



CITY OF HOLLYWOOD, FLORIDA

Procurement Services Division

2600 Hollywood Blvd. • Room 303 • P. O. Box 229045 • Hollywood, Florida 33022-9045
Phone (954)921-3299 • Fax (954)921-3086

June 3, 2014

Ms. Gilda Rosenberg, President
Gilly Vending, Inc.
990 NW 166 Street
Miami, FL 33169

Dear Ms. Rosenberg:

The City of Hollywood's current agreement with Gilly Vending, Inc. based upon our ninety (90) day extension agreement for Beverage and Snack Vending Machines Citywide based on RFP-3992-06-RD will expire on June 30, 2014.

The City of Hollywood requested and has reviewed the Pasco County, Florida "Healthy Vending Machine Services" contract awarded to Gilly National, Inc. d/b/a Gilly Vending, Inc. on April 9, 2014.

The bid document required the successful bidder to supply and install specified machines and products in exchange for a payment to the County in a fixed amount per machine, per month including sales tax.

The contract was awarded for an initial five (5) year period with two (2) additional one (1) year optional renewal periods under the terms and conditions established in IFB-SS-14-019.

The City of Hollywood would like to piggyback on the Pasco County, Florida, IFB-SS-14-019 contract bid award for Gilly National, Inc. d/b/a Gilly Vending, Inc. to provide the City of Hollywood "Healthy Vending Machine Services" under the same terms and conditions.

Please indicate your agreement for the City of Hollywood to piggyback the Pasco County, Florida agreement by marking the appropriate response, signing, and returning this correspondence.

Thank you for your response, please call me at 954-921-3290 if you have questions.

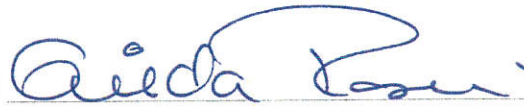
Sincerely,


Joel Wasserman
Director of Procurement Services

I agree:

Name:

Date:


GILDA ROSENBERG
(Typed or Printed)
6/11/14

City of Hollywood Suggested Vending Prices

Product Category	Suggested Price
<u>Snacks</u>	
Small Serve Chips	\$0.75 - \$1.00
Large Serve Chips	\$1.00 - \$1.25
Crackers & Cereal Bars	\$1.00 - \$1.25
Chocolates and Candies (Regular Size)	\$1.25 - \$1.50
Chocolates and Candies (Family Size)	\$2.00 - \$2.25
Premium Cookies & Pastries	\$1.25 - \$1.50
Gum & Mints (Premium and All Natural)	\$1.00 - \$2.00
Premium All Natural Organic Chips	\$1.50 - \$1.75
Premium All Natural Organic Cookies	\$1.50 - \$2.00
Premium Protein Bars	\$2.00 - \$2.75
Gluten Free Bars / Vegan / Kosher / Non GMO	\$2.50 - \$2.75
<u>Beverages</u>	
Soft Drinks 12oz Cans	\$1.00 - \$1.10
Soft Drinks and Water 20oz Bottles	\$1.50 - \$1.75
15oz 100% Juices and 20oz Isotonics	\$1.75 - \$2.00
20oz Vitamin Waters and Specialty Teas	\$2.00 - \$2.25
All Natural & Organic Juices	\$2.50 - \$3.00
Premium and alternative drinks (Red Bull, Frappuccinos, etc)	\$2.50 - \$3.00
<u>Notes:</u>	
Above pricing options include a \$0.10 discount on cash purchases.	

ATTACHMENT B



Recommended Nutrition Standards for Procurement of Foods and Beverages Offered in the Workplace

Overview

With more than 130 million Americans employed across the United States each year, the workplace is a key environment for maintaining the health of the U.S. population. Employers should undertake comprehensive, evidence-based health promotion programs, activities, and environment and policy change, including offering healthy food and beverages throughout the workplace. The benefits of a healthy employed population extend well beyond employees and the workplace to their families and their communities. Worksite wellness programming and health promotion should target at-risk and vulnerable employees, addressing issues that increase audience receptivity and make it more likely that they will participate.

