

|   |  |                              |  |  |                                 |
|---|--|------------------------------|--|--|---------------------------------|
| <b>SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS</b><br>OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30  |  |                              |  | 1. REQUESTION NUMBER<br>N/A  | PAGE 1 OF<br>22                 |
| 2. CONTRACT NO.<br>SP0300-99-D-2967   | 3. AWARD EFFECTIVE DATE<br>4/23/99       | 4. ORDER NUMBER              | 5. SOLICITATION NUMBER<br>SP0300-98-R-4043   | 6. SOLICITATION ISSUE DATE<br>27 AUG 98  |                                 |
| 7. FOR SOLICITATION INFORMATION CALL:   | 8. NAME<br>PAT AMENDOLIA OR KATHY MORRIS |                              | 9. TELEPHONE NUMBER (No. and/or ext.)<br>(215) 737-4469  | 10. OFFER ONE DATE LOCAL TIME<br>SEE PAGE 3  |                                 |
| 11. ISSUED BY<br>DEFENSE SUPPLY CENTER PHILADELPHIA<br>ATTN: DSCP-HFVH<br>2800 SOUTH 20TH STREET<br>PHILADELPHIA, PA 19145<br><br>PAT AMENDOLIA 215-737-4469<br>KATHY MORRIS 215-737-7518<br>JANINE SAMONI 215-737-2940 |  |                              | 12. THIS ACQUISITION IS<br><input checked="" type="checkbox"/> UNRESTRICTED<br><input type="checkbox"/> SET ASIDE<br><input type="checkbox"/> SMALL BUSINESS<br><input type="checkbox"/> SMALL DISADV. BUSINESS<br><input type="checkbox"/> SBI<br>SEE STANDARD: 500 | 13. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED<br><input type="checkbox"/> SEE SCHEDULE<br><input type="checkbox"/> YES, THE CONTRACT IS A RATED UNDER DFAS (S ON DFN 700)<br>UNDER<br>13a. RATING<br>N/A | 14. DISCOUNT TERM               |
| 15. ADMIN TO<br>SEE SCHEDULE  |  |                              | 16. ADMINISTERED BY<br>SAME AS BLOCK 9   | 17. CHECK IF RENTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER   |                                 |
| 17a. CONTRACT OFFEROR<br>Sysco Food Services - Jacksonville<br>1501 Lewis Industrial Drive<br>Jacksonville, FL 32254  | 17b. CODE<br>OOHGM4                      | 17c. FACILITY CODE<br>OOHGM4 | 18. PAYMENT WILL BE MADE BY<br>DFAS - Columbus Center<br>Attn: DFAS-CO-SEP<br>P.O. Box 182317<br>Columbus, OH 43218  |  | 18a. CODE<br>S33150             |
| 19. CHECK IF RENTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER  |  |                              | 20. SUBJECT OFFICE TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED<br><input type="checkbox"/> SEE ACQUISITION   |  |                                 |
| 21. ITEM NO.  | 22. QUANTITY                             | 23. UNIT                     | 24. UNIT PRICE   | 25. AMOUNT   | 26. REMARKS                     |
