warrants, and the University relies upon such representation and warranty, that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of its services. The contractor further represents and warrants that in the performance of the contract, no person, including any subcontractor, having any such interest shall be employed. In accordance with KRS 45A.340 and KRS 11A.040 (4), the contractor agrees that it shall not knowingly allow any official or employee of the University who exercises any function or responsibility in the review or approval of the undertaking or carrying out of this contract to voluntarily acquire any ownership interest, direct or indirect, in the contract prior to the completion of the contract.

### **30.29 No Contingent Fees**

No person or selling agency shall be employed or retained or given anything of monetary value to solicit or secure this contract, except bona fide employees of the Offeror or bona fide established commercial or selling agencies maintained by the Offeror for the purpose of securing business. For breach or violation of this provision, the University shall have the right to reject the proposal or cancel the resulting contract without liability.

### **30.30 Vendor Response and Proprietary Information**

The RFP specifies the format, required information, and general content of proposals submitted in response to the RFP. Kentucky State University will not disclose any portions

of the proposals prior to Contract Award to anyone outside the University. After a contract is awarded in whole or in part, the University shall have the right to duplicate, use, or disclose all proposal data submitted by Vendors in response to this RFP as a matter of public record. Although the University recognizes the Vendor's possible interest in preserving selected data which may be part of a proposal, the University must treat such information as provided by the Kentucky Open Records Act, KRS 61.870 et sequitur. Informational areas which normally might be considered proprietary shall be limited to individual personnel data, customer references, selected financial data, formula, and financial audits which, if disclosed, would permit an unfair advantage to competitors. If a proposal contains information in these areas that a Vendor declares proprietary in nature and not available for public disclosure, the Vendor shall declare in the Transmittal Letter [see Section 60.6 (A)] the inclusion of proprietary information and shall noticeably label as proprietary each sheet containing such information. Proprietary information shall be submitted under separate sealed cover marked "Proprietary Data". Proposals containing information declared by the Vendor to be proprietary, either in whole or in part, outside the areas listed above may be deemed non-responsive to the RFP and may be rejected.

### **30.31 Contract Claims**

The Parties acknowledge that KRS 45A.225 to 45A.290 governs contract claims.

### **30.32 Limitation of Liability**

The liability of the University related to contractual damages is set forth in KRS 45A.245.

## **SECTION 40 – SCOPE OF WORK**

### **40.1 Term of Contract and Renewal Options**

Initial term shall be from contract award through June 30, 2028. There shall be five (5) optional 2-year renewal periods.

### **40.2 Scope of Work**

Please refer to the following for details on vendor response for each component enumerated below. Vendors shall sufficiently address each requirement in their response.

The scope of work for the selected food service management company shall include, but not be limited to, the following:

#### **40.2.1 Dining Facility Management:**

The Contractor shall manage and operate campus dining services which are maintained as an integral part of the University's educational activities solely for the use of students, faculty, staff, employees, invited guests, and others designated by the University. The campus dining food services shall include:

- Operate and manage all aspects of the university cafeteria facilities, including food preparation, service, and cleanliness.
- Develop and implement menus that cater to the diverse dietary preferences and cultural backgrounds of the university community, including vegetarian, vegan, gluten-free, and international cuisine options.

- Ensure compliance with all health and safety regulations, including food handling, sanitation, and allergen management.
- All food served in the dining halls, retail locations, and at catered events will be of high quality, creatively presented, and accurately labeled with respect to allergens. There will be a sufficient variety of food offerings reflecting our commitment to diversity, equity, and inclusion of all community members.

The Contractor shall inform the University of new and potential services that may be beneficial to the University. The University and the Contractor will jointly determine if this new service shall be incorporated into the University's foodservice operations.

The Contractor shall be granted exclusive rights to operate the dining facility and catering operations as defined in this Contract. Vended carbonated and non-carbonated beverages are NOT part of this agreement. Furthermore, the University has entered into an exclusive campus-wide beverage agreement for all vended and non-vended carbonated and non-carbonated beverages. The Contractor shall comply with all current and future beverage agreements that Kentucky State University enters into.

#### **40.2.2 Catering, Camps and Conferences**

The contractor shall have exclusive right of first refusal for all catering requests and catering operations as defined in this Contract, with the exception of bookstore items (e.g., convenience store items, dry goods, etc.), vended carbonated and non-carbonated beverages which are NOT part of this agreement. Furthermore, the University has entered into an exclusive campus-wide beverage agreement for all vended and non-vended carbonated and non-carbonated beverages. The Contractor shall comply with all current and future beverage and bookstore agreements that University enters into. See below for additional information.