Creating a Healthy Nutrition Environment

To encourage healthy and nutritious choices, employers should:

1. Offer healthy foods and beverages in vending machines, cafeterias, and for meetings and special events.
2. Provide calorie labeling on all food and beverage items on menus and menu boards in cafeterias, vending machines and other venues. Highlight and promote healthier and lower-calorie options.
3. Integrate nutrition education and promotion within worksite wellness programming. Incorporate the use of posters, handouts, or other visuals that offer dietary guidance calorie charts, relating calorie needs based on height and weight, and expenditure charts that show calories burned with sitting, standing, taking the stairs, or other physical activities. Help with self-monitoring if people want to track their intake and output. Help them find/use an easy convenient paper or online diary.
4. Create nutrition standards for foods and beverages purchased for and offered in the workplace.
5. Consider food and beverage pricing that is more in line with the Dietary Guidelines for Americans, pricing healthy foods lower and/or less healthy foods higher, so it is more economically feasible for employees to choose the healthy options.
6. Offer other incentives, prizes or financial rewards (coupons, gift cards, wellness points, etc.) for employees to eat in a healthy way.

ATTACHMENT B

Recommended Nutrition Standards for Procurement of Foods and Beverages (continued)

7. Promote healthy lifestyles and environments in the workplace that allow for increased , regular physical activity, healthy food and beverage choices, and changes in the work environment that encourage healthy behaviors and promote occupational safety and health. The American Heart Association supports robust nutrition standards for foods and beverages purchased for the workplace. These procurement standards should adhere to the Dietary Guidelines for Americans and the Diet and Lifestyle Recommendations of the AHA, ii, iii.

General Guidance for Foods:

Prioritize:

- Fruit – fresh, frozen, canned in own juice or water with no added sugar.
- Vegetables – fresh, frozen, canned (in very low sodium).
- Seafood, fish (especially oily fish such as salmon, trout, sardines, tuna, and pollock).
- Lean meats (no more than 10% fat by weight). Minimize processed meats; if offered, use only lower-sodium (no more than 480 mg per 2 oz.) options. Serve poultry without skin.
- Fat-free or low-fat dairy products (1% or less).
- Pasta, rice, breads, cereals, snack foods (chips, crackers, cereal bars, etc.)- Offer whole-grain, high-fiber options (whole grain is first or second ingredient; 2 grams or more of fiber/serving) when available.
- Unsalted nuts, seeds (and the butters and pastes derived from these like peanut butter or almond butter).
- Beans, Peas, and Legumes (ex. hummus made from garbanzo's/chick peas, edamame, or snow peas).
- Prioritize healthy oils (such as canola, olive, sunflower, soybean, safflower).
- Limit fried foods. Prioritize roasted, baked, microwaved, steamed, poached, or grilled preparation.
- Limit foods with added sugars.
- Reduce portion sizes as a way to reduce calorie intake. Choose the lowest serving size when possible or offer half serving sizes.
- Low-fat/Low calorie condiments such as mustard, chutney, relish, light mayonnaise, fat-free dressings, oil based dressings, salsa, ketchup, light (low sodium) soy sauce, horseradish, Tabasco.

Beverages

- Water (including sparkling, seltzer, or flavored water).
- 100% fruit juice (< 180 kcal/12 oz. serving) with no added sweeteners.
- No or low calorie beverages (<10 kcal/8 oz. serving), Mid-calorie beverages (light juices, teas, and other drinks with no more than 66 calories/8 oz.
- Fat-free or low-fat (<1%) milk; if flavored, no more than 150 calories/8 oz.
- Regular and herbal unsweetened teas (hot or cold).
- Coffee (with <1% or lower fat milk or creamers as well as soy alternatives).
- In vending machines, at least 50% of beverages offered should be water and no or low calorie options.