| SUBSISTENCE PRIME VENDOR FOR DOD AND NON-DOD CUSTOMERS IN FLORIDA; KINGS BAY GA; GUANTANAMO BAY, CUBA; PANAMA. This is an Indefinite Quantity Contract With A One Year Base Term and Four One Year Options              |  |                              |  |  |                                 |
| 27. ACCOUNTING AND APPROPRIATION DATA<br>SG97X4930.5CSO 01 26.0 S33150  |  |                              | 28. TOTAL AMOUNT (For doc. fee only)<br>\$11,655,343.00 (Estimated)  |  |                                 |
| 29. SOLICITATION INCORPORATED BY REFERENCE FAR 52.213-1, 52.213-4, FAR 52.213-3 AND 52.212-5 ARE ATTACHED. ANSWER ARE <input type="checkbox"/> ARE NOT ATTACHED.  |  |                              |  |  |                                 |
| 30. CONTRACT FUNDING ORDER INCORPORATED BY REFERENCE FAR 52.213-4, FAR 52.213-5 IS ATTACHED. ANSWER ARE <input type="checkbox"/> ARE NOT ATTACHED.  |  |                              |  |  |                                 |
| 31. CONTRACT IS SUBJECT TO THE TERMS AND CONDITIONS SET FORTH IN THE CONTRACT SPECIFICATIONS AND ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED THEREIN.   |  |                              | 32. AWARD OF CONTRACT: REFERENCE SP0300-98-R-4043 OFFER DATED 8/27/98. YOUR OFFER ON SOLICITATION BLOCK 18a IS INCLUDING ANY ADDITIONS OR CHANGES UNLESS SPECIFIED OTHERWISE. C ACCEPTED AS TO TERMS.  |  |                                 |
| 33. SIGNATURE OF OFFEROR/CONTRACTOR<br><i>Pat Amendolia</i>   |  |                              | 34. UNITED STATES OF AMERICA SIGNATURE OF CONTRACTING OFFICER<br><i>Pat Amendolia</i>  |  |                                 |
| 35. NAME AND TITLE OF OFFEROR (TYPE OR PRINT)<br><i>President &amp; CEO</i>   |  | 36. DATE SIGNED<br>10/12/98  | 37. NAME OF CONTRACTING OFFICER (TYPE OR PRINT)<br>PAT AMENDOLIA   |  | 38. DATE SIGNED<br>MAY 04 1999  |
| 39. QUANTITY IN COLUMN 21 HAS BEEN<br><input type="checkbox"/> RECEIVED <input type="checkbox"/> INSPECTED <input type="checkbox"/> ACCEPTED AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED                              |  |                              | 40. SUP NUMBER   | 41. VOUCHER NUMBER   | 42. AMOUNT VERIFIED CORRECT FOR |
| 43. SIGNATURE OF APPROVED GOV. REPRESENTATIVE   |  |                              | 44. DATE SIGNED  | 45. PAYMENT<br><input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL   |                                 |
| 46. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT  |  |                              | 47. SIR ACCOUNT NUMBER   | 48. SIR VOUCHER NUMBER   | 49. CHECK NUMBER                |
| 48. SIGNATURE AND TITLE OF CONTRACTING OFFICER  |  |                              | 49. DATE SIGNED  | 50. RECEIVED BY (Print)  |                                 |
|   |  |                              | 51. DATE RECEIVED AT OFFICE  | 52. DATE RECEIVED AT OFFICE  |                                 |