(2) Catering Exclusions:

- a. The University allows outside catering by private individuals in these locations:  
Hillcrest  
Harold Benson Research Farm
- b. Student Organizations are exempt from the requirement to use Campus Dining for their catering needs.

(3) Beverage: The University has an exclusive beverage contract with G & J Pepsi Company. The contract has a final expiration of March 31, 2026.

(4) Vending: The University has a separate contract with Kentucky Department for the Blind for snack vending.

(5) Bookstore: The University has an exclusive contract with Follett. The current contract is valid through July 31, 2024 and is currently ready to bid.

(6) Food Trucks: For certain Athletic events, outside food trucks may provide concessions at the Thoroughbred Athletic Complex.

(7) Kitchens and serveries of the University will not be used for catered events by outside parties. New facilities may or may not be added at the discretion of the University. Exceptions to this include those listed in 2.a. above.

(8) The Contractor shall provide quality services as outlined in the Contract Documents, in accordance with the University's quality and performance standards, at locations mutually agreed to by both parties.

The University reserves the right during non-operating hours to utilize the food service and dining facilities for other purposes and the right to engage any other food service Contractor to provide food and beverages for events.

#### **40.2.3 Staffing**

- A. Submit staffing schedules for Underwood Cafeteria, for one normal complete week of operation during the academic year using the guidelines in Attachment B (use Excel file provided for staffing worksheet). Also submit a weekly staffing plan for the first full week of the semester. Special attention needs to be made to weekends. Contractor shall also provide a representative staffing schedule for early arrival students.
- Detail the payroll rates and benefit costs for all hourly and salaried employees for this operation. Indicate to whom this unit's manager will report.
  - Contractor must provide a plan to utilize stations to their capacity.
- B. Contractor must provide a management oversight plan to ensure that a manager is observing the dining facility to look for potential issues (e.g., running out of food, cleanliness issues, etc.) so that these issues can be corrected immediately.
- C. Offerors must describe how they will ensure proper preparation for busy periods to ensure minimal wait times for customer and ensure that they will not run out of food items during peak periods.
- D. The incumbent contract has many well-respected current employees. The awarded Contractor is encouraged to interview any current employees who wish to remain at KSU for foodservice positions.

#### **40.2.4 Retail Operations**

Contractor shall provide retail products at the Premises and at such other locations as KSU and Contractor shall agree.

- A. Branded Concepts. Contractor shall operate the Branded Concepts at KSU's Premises under the conditions set forth below.
1. Contractor shall control all aspects of the Branded Concepts, including menus, recipes, pricing, staffing and hours of operation.
  2. Representatives of the licensor, franchisor, or subcontractor of the Branded Concepts shall be allowed access to the Premises during reasonable business hours for quality assurance inspections of the Branded Concepts.



3. Contractor shall notify KSU at least twenty (20) days in advance of any termination or expiration of a license agreement, franchise agreement, or subcontract related to a Branded Concept. Contractor and KSU shall mutually determine what operation, if any, will replace such Branded Concept. In any event, the Branded Concepts operation shall terminate upon termination or expiration of this Agreement.

4. Upon termination or expiration of this Agreement, Contractor shall remove the equipment related to the Branded Concepts in accordance with the terms of the applicable license or franchise agreements.

5. At the commencement of this Agreement, Contractor shall operate or cause to be operated the following Branded Concepts with the applicable fees applied to Operating Expenses:

- a. Chicken/Wings/Tenders Establishment TBD
- b. Specialty Branded Coffee TBD
- c. TBD

B. Retail and Concession Prices. The prices charged by KBE for food and other products served by KBE in the retail and cafeteria operations shall be reasonable and competitive, with prices charged in comparable establishments in the geographic area of the Premises for comparable products similarly prepared and of like quality and portion. Not less than annually, KBE shall adjust pricing to reflect the increase in the Consumer Price Index for Food Away from Home.

**40.2.5 Operational Efficiency:**

- Optimize staffing levels, scheduling, and training to ensure efficient and effective cafeteria operations during peak hours and special events.

Implement technology solutions, such as mobile ordering and payment systems, to streamline transactions and reduce wait times. KSU shall provide to Contractor in writing the times it deems peak hours and provide a minimum of seven (7) days' written notice prior to any special event.