ATTACHMENT B

Recommended Nutrition Standards for Procurement of Foods and Beverages (continued)

Specific Limits:

In addition to the dietary guidance noted above, all foods must meet the calorie, sodium and saturated fat, and *trans* fat limits below:

- Calorie limits –
 - *Snack foods, side dishes, desserts, single item foods: <200 kcal/serving
 - *Entrees*: <500 kcal/serving
 - *Meals*: <750 kcal
- Sodium limits –
 - *Snack foods, side dishes, single item foods: <230 mg/serving
 - *Entrees: <480 mg/serving
 - *Meals: <600 mg
- Saturated Fat limits: *less than 10% saturated fat/serving
- *Trans* Fat limits: Zero grams *trans* fat as labeled

* An entrée would be considered the main part of a meal such as a sandwich, pizza, or burger, whereas a meal is a more complete offering intended for breakfast, lunch, or dinner that includes two or more items from recommended food groups served in combination (e.g. lean meat + vegetable + fruit + whole grain bread).

- i. Carnethon M. Whitsel LP. Franklin BA. Kris-Etherton P. Milani R. Pratt CA. Wagner GA. Worksite wellness programs for cardiovascular disease prevention. *Circulation*. 2009; 120:1725-1741.
- ii. US Department of Health and Human Services, US Department of Agriculture. Dietary guidelines for Americans 2005. 6th ed. Washington, DC: US Department of Health and Human Services, US Department of Agriculture; 2005. Available at <http://www.health.gov/dietaryguidelines/dga2005/document/pdf/dga2005.pdf>.
- iii. Lichtenstein AH, et al. Diet and lifestyle recommendations revision 2006, *Circulation*. 2006; 114: 82-96.

RE: Signature Authorization Confirmation

Scott P. Stromer [sstromer@pascocountyfl.net]

You replied on 4/11/2014 8:43 AM.

Sent: Thu 4/10/2014 8:16 PM

To: 'Amit Biegun'

Amit,

Please accept my apologies for not getting back to you sooner. Yes, the BCC approved the award to your firm for the subject services. Please begin to coordinate with the contacts I provided. I will follow up with the requesting department next week.

As always, I appreciate your very kind assistance and patience. Have a great evening!

Scott P. Stromer, Purchasing Director
Pasco County Board of County Commissioners
Purchasing Department
8919 Government Drive
New Port Richey, Florida 34654
Phone Number: (727) 847-8194
sstromer@pascocountyfl.net
Fax Number: (727) 847-8065



PASCO COUNTY, FLORIDA

"Bringing Opportunities Home"

PURCHASING DEPARTMENT
WEST PASCO GOVT. COMPLEX
8919 GOVERNMENT DRIVE
NEW PORT RICHEY, FL 34654-5598

TELEPHONE: (727) 847-8194
FAX: (727) 847-8065
WEB: www.PascoPurchasing.com

May 1, 2014

Gilly National Inc DBA Gilly Vending Inc
Amit Biegun
990 NW 166th St
Miami FL 33169

RE: IFB-SS-14-019 –Countywide Healthy Vending Machine Services, Annual Award

Dear Amit,

Congratulations! On April 9, 2014, the Board of County Commissioners awarded the above referenced solicitation to your firm, beginning on April 9, 2014, through April 9, 2019.

You may examine any additional solicitation-related documents, which are public record, and are available for your review in the Pasco County Purchasing Department or on our website listed above.

On behalf of Pasco County, thank you for your participation and cooperation. If I may be of any further assistance, please do not hesitate to contact me.

Sincerely,

Scott P. Stromer
Purchasing Director

SPS/kl

4/9 ✓

PASCO COUNTY, FLORIDA
INTER-OFFICE MEMORANDUM

TO: Honorable Chairman and
Members of the Board of
County Commissioners

DATE: 3/19/14

FILE: PU14-163

THRU: Heather Grimes
Assistant County Administrator
(Internal Services)

SUBJECT: Award of Bid No. IFB-SS-14-019 -
Gilly National, Inc., d/b/a Gilly
Vending, Inc. - Countywide Healthy
Vending Machine Services -
No Funding Required

FROM: Scott P. Stromer
Purchasing Director

REFERENCE: All Commission Districts

It is recommended that the data herein presented be given formal consideration by the Board of County Commissioners (BCC).