**SOLICITATION/CONTRACT FORM**

- THE FOLLOWING AMENDMENTS ARE HEREBY INCORPORATED AS PART OF THIS CONTRACT:
  - AMENDMENT 0001 DATED OCTOBER 6, 1998.
  - AMENDMENT 0002 DATED OCTOBER 14, 1998.
- THE FOLLOWING FORM YOUR OFFER AND ARE HEREBY INCORPORATED INTO YOUR CONTRACT:
  - (X) TECHNICAL PROPOSAL DATED OCTOBER 12, 1998. (IT SHOULD BE NOTED THAT THE TECHNICAL PROPOSAL WAS USED FOR EVALUATION PURPOSES ONLY; HOWEVER, ALL ELEMENTS OF THE TECHNICAL PROPOSAL WHICH EXCEEDED THE GOVERNMENT'S REQUIREMENTS ARE HEREBY INCORPORATED INTO THIS CONTRACT.
  - (X) FINAL PROPOSAL REVISION DATED FEBRUARY 24, 1999.
  - (X) FINAL PROPOSAL REVISION DATED MARCH 24, 1999.

**SUPPLIES OR SERVICES AND PRICES**

- **CUSTOMERS:**
  - MAYPORT OASIS GALLEY
  - MAYPORT FLEET INDUSTRIAL SUPPLY CENTER (FISC)
  - JACKSONVILLE GALLEON GENERAL MESS
  - JACKSONVILLE NAVAL HOSPITAL
  - NAS CECIL FIELD
  - KINGS BAY TRIDENT REFIT FACILITY
  - KINGS BAY PIRATES COVE GALLEY
  - GUANTANAMO BAY, CUBA (GTMO)\*
  - PANAMA\*

\*CUSTOMER SUPPORT BEGINS AFTER 6/16/99.

ADDITIONAL DOD AND NON-DOD CUSTOMERS IN FLORIDA, OR SUPPORTED FROM A PORT LOCATED IN FLORIDA, MAY BE ADDED TO THIS CONTRACT AS LONG AS THE NEW CUSTOMERS DO NOT INCREASE THE DOLLAR VALUE OF THIS CONTRACT BY 25% OF THE TOTAL ESTIMATE AT THE MAXIMUM OR ALTERNATE CEILING.

## SYSCO FOOD SERVICES – JACKSONVILLE, INC.

- **ITEMS:** TOTAL FOOD AND BEVERAGE SUPPORT, LESS FRESH FRUITS AND VEGETABLES, FRESH MILK, AND FRESH BREAD.
- **DELIVERY:** ITEMS ORDERED BY CUSTOMERS LOCATED IN THE UNITED STATES SHOULD BE ROUTINELY DELIVERED ON A "SKIP-DAY" BASIS, OR AN ALTERNATE DELIVERY PERIOD AS SPECIFIED BY THE CUSTOMER. DELIVERIES TO GTMO AND PANAMA WILL HAVE AN APPROXIMATE TWENTY-ONE (21) DAY LEADTIME, FROM THE TIME THE ORDER IS RECEIVED BY THE VENDOR TO THE DATE THE ORDER IS RECEIVED BY THE CUSTOMER.
- **MINIMUM CASE REQUIREMENT:** 20 CASES PER MONTH
- **CONTRACT TERM:** ONE (1) YEAR BASE TERM WITH FOUR (4) ONE-YEAR OPTIONS
- **QUANTITY TYPE:** INDEFINITE QUANTITY CONTRACT – FIRM FIXED PRICE
  - THIS CONTRACT CONTAINS A GUARANTEED MINIMUM OF 10% OF THE ESTIMATED DOLLAR VALUE. THE ESTIMATED DOLLAR VALUE OF THE BASE TERM OF THE CONTRACT IS \$11,655,343.00. THE MAXIMUM CEILING WILL BE 125% OF THE ESTIMATED DOLLAR VALUE. IN THE EVENT OF EMERGENCIES AND/OR MOBILIZATION, THE GOVERNMENT RESERVES THE RIGHT TO UNILATERALLY EXECUTE AN ALTERNATE MAXIMUM CEILING OF 150% OF THE ESTIMATED DOLLAR VALUE.
  - TO THE EXTENT THAT CUSTOMERS DO NOT MEET THEIR ESTIMATED DOLLAR PURCHASES, THE CONTRACTING OFFICER RESERVES THE RIGHT TO ADD MORE THAN 25% OF ADDITIONAL BUSINESS EQUIVALENT TO THE PERCENTAGE OF UNUSED BUSINESS.
- **PRICING:** FIRM FIXED PRICE
  - ALL PRICING WILL BE FIRM AT TIME OF ORDER FOR CUSTOMERS LOCATED IN THE CONTINENTAL UNITED STATES (CONUS) AS LONG AS THE DELIVERY DATE IS WITHIN SIX DAYS STARTING FROM THE DAY AFTER THE ORDER IS PLACED.
  - ALL PRICING WILL BE FIRM AT THE TIME OF DELIVERY FOR CUSTOMERS LOCATED OUTSIDE THE CONTINENTAL UNITED STATES (OCONUS).