**40.2.6 Sustainability Initiatives:**

- Source ingredients locally and sustainably whenever possible, prioritizing partnerships with local farmers and suppliers. It is the goal of KSU to fully leverage our own locally grown and produced meats and vegetables for use in menu planning.
- Implement waste reduction strategies, including composting and recycling programs, to minimize environmental impact.
- Educate the university community about sustainable food practices and the importance of making environmentally conscious dining choices.
- Customer Service and Engagement:
- Provide exceptional customer service by training staff to be knowledgeable, courteous, and responsive to the needs of patrons.

- Offer opportunities for community engagement, such as cooking classes, culinary events, and feedback sessions, to foster a sense of belonging and ownership among diners.

#### **40.2.7 Kentucky Food Business Impact.**

Contractor and KSU shall set as a goal a total Kentucky Farm Impact and Kentucky Food Business Impact of twenty percent (20%) and to increase purchases by three percent (3%) each Contract Year.

For purposes of this Contract, Kentucky Farm Impact purchases meet the requirements of either of the two categories below:

##### Majority or Direct Kentucky Farm Source.

The food product or the primary ingredient is sourced exclusively or predominantly (>50%) from Kentucky farms. For this category, specific farm sources can be identified, though they may be co-mingled.

##### Mixed or Indirect Kentucky Farm Source

It can be reasonably concluded that more than 10% but less than 50% of the principal ingredient or total ingredients of the food was/were sourced from Kentucky Farms. For this category, specific farm sources are not tracked and cannot be identified.

For the purposes of this Agreement, Kentucky Food Business Impact shall mean purchases that do not meet the requirements for either of the two categories below:

##### Kentucky Food Business/Entrepreneur

Vendor of the product is a food grower, processor, or value-adding enterprise operating primarily in Kentucky, and the owner or the majority of the owners of the enterprise is/are Kentucky residents.

##### Kentucky Located Food Processor

The food processor adds significant value to the food product through Kentucky operations, beyond aggregation, transportation or distribution, but the food processor is not owned or controlled by Kentucky residents.

Monthly reports shall include the total dollar amount of campus food and beverage purchases. In addition, within thirty (30) days of the end of each Contract Year, KBE shall provide KSU with an annual report showing Kentucky Proud and Kentucky-sourced purchases and products. The annual report will also include the total dollar amount of campus food and beverage purchases.

#### **40.2.8 Reporting and Accountability:**

Maintain accurate records of financial transactions, inventory management, and customer feedback for reporting purposes.

Provide regular reports to university administration on key performance metrics, including sales trends, customer satisfaction scores, and sustainability initiatives.

**40.2.9 Deliverables:**

The selected food service management company shall deliver the following key deliverables:

- High-quality dining services that meet the needs and expectations of the university community.
- Comprehensive menus that offer a diverse range of healthy, sustainable, and culturally inclusive options.
- Operational efficiency and customer service excellence demonstrated through timely and satisfactory dining experiences.
- Implementation of sustainable practices, including waste reduction, recycling, and environmentally friendly, local sourcing of ingredients.
- Ongoing engagement and communication with the university community to solicit feedback and foster a sense of ownership.

**40.3 Insurance**

Prior to the beginning of the contract, the vendor will furnish Kentucky State University the Certificates of Insurance that show it has and will maintain all insurance protection (including products liability insurance) at the Offeror's expenses as set forth below. The Offeror agrees that required insurance shall not be cancelled or allowed to lapse during the term of any awarded contract without prior written notification to the University.

Minimum liability coverage must be:

Public Liability- Comprehensive General Owners, Landlords and Tenants

Bodily Insurance Liability

Each Person \$1,000,000

Each Occurrence \$1,000,000

Property Damage Liability \$1,000,000

Products Liability

Each Person \$1,000,000

Each Occurrence \$1,000,000

Automobile Liability

Bodily Injury

Each Person \$1,000,000

Each Occurrence \$1,000,000

Personal Injury Liability

Each Person \$1,000,000

Property Damage Liability \$1,000,000

Worker's Compensation Statutory

Employers Liability \$500,000

Kentucky State University must be named as an additional insured in the policy for Comprehensive General Liability. In the event of failure by the contractor to maintain, in

force, insurance coverage acceptable to Kentucky State University, the University will have the right to terminate the Contract immediately upon written notice to the Vendor. Copies of Insurance Certificates are to be furnished to the KSU Purchasing Department. Modification of this requirement must be requested in writing with supporting statements, prior to the time of the proposal submission.