DESCRIPTION AND CONDITIONS:

On January 23, 2014, at the request of the Performance Development Department, the Purchasing Department solicited bids to establish an annual award for ongoing countywide healthy vending machine services at facilities throughout the County. The requested services involve leasing public space and installation of approximately sixty-seven (67) vending machines that are stocked with healthier food choices to support the County's employee wellness initiatives. The specifications were initiated by the Performance Development Department and developed by the Purchasing Department. Notice of Bid was published in the *Tampa Bay Times* on January 29, 2014. All provisions of the *Purchasing Ordinance* have been met.

On February 18, 2014, two (2) bids were received, publicly opened and read. The results are shown on the attached tabulation sheet. Twelve (12) vendors received automatic email notices; none of which were from Pasco County. Seven (7) vendors manually searched for the solicitation and viewed the documents; none of which were from Pasco County. Neither of the responses are from Pasco County. A summary of the download history for this solicitation is attached.

The Purchasing Department, with concurrence from the Performance Development Department, recommends award to Gilly National, Inc., d/b/a Gilly Vending, Inc., the responsive and responsible bidder offering the highest revenue for the specified services. This award requires the recommended vendor to install the specified machines and products in exchange for a payment to the County in the fixed amount of \$12.50 per machine, per month. This fixed rate (per machine, per month) includes seven percent (7%) or approximately \$0.88 for the sales tax required as a result of leasing County-owned property. Award will begin on the date of BCC approval and continue for a period of five (5) years, unless cancelled in accordance with the issued bid documents.

BCC App
4/9/14

The issued solicitation also provided for two (2) additional one (1) year renewal periods if agreed upon by both parties. Based on the expected initial quantity of machines sixty-seven (67), it is anticipated that at least \$10,050.00 will be received annually in total revenue. It is important to note that the County currently receives approximately \$3,915.48 annually (approximately \$4.87 per machine, per month) under the existing arrangement.

In the unlikely event that the recommended vendor fails to perform as specified, the Purchasing Department further requests authorization to secure the specified services from the other bidder at the lesser rate to ensure the services are provided with minimal disruption without further BCC approval.

ALTERNATIVE AND ANALYSIS:

1. Award the above-referenced solicitation to the responsive and responsible bidder offering the highest revenue, Gilly National, Inc., d/b/a Gilly Vending, Inc., at the rate of \$12.50, per machine, per month, inclusive of applicable sales tax.
2. Award the above-referenced solicitation to the other bidder.
3. Reject all bids, re-solicit and/or direct other action(s).

RECOMMENDATION AND FUNDING:

The Purchasing Department recommends approval of Alternate No. 1.

Funds are not required for this recommendation as revenue will be received by the County in conjunction with the specified services.

ATTACHMENTS:

1. Proof of Publication
2. Tabulation Sheet
3. Bid Copy—Gilly National, Inc., d/b/a Gilly Vending, Inc.
4. Solicitation Document (IFB-SS-14-019)
5. Download History (IFB-SS-14-019)

SPS/ss

cc: Randall TeBeest, Assistant County Administrator (Administration and Public Safety)
Marc Bellas, Ph.D., Performance Development Director
Barbara De Simone, Human Resources Director

BID FORM

Business Name: _____

Gilly NATIONAL, INC.

Description	Rate Offered
Provide vending services as specified herein throughout the County. Successful Contractor shall pay the County the offered monthly rate for each installed machine as specified herein.	\$ <u>12.50</u> per machine, per month. (Minimum \$10.00 per machine, per month required)

"We offer to sell/provide Pasco County, Florida, the above item(s) and/or service(s) at the price(s) stated, in accordance with the terms and conditions contained herein. In addition, the item(s) and/or service(s) offered above meet all specifications contained herein or attached, unless otherwise stipulated by exception. This offer to sell/provide is firm for ninety (90) days."