- ALL UNIT PRICES SHALL BE FORMULATED IN ACCORDANCE WITH CLAUSE 52.212-4(t).
  - THE UNIT PRICE IS CALCULATED BY ADDING THE “DELIVERED PRICE” AND THE “DISTRIBUTION PRICE”. THE DISTRIBUTION PRICES FOR FOOD AND BEVERAGE ITEMS ARE LISTED IN THIS CONTRACT.
  - DELIVERED PRICES WILL BE UPDATED WEEKLY AND WILL BE EFFECTIVE FROM MONDAY THROUGH SUNDAY.
  - UNIT PRICES MAY NOT EXTEND BEYOND TWO (2) PLACES AFTER THE DECIMAL POINT.
  - IF THE GOVERNMENT DETERMINES TO INVOKE THE OPTIONS, THE DISTRIBUTION PRICES WILL REMAIN THE SAME.
- 
- **ORDERING PERIOD:** THE EFFECTIVE ORDERING PERIOD OF THE CONTRACT WILL COMMENCE WITH THE FIRST SIGNIFICANT ORDER, EXCLUDING TEST ORDERS, THROUGH ONE YEAR THEREAFTER. THIS INCLUDES MANUAL ORDERS AND/OR CONTRACTOR'S COMMERCIAL ORDERING SYSTEM ORDERS THAT MAY BE NECESSARY UNTIL THE GOVERNMENT'S ORDERING SYSTEM, I.E. STORES/SPVI+ IS OPERATIONAL.

#### DESCRIPTION/SPECIFICATIONS

- **ORDERING SYSTEM:** MOST CUSTOMERS WILL UTILIZE THE GOVERNMENT'S ELECTRONIC ORDERING SYSTEM, EITHER SPVI + OR STORES, AT THE TIME OF IMPLEMENTATION. PANAMA WILL PLACE THEIR ORDERS VIA FACSIMILE TRANSMISSION.
- **PLACEMENT OF ORDERS:** ORDERS WILL BE PLACED WITH THE PRIME VENDOR VIA SPVI+/STORES TO ACCOMMODATE A “SKIP-DAY DELIVERY FOR CONUS CUSTOMERS. OVERSEAS CUSTOMERS SHALL PLACE ORDERS VIA SPVI+/STORES, OR MANUALLY, TO ACCOMMODATE A LEADTIME OF APPROXIMATELY THREE (3) WEEKS.
- **CUTOFF TIME:** ORDERS SHOULD BE PLACED PRIOR TO 5 P.M. TWO (2) DAYS PRIOR TO THE REQUIRED DELIVERY DATE. ADD-ONS SHOULD BE PLACED PRIOR TO 3:00 P.M. PRIOR TO NEXT DAY DELIVERY. CANCELLATIONS SHOULD BE MADE BY NOON PRIOR TO NEXT DAY DELIVERY. THESE TIMES ARE SUBJECT TO CHANGE BASED ON MUTUAL CONSENT BETWEEN A CUSTOMER AND SYSCO FOOD SERVICES JACKSONVILLE.

SYSCO FOOD SERVICES – JACKSONVILLE, INC.

- THE PROPOSED FILL RATE FOR THIS CONTRACT IS 98.8% WITHOUT SUBSTITUTIONS AND 99.5% WITH SUBSTITUTIONS.
- THE PROPOSED SUBCONTRACTING GOAL TO SMALL AND SMALL DISADVANTAGED BUSINESS CONCERNS IS 30%.