The certificate of insurance shall name Kentucky State University and the Board of Regents as additional insured in the Description of Operations section of the Certificate of Insurance:

Kentucky State University  
Kentucky State University Board of Regents  
400 East Main Street  
Frankfort, KY 40601

## SECTION 50 – PROPOSAL SUBMISSION

### 50.1 Disposition of Proposals

All proposals become the property of Kentucky State University. The successful proposal shall be incorporated into the resulting contract by reference.

### 50.2 Rules for Withdrawal of Proposals

Prior to the date specified for receipt of offers, a submitted proposal may be withdrawn by submitting a signed written request for its withdrawal to the Buyer.

### 50.3 Submission of RFP Response

Each qualified Vendor shall submit only one (1) proposal. Alternate proposals shall not be allowed. Failure to submit as specified shall result in a non-responsive proposal.

#### Affidavit

The Vendor should complete and sign the Affidavit included as Attachment A of this solicitation. An authorized representative of the vendor **shall sign** where indicated on the Affidavit. **If the Affidavit is not signed the proposal shall be deemed non-responsive.**

#### Acknowledgement of Addenda

Any Addenda or instructions issued by the Buyer prior to the proposal deadline shall become a part of this RFP. No instructions or changes shall be binding unless documented by a properly issued addendum. It is the Vendor's responsibility to check the web site for any modifications to this solicitation. Vendors are encouraged to acknowledge each addendum by signing and submitting the latest addendum with their response. However, signing the Affidavit as indicated above constitutes the Vendor's acknowledgement of and agreement to be bound by the terms of all addenda issued.

#### Proposal Packaging and Submission Address

Proposals shall be submitted in three (3) parts: The **Technical Proposal** the **Cost Proposal** and the **Proprietary Information**.

- **The Technical Proposal:** The Vendor should include one (1) original paper copy of the technical proposal, clearly marked as the original. The bidder should submit one (1)

thumb/flash drive having an exact copy of the original as a .pdf included. The copy requested is necessary in the evaluation of the bid proposal. Bid proposals shall not include embedded documents or hyperlinks to external content. DO NOT SUBMIT ANY PRICING INFORMATION IN THE TECHNICAL PROPOSAL.

- The Cost Proposal: The Vendor should submit one (1) original paper copy and one (1) thumb/flash drive having an exact copy of the original as a .pdf included. of the cost proposal, clearly marked as the original. Pricing shall only be provided in the Cost Proposal. All costs shall be in compliance with the Kentucky General Assembly, Government Contract Review Committee policy
- Proprietary Information: The Vendor should submit one (1) original copy of the proprietary information and one (1) thumb/flash drive having an exact copy of the original as a .pdf included. The copy requested is necessary in the evaluation of the bid proposal. Bid proposals shall not include embedded documents or hyperlinks to external content.

**E-mailed Proposals shall not be accepted.**

Proposals shall be submitted to:

**Kentucky State University  
Attn: Fran Pinkston  
Academic Services Building (ASB), Suite 429  
400 East Main Street  
Frankfort, KY 40601**

Proposals shall be submitted by the RFP Closing Date and Time (both are identified on the cover page of this RFP). Bidders are cautioned to allow adequate delivery time to ensure timely delivery of bid proposals. Late bid proposals are ineligible for consideration.

**ANY PROPOSAL RECEIVED AFTER THE CLOSING DATE AND TIME  
SHALL BE REJECTED.**

The outside cover of the package containing the original and copies of the technical proposal and proprietary information shall be marked:

**Title  
RFP 25-04  
UNIVERSITY DINING SERVICES  
TECHNICAL PROPOSAL  
Name of Vendor  
February 20, 2025 3:00 pm**

The outside cover of the package containing the cost proposal shall be marked:

**Title**  
**RFP 25-04**  
**UNIVERSITY DINING SERVICES**  
**COST PROPOSAL**  
**Name of Vendor**  
**February 20, 2025 3:00 pm**

All proposals must be received no later than the closing date and time listed on the cover page of this RFP. All submitted Proposals shall remain valid for a minimum of six (6) months after the proposal due date.

**50.4 Evaluation of Proposals**

Right to Reject/Waiver of Minor Irregularities

Kentucky State University reserves the right at its discretion to reject any and all offers. The University also reserves the right at its discretion to waive informalities and minor irregularities in offers received.

Clarification of Proposals

Kentucky State University reserves the right at its discretion to request additional information as may reasonably be required for selection and to reject any proposals for failure to provide additional information on a timely basis.