MUST BE SIGNED BY AN OFFICER OF THE FIRM OR INCLUDE WRITTEN PROOF THAT THE INDIVIDUAL SIGNING HAS THE AUTHORITY TO OBLIGATE THE FIRM.



(Signature of Bidder—Ink)

AMIT BIEGUN, CFO
(Printed Name and Title)

GILLY NATIONAL, INC.
(Business Name)

Receipt of Addendum No. _____ through No. _____ is acknowledged.

Business Name: GILLY NATIONAL
(The Name on File with the Internal Revenue Service)

Doing Business as (Fictitious Name): GILLY VENDING, INC.

Business Organization:

☒ Corporation ☐ Partnership: ☐ General ☐ Limited ☐ Limited Liability Company

State Registered In: FLORIDA Year: 1983
☐ Sole Proprietorship: Owner: _____

☐ Other: _____

Telephone: 305-620-8081 Facsimile: 8082

Address: 990 NW 166TH ST.
MIAMI, FL

Date: 2-13-2014

3. MINIMUM REQUIREMENTS 3.4 – Contractor Compensation

BID FORM

Business Name:

Gilly NATIONAL, INC.

Description	Rate Offered
Provide vending services as specified herein throughout the County. Successful Contractor shall pay the County the offered monthly rate for each installed machine as specified herein.	\$ <u>12.50</u> per machine, per month. (Minimum \$10.00 per machine, per month required)

"We offer to sell/provide Pasco County, Florida, the above item(s) and/or service(s) at the price(s) stated, in accordance with the terms and conditions contained herein. In addition, the item(s) and/or service(s) offered above meet all specifications contained herein or attached, unless otherwise stipulated by exception. This offer to sell/provide is firm for ninety (90) days."

MUST BE SIGNED BY AN OFFICER OF THE FIRM OR INCLUDE WRITTEN PROOF THAT THE INDIVIDUAL SIGNING HAS THE AUTHORITY TO OBLIGATE THE FIRM.


(Signature of Bidder—Ink)

AMIT BIEGAN, CFO
(Printed Name and Title)

GILLY NATIONAL, INC.
(Business Name)

Receipt of Addendum No. _____ through No. _____ is acknowledged

Business Name: GILLY NATIONAL
(The Name on File with the Internal Revenue Service)

Doing Business as (Fictitious Name): GILLY VENDING, INC.

Business Organization:

☒ Corporation ☐ Partnership: ☐ General ☐ Limited ☐ Limited Liability Company

State Registered In: FLORIDA Year: 1983

☐ Sole Proprietorship Owner: _____

☐ Other: _____

Telephone: 305-620-8081 Facsimile: 8082

Address: 990 NW 16th ST.
MIAMI, FL

Date: 2-13-2014

BID NO. IFB-SS-14-019				
COUNTYWIDE HEALTHY VENDING MACHINE SERVICES, AA				
2/18/14 3PM				
			GILLY NATIONAL, INC.	COMPASS GROUP USA, INC. BY AND THROUGH ITS CANTEEN VENDING SERVICES DIVISION
	DESCRIPTION		MIAMI, FL	CHARLOTTE, NC
	PROVIDE VENDING SERVICES AS SPECIFIED. SUCCESSFUL CONTRACTOR SHALL PAY THE COUNTY THE OFFERED MONTHLY RATE FOR EACH INSTALLED MACHINE	RATE OFFERED	\$12.50	\$10.00