### PACKAGING AND MARKING

- ALL PACKAGING AND MARKING SHALL BE IN ACCORDANCE WITH GOOD COMMERCIAL PRACTICE. LABELING SHALL BE IN ACCORDANCE WITH COMMERCIAL LABELING COMPLYING WITH THE FEDERAL FOOD, DRUG, AND COSMETIC ACT AND REGULATIONS PROMULGATED THEREUNDER.
- SHIPPING CONTAINERS SHALL BE IN COMPLIANCE WITH THE NATIONAL MOTOR FREIGHT CLASSIFICATION AND UNIFORM FREIGHT CLASSIFICATION CODE.
- ALL NAVY AFLOAT AND GTMO CUSTOMERS REQUIRE THE FOLLOWING MILITARY MARKINGS ON EACH CASE:
  - NSN OR LSN
  - ITEM IDENTIFICATION/NOMENCLATURE
  - UNIT PACK
  - GOVERNMENT UNIT OF ISSUE
  - CASE WEIGHT AND CUBE
  - DATE OF PACK
  - BEST IF USED BY DATE
  - MANUFACTURER'S NAME
  - LOT NUMBER
  - FOOD IDENTIFICATION CODE (FIC) – FOR NAVY SHIPS ONLY
  - FOR GTMO, EACH PALLET MUST BE MARKED TO IDENTIFY THE CUSTOMER FOR WHICH IT IS INTENDED

### INSPECTION AND ACCEPTANCE

- INSPECTION AND ACCEPTANCE OF PRODUCTS WILL BE PERFORMED AT DESTINATION. THE AUTHORIZED RECEIVING OFFICIAL AT EACH DELIVERY POINT IS RESPONSIBLE FOR INSPECTING AND ACCEPTING PRODUCTS AS THEY ARE DELIVERED.
- INSPECTION WILL BE AT DESTINATION FOR IDENTITY, COUNT AND CONDITION.

- THREE (3) COPIES OF THE DELIVERY TICKET/INVOICE MUST ACCOMPANY EACH SHIPMENT.
- TWO (2) COPIES OF THE SIGNED AND ANNOTATED DELIVERY TICKET/INVOICE WILL SERVE AS THE ACCEPTANCE DOCUMENT.
- IF PRODUCT IS DETERMINED TO BE EITHER DEFECTIVE OR DAMAGED, IT MAY BE REJECTED BY THE AUTHORIZED RECEIVING OFFICIAL. DELIVERY INVOICES SHALL BE ANNOTATED TO REFLECT THE ITEMS THAT WERE REJECTED BY ADJUSTING THE QUANTITY AND DOLLAR VALUE. THE TOTAL DOLLAR VALUE OF THE INVOICE MUST ALSO BE ADJUSTED.
- THE VENDOR IS RESPONSIBLE FOR INSPECTING ALL SEAVANS FOR CLEANLINESS AND CONDITION. CONTAINERS THAT ARE UNSANITARY OR FAIL TO MAINTAIN PROPER TEMPERATURES SHALL BE REJECTED BACK TO THE CARRIER.

#### DELIVERIES AND PERFORMANCE

- **FOB TERMS:** FOB DESTINATION
- THE FOLLOWING IS DESIGNATED AS THE PLANT LOCATION AND THE SHIPPING LOCATION FOR THE PERFORMANCE OF THIS CONTRACT:  
  
**SYSCO FOOD SERVICES – JACKSONVILLE  
1501 LEWIS INDUSTRIAL DRIVE  
JACKSONVILLE, FL 32254**
- DELIVERIES SHALL NORMALLY BE MADE ON A “SKIP DAY” BASIS FOR CONUS CUSTOMERS AND APPROXIMATELY IN 21 DAYS FOR OCONUS CUSTOMERS.
- **GTMO AND PANAMA CUSTOMERS:** CONTAINERS WILL BE DELIVERED TO THE VENDOR BY THE CARRIER AND THE VENDOR WILL BE RESPONSIBLE FOR INSPECTING, CORRECTLY LOADING, BLOCKING, AND BRACING THE CONTAINER. THE CARRIER WILL THEN PICK UP THE LOADED CONTAINERS AND DELIVER THEM TO THE PORT OF JACKSONVILLE. PRIOR TO DELIVERY, THE VENDOR IS RESPONSIBLE FOR OBTAINING THE NECESSARY PAPERWORK AND FOR SCHEDULING RECEIPT OF CONTAINERS IN ORDER TO MEET BARGE SCHEDULES.