Evaluation Process

The following approach and criteria will be used to evaluate proposals:

**Technical Proposal – 1000 points**

Part 1 – Company History – 50 points maximum

1. When was your company established and/or incorporated?
  - Number of years in business;
  - Any changes in ownership within the past ten (10) years – or any forthcoming changes;
2. List your company's main office address and other sites with address/phone information;
3. A complete client list for the previous three (3) years.
4. Other items relevant to previous experience which vendor wishes to provide as additional information;

Part 2 – Capacity and Qualifications – 100 points maximum

1. Size of firm, number of employees and profile as to diversity;
2. Description of key personnel who will be assigned to this project, their current positions within the firm, and identification of firm lead to be assigned to this project;
  - a. Include resumes and credentials of all key personnel to be involved, demonstrating their proficiency and expertise in the relevant areas;
  - b. The Offeror should describe the supervision of company resources assigned to the KSU account
3. Proposed plan if key personnel leave the KSU account or firm;
4. Evidence of business stability. The Offeror should provide the latest financial statements, preferably audited, or other evidence of financial status sufficient to demonstrate both its financial strength and stability.

Part 3 – Disclosures – 100 points maximum

1. List any past and current involvement in legal proceedings in the last five (5) years;
2. Disclose any potential conflicts of interest with representing Kentucky State University with this engagement, including any potential conflicts of interest of employees assigned to this engagement. KSU reserves the unqualified right to disqualify an entity or cancel any contract for any potential conflict of interest raised initially and/or during the life of any contract awarded.

Part 4 – Direct Relevant Experience – 250 points maximum

Provide details of University or other large scale commercial food service operations. Include at least 3 references each of current and former clients including contact information.

Part 5– Proposed Services– 500 points maximum

Describe your approach to program operation. Provide Details of:

1. Program narrative including mission statement an approach to meet the requirements of the RFP
2. Complete details of Branded Concepts and Retail Operations
3. Proposed pricing for Residential Dining and Branded Concepts Product with keeping the prices low for the students
4. Identification of Vendor Partners including vendors to meet the Kentucky Farm Source and Kentucky Food Business Enterprises.

**50.5 Format of Technical Proposal**

The Technical Proposal should be arranged and labeled in the manner set forth below:

1. Page Numbering: The technical proposal should include page numbers.
2. Transmittal Letter  
A transmittal letter shall be submitted on the Vendor's letterhead, and signed by an agent authorized to bind the Vendor. The Transmittal letter shall include the following:
  - A statement that deviations are included, if applicable.
  - A statement that proprietary information is included, if applicable.
  - A statement that, if awarded a contract as a result of this Solicitation, the Vendor shall comply in full with all the requirements of the Kentucky Civil Rights Act, and shall submit all data required by KRS 45.560 to 45.640.
  - A sworn statement that, pursuant to KRS 11A.040, that Vendor has not knowingly violated any provisions of the Executive Branch Code of Ethics.
  - A statement certifying that the price in this proposal was arrived at independently without collusion, consultation, communication, or agreement as to any matter relating to such prices with any other Vendor or with any competitor.
  - A statement affirming that the Vendor is properly authorized under the laws of the Commonwealth of Kentucky to conduct business in this state and will remain in good standing with the Office of Kentucky Secretary of State for the duration of any awarded contract resulting from this Solicitation.

- The name, address, telephone number and email address of the person to serve as the primary point of contact for communication related to this Solicitation on behalf of the Vendor.
  - The name, address, telephone number, and email address of the contact person to service as a point of contact for day-to-day operations.
  - Foreign entity's organization number issued by the Secretary of State in a certificate of authority or a statement of foreign qualification, if applicable.
3. Completed and Signed Affidavit and Addenda.
  4. Response to the Technical Portion of the RFP - The Vendor should provide a detailed response to the technical requirements outlined Section 50.4, Format and Submission of Proposals, Level 1, Part 1, Part 2, Part 3, Part 4 and Part 5.

## **50.6 Format of Cost Proposal**

### **50.6.1 Management Fee – 300 points maximum**

The Vendor shall submit cost using the Cost Proposal Form (See Attachment C). Cost proposals shall not be accepted unless it is submitted using the Cost Proposal Form. All Cost Proposals shall be on the basis of Direct Costs plus a fixed fee to include the Management Fee, Overhead and Profit. The Cost Proposal must be submitted under separate cover from the Technical Proposal. Costs for developing the proposals are solely the responsibility of the Vendor.