IFB-SS-14-019 DOWNLOAD HISTORY

Company Name	Address 1	City	State	Zip	Type	Specification Documents	Addenda
ABL Management Inc.	P.O. Box 40486	Baton Rouge	LA	70816	E-mail	No Files Viewed	No Files Viewed
ARAMARK Correctional Services, LLC	1101 Market Street	Philadelphia	PA	19107	E-mail	No Files Viewed	No Files Viewed
Good Karma Vending	5126 W Idlewild Ave	Tampa	FL	33634	E-mail	Date Viewed: 01/28/2014	No Files Viewed
International Coffee Lady	24410 crosscut road	Lutz	FL	33559	E-mail	No Files Viewed	No Files Viewed
Mike's Lawn and Construction	4337 Grissom Hwy	St Petersburg	FL	33705	E-mail	Date Viewed: 01/24/2014	Date Viewed: 02/14/2014
Mohawk, Ltd.	One Newell Lane	Chadwicks	NY	13319	E-mail	No Files Viewed	No Files Viewed
Nestle Waters North America	3230 e. Imperial Hwy	Brea	CA	92821	E-mail	No Files Viewed	No Files Viewed
River City Catering	2533 S Laurel Ave	Sanford	FL	32773	E-mail	No Files Viewed	No Files Viewed
Sodexo America LLC	283 Cranes Roost Blvd., Suite 260	Altamonte Springs	FL	32701	E-mail	No Files Viewed	No Files Viewed
T & M Lawn-Fence Service	19451 SW 208 St	Miami	FL	33187	E-mail	No Files Viewed	No Files Viewed
Taher, Inc.	5570 Smetana Drive	Minnetonka	MN	55343	E-mail	Date Viewed: 01/24/2014	No Files Viewed
Transformational Consulting for Business	4204 Meadow Hill Dr.	Tampa	FL	33618	E-mail	No Files Viewed	No Files Viewed
Bettoli Trading Corp.	6095 N.W. 167th street.	Miami	FL	33015	Search Only	Date Viewed: 01/25/2014	No Files Viewed
Bureau of Business Enterprise	Donald.Meloy@dbi.fldoe.org	Daytona	FL	32114	Search Only	No Files Viewed	Date Viewed: 02/14/2014
Compass Group/Canteen	5801 Peachtree Dunwoody Rd	The Woodlands	TX	77381	Search Only	Date Viewed: 01/24/2014	No Files Viewed
Creighton and Sons Enterprises	501 Fifty First Street Pittsburgh, PA 15	Pittsburgh	PA	15201	Search Only	Date Viewed: 01/23/2014	No Files Viewed
Florida Fresh Vending	13517 Prestige Place	Tampa	FL	33635	Search Only	Date Viewed: 02/10/2014	No Files Viewed
H2U	3322 West End Ave., Suite 400	Nashville	TN	37203	Search Only	Date Viewed: 02/03/2014	No Files Viewed
Outlook Management Services LLC	P.O. Box 9261	Des Moines	IA	50306	Search Only	Date Viewed: 02/13/2014	Date Viewed: 02/13/2014

Bid Library - Addenda

The following addenda are attached to solicitation number **IFB-SS-14-019** posted by Pasco County Board of County Commissioners. To view any of these attachments use the links below.

Original Solicitation Information

IFB Title:	Countywide Healthy Vending Machine Services
IFB Number:	IFB-SS-14-019
Original Deadline:	2/18/2014 prior to 3:00 PM E.S.T.
Purchasing Agent:	Mr Scott Stromer (727) 847 - 8194, sstromer@pascocountyfl.net

Navigation

New Search
Main Menu

List of Addenda

[Link to Addendum # 1](#)

Issued 02/13/2014

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Sourcesuite Procurement Solutions

Original Solicitation Information

IFB Title: Countywide Healthy Vending Machine Services
IFB Number: IFB-SS-14-019
Original Deadline: 2/18/2014 prior to 3:00 PM E.S.T.
Original Question Due Date: 02/07/2014 05:00 PM E.S.T.
Purchasing Agent: Mr Scott Stromer

Addendum # 1 Detail

Date Issued: 02/13/2014
New Deadline for Responses: No
Cancelling Solicitation: No
New Question Due Date: No
Pre-Bid Meeting Changed: Not Applicable
Details: (1) A sales/commission history report is attached for informational purposes. (2) Sales tax (7%) will apply to rental income received by the County; however, the flat rate offered on the Bid Form (Page 19) will be construed to include the required sales tax. The County will essentially "back" the required sales tax amount out of the flat rate offered.
Attachments: VENDING SALES-COMMISSION HISTORY.PDF

Navigation

[Addenda List](#)
[New Search](#)
[Main Menu](#)