**CONTRACT ADMINISTRATION DATA**

- **ADMINISTRATION:** ADMINISTRATION OF THE CONTRACT WILL BE PERFORMED BY DSCP. ADMINISTRATION OF THE DELIVERY ORDERS WILL BE PERFORMED BY THE CUSTOMER.
- **INVOICING:**
  - EACH SHIPMENT SHALL BE ACCOMPANIED BY THREE (3) COPIES OF THE INVOICE (AN ORIGINAL PLUS TWO (2) COPIES). THE RECEIVING OFFICIAL SHOULD RETAIN A COPY OF THE INVOICE AT THE CUSTOMER'S LOCATION. THE ORIGINAL INVOICE SHALL BE RETURNED TO THE PRIME VENDOR.
  - THE CONTRACTOR MUST SUBMIT TWO (2) COPIES OF THE INVOICE, THE ORIGINAL SIGNED INVOICE AND A COPY, TO THE DEFENSE FINANCE AND ACCOUNTING OFFICE (DFAS) IN COLUMBUS, OHIO FOR PAYMENT. THE ADDRESS IS NOTED ON PAGE 1, BLOCK 18a, OF THE CONTRACT.
  - THE FOLLOWING ADDRESS MUST APPEAR IN THE "BILL TO" OR "PAYMENT WILL BE MADE BY" BLOCK OF THE CONTRACTOR'S INVOICE:

DFAS – COLUMBUS CENTER  
ATTN: DFAS-CO-SEP  
P.O. BOX 182317  
COLUMBUS, OH 43218
- EACH INVOICE SHALL CONTAIN SUFFICIENT DATA FOR BILLING PURPOSES. THIS INCLUDES, BUT IS NOT LIMITED TO:
  1. CONTRACT NUMBER, CALL OR DELIVERY ORDER NUMBER, AND PURCHASE ORDER NUMBER;
  2. DODAAC – DEPARTMENT OF DEFENSE ACTIVITY ADDRESS CODE;
  3. CONTRACT LINES LISTED IN NUMERIC SEQUENCE (ALSO REFERRED TO AS CLIN ORDER);
  4. ITEM NOMENCLATURE;
  5. CLEARLY IDENTIFIED AND ANNOTATED CHANGES ON ALL COPIES; AND
  6. TOTAL DOLLAR VALUE ON EACH INVOICE (REFLECTING CHANGES TO THE SHIPMENT, IF APPLICABLE).
- YEAR 2000 COMPLIANCE PROVISION ON PAGE 31 OF THE SOLICITATION IS DELETED. THE FOLLOWING LANGUAGE IS INCORPORATED INTO THE CONTRACT:

*"THE CONTRACTOR MUST TAKE ALL PRUDENT AND FORESEEABLE ACTION NECESSARY TO ACHIEVE Y2K COMPLIANCE OF ITS SYSTEMS BY DECEMBER 31, 1999. THIS INCLUDES, BUT IS NOT LIMITED TO, THE CONTRACTOR'S ORDER ENTRY SYSTEMS, EC/EDI EQUIPMENT SYSTEM INTERFACES, AND SYSTEMS THAT PROCESS INVOICES. THE CONTRACTOR GUARANTEES AND WARRANTS THAT ITS PERFORMANCE UNDER THIS CONTRACT WILL NOT BE IMPAIRED AS A RESULT OF Y2K ISSUES.*

*THE CONTRACTOR ALSO GUARANTEES AND WARRANTS THAT PERFORMANCE UNDER THIS CONTRACT WILL NOT BE IMPAIRED AS A RESULT OF Y2K ISSUES INVOLVING ITS SUBCONTRACTORS.*

*SHOULD ANY Y2K PROBLEMS OCCUR WITH THE CONTRACTOR'S SYSTEMS, THE CONTRACTOR IS RESPONSIBLE FOR CORRECTING ANY RESULTING PROBLEMS AT NO COST TO THE GOVERNMENT."*

- THE FOLLOWING SPECIAL REQUIREMENTS APPLY FOR NAVY SHIP CUSTOMERS SUPPORTED UNDER THIS ZONE:
  - a. FOR ALL SHIPS WITH PALLET DELIVERIES, THE HEIGHT WILL NOT EXCEED 54".
  - b. THE GOAL FOR EACH CASE WILL BE A MAXIMUM OF 2 INCH HEAD SPACE. THIS WILL BE AN ABSOLUTE REQUIREMENT FOR MEAT ITEMS.
  - c. ALL MEAT ITEMS SHALL HAVE A MINIMUM PACKAGE WEIGHT OF 40 POUNDS AND A 60 POUND MAXIMUM WEIGHT REQUIREMENT.
  - d. FROZEN ITEMS WILL BE STORED AND DELIVERED AT 0 DEGREES FAHRENHEIT OR LESS TO THE INITIAL DELIVERY LOCATION. PRODUCT SHALL BE MAINTAINED AND RECEIVED IN A FROZEN STATE TO ALL SUBSEQUENT DELIVERY POINTS. EVIDENCE OF THAWING AND REFREEZING SHALL BE CAUSE FOR REJECTION OF AN ITEM. ITEMS REQUIRING "PROTECTION FROM HEAT" SHALL BE STORED AND DELIVERED AT A TEMPERATURE BELOW 70 DEGREES FAHRENHEIT OR LESS. ITEMS REQUIRING CHILLED CONDITIONS SHALL BE STORED AND DELIVERED UNDER REFRIGERATION OF 32 TO 40 DEGREES FAHRENHEIT.

FOR ICE CREAM, THE RECOMMENDED STORAGE AND DELIVERY TEMPERATURE IS -10 DEGREES FAHRENHEIT AND THE TEMPERATURE SHOULD NOT EXCEED 0 DEGREES FAHRENHEIT.

- CLAUSE 52.212-4, PARAGRAPH (u) INTERORGANIZATIONAL TRANSFERS AND FREIGHT COSTS, IS DELETED.
- THE FOLLOWING CLAUSE IS INCORPORATED IN FULL TEXT:

52.212-3 -- OFFEROR REPRESENTATIONS AND CERTIFICATIONS --  
COMMERCIAL ITEMS.

(b) **TAXPAYER IDENTIFICATION NUMBER (TIN) (26 U.S.C. 6050M)**

(1) **TAXPAYER IDENTIFICATION NUMBER (TIN).**

TIN: 59-3120894

TIN HAS BEEN APPLIED FOR.

TIN IS NOT REQUIRED BECAUSE:

OFFEROR IS A NONRESIDENT ALIEN, FOREIGN CORPORATION, OR FOREIGN PARTNERSHIP THAT DOES NOT HAVE INCOME EFFECTIVELY CONNECTED WITH THE CONDUCT OF A TRADE OR BUSINESS IN THE U.S. AND DOES NOT HAVE AN OFFICE OR PLACE OF BUSINESS OR A FISCAL PAYING AGENT IN THE U.S.;

OFFEROR IS AN AGENCY OR INSTRUMENTALITY OF A FOREIGN GOVERNMENT;

OFFEROR IS AN AGENCY OR INSTRUMENTALITY OF A FEDERAL, STATE, OR LOCAL GOVERNMENT;

OTHER. STATE BASIS.

(2) **CORPORATE STATUS.**

CORPORATION PROVIDING MEDICAL AND HEALTH CARE SERVICES, OR ENGAGED IN THE BILLING AND COLLECTING OF PAYMENTS FOR SUCH SERVICES;

OTHER CORPORATE ENTITY;

NOT A CORPORATE ENTITY;

SOLE PROPRIETORSHIP

PARTNERSHIP

HOSPITAL OR EXTENDED CARE FACILITY DESCRIBED IN 26 CFR 501(C)(3) THAT IS EXEMPT FROM TAXATION UNDER 26 CFR 501(A).

(3) **COMMON PARENT.**

OFFEROR IS NOT OWNED OR CONTROLLED BY A COMMON PARENT.

NAME AND TIN OF COMMON PARENT:

|             |                          |
|-------------|--------------------------|
| <b>NAME</b> | <u>SYSCO CORPORATION</u> |
| <b>TIN</b>  | <u>74-1648137</u>        |

**Sysco Jacksonville**

| Category | Product Descriptions  | Fee for Zone I Jacksonville |
|----------|---|-----------------------------|
| 1        | Raw Top Butt 184, Strip Loin 180, Rib Eye Roll 112, Lip On Rib Eye 112A, Cooked, Dried Beef, Flank Steak & Fajita Meat  |                             |
| 2        | Pre-cut Beef Steaks   |                             |
| 3        | <b>Roasts &amp; Specialities</b><br>Diced Pork, Primal Raw Beef & Pork Round & Roast, Tender Loin 189, Boneless Turkey Roast, Raw Pork Spare Ribs 3-1/2 & down, Canned Ham, Sliced Liver, Bacon vacuum packaged Formed Pre-Portion Steaks w/TVP (Veal, Beef, Pork & Chicken) & Braising steak |                             |
| 4        | Bone-in & Cooked, Turkey Breast & Rolls, Raw Boneless Chicken Breast, Breaded Chicken Parts, Bone-In & Boneless Pork Loins, Raw Veal, Calf Roast or Steamship Round, Ham Virginia, Buffet Style, Bnls and Bone-In Raw & Cooked, Spiral Cut, Layout Bacon                                      |                             |
| 5        | Ground Beef Bulk 90/10 & 85/15 Ground Beef & Patties Raw Duck, Beef Spare Ribs, Raw Corned Beef, Salami, Pastrami, Cooked & Raw Pure Pork Breakfast Sausage, IQF Raw Chicken, Stew Beef, Soft Cotto   |                             |
| 6        | Ground Beef Bulk 80/20 & 75/25 Whole & ground Turkey, Ham Hocks, Pig Feet, Chitterlings, Raw Whole & Cut Up Chicken & Cornish Game Hens   |                             |
| 7        | Speciality Cooked i.e., Pastrami, Corned Beef, Hard Genoa Salami, Roast Beef All Meat Franks, & Lunchmeat   |                             |
| 8        | Specialty Cut Cooked, Cubed & Sliced i.e., Ham Turkey, Corned Beef, Roast Beef, Raw Pre-Portion Bnls Cutlets, Philly Steaks, Chicken Fried Steaks~ Nuggets, whole muscle Breaded Beef, Pork, Chicken Canadian Bacon, Pepperoni & Pork Chops Peeld Tenders                                     |                             |
| 9        | Cooked Boneless Pit & Oval Ham, Beef Ribs, All Beef Frankfurters & Bologna Pure Bacon Bits, Cooked Wings, Beef & Whole Hog Sausage Links & Patties, Baby Back Ribs, Meat Balls, Raw & Beef Kielbasa, Polish, Italian & Bratwurst Sausage, & "Mighty Rib" Ribbettes                            |                             |
|          | <b>Fish</b>   |                             |
| 10       | Whole Lobster, Lobster Tails & Crab Legs  |                             |
| 11       | Premium Fish Whole & Portioned Fillets, Raw & Breaded (i.e. Trout, Orange Roughy, Haddock, Pike, Red Fish, Snapper, Salmon, Calmar, Imitation Crab, Sole, Halibut or Cod)   |                             |
| 12       | Standard Fish Whole & Portioned Fillets, Raw & Breaded (i.e. Perch, Catfish, Pollock and Whiting)   |                             |
| 13       | Raw Unpeeled Shrimp, Oysters, Clams, P&D Raw & Ckd Shellfish, Shrimp, & Scallops & Breaded Shellfish  |                             |
|          | <b>Appetizers &amp; Prepared Entrees</b>  |                             |
| 14       | Frozen Appetizers, Cordon Bleu Stuffed Breast & Tray Entrees, Pizza & Pizza Crust cooked patties & bacon  |                             |

**Sysco Jacksonville**

| Category | Product Descriptions   | Fee for Zone   Jacksonville