### **50.6.2 Capital Investment – 250 points maximum**

The University is seeking financial support in the form of capital investment. Vendor shall detail the approach for such capital investment of equipment and furnishings to support the Dining program. Address ownership, costs, disposition at contract termination, and all other details.

### **50.6.3 Scholarship Commitment – 200 points maximum**

Additionally, the University is assigning additional consideration for the commitment of scholarship funds to be returned the University. Indicate the amount, if any, of the commitment and the basis (annually, or per 2-year contract period) on which they are to be provided.

Kentucky State University is exempt from paying sales or use taxes, except on those items and/or purchase transactions that are specifically exempted by law.

A proposal shall not be considered for award if the price in the proposal was not arrived at independently without collusion, consultation, communication, or agreement as to any matter relating to such prices with any other Vendor or with any competitor. In addition, the Vendor is prohibited from making multiple proposals in a different form.

## **SECTION 60 – PROPOSAL EVALUATION**

### **60.1 Technical Proposal**



Kentucky State University will evaluate the Vendor’s proposal based on the technical portion of the Evaluation Criteria. Each Vendor is responsible for submitting all relevant, factual and correct information with their proposal to enable the evaluator(s) to afford each Vendor the maximum score based on the available data submitted as part of the proposal.

<b>Criteria</b>	<b>Maximum Points Possible</b>
Part 1 – Company History	50
Part 2 – Capacity and Qualifications	100
Part 3 – Disclosures	100
Part 4 – Direct Relevant Experience	250
Part 5 – Proposed Services	500
<b>Maximum Points Possible</b>	<b>1000</b>

**Cost Proposal**

Kentucky State University will evaluate the Vendor’s cost proposal based on the cost portion of the Evaluation Criteria.

For Monthly Cost Component, The lowest cost firm will receive maximum points; other firms will be assigned points based on this cost formula. The Vendor with the lowest price receives the maximum score. The Vendor with the next lowest price receives points by dividing the lowest price by the next lowest price and multiplying that percentage by the available points. For example, 250 points is allocated to the lowest price criteria for this procurement. Vendor “A” bids \$3.00 as the lowest Vendor and receives the maximum 250 points ( $\$3.00 / \$3.00 = 1.00 \times 250 = 250$ ). Assume Vendor “B” is the next lowest Vendor at \$4.00, then “B” receives 187.5 points ( $\$3.00 / \$4.00 = .75 \times 250 = 187.5$ ).

<b>Criteria</b>	<b>Maximum Points Possible</b>
Monthly Management Fee	300
Capital Investment	250
Scholarship Commitment	200
<b>Maximum Points Possible</b>	<b>750</b>

**Reciprocal Preference for Kentucky Resident Bidders and Preferences for a Qualified Bidder**

The scoring of cost is subject to reciprocal preference for Kentucky resident bidders and Preferences for a Qualified Bidder or the Department of Corrections, Division of Prison Industries (See KRS 45A.490(1), (2), 45A.492, 45A.494 and KAR 200 5:410)

Determining the residency of a bidder for purposes of applying a reciprocal preference

Any individual, partnership, association, corporation, or other business entity claiming bidder status shall submit the attached Required Affidavit for Bidders, Offerors and Contractors Claiming Resident Bidder Status as part of its response. Kentucky State University reserves the right to request documentation supporting a bidder's claim of resident bidder status. Failure to provide such documentation upon request shall result in disqualification of the bidder or contract termination.

Vendors not claiming resident bidder or qualified bidder status need not submit the corresponding affidavit.

## **SECTION 70 – NEGOTIATIONS**

Kentucky State University reserves the right pursuant KRS 45A.085 and 200 KAR 5:307 to negotiate a contract with the top ranked Vendor. In the event the University cannot reach agreement with the top-ranked Vendor, it may proceed to negotiate with the next highest ranked Vendor, and so on. Terms and conditions that may be negotiated at the sole discretion of the University include but are not limited to issues related to the Technical and/or Cost proposals.

Kentucky State University reserves the right at its discretion to request Best and Final Offer (BAFO) for technical and/or cost proposals. Vendors are cautioned to propose their best possible offers at the outset of the process, as there is no guarantee that any Vendor will be allowed an opportunity to submit a Best and Final technical and/or cost offer.

## **SECTION 80 – ATTACHMENTS**

Attachment A – Vendor Affidavit  
Attachment B – Vendor Question Form  
Attachment C – Cost Proposal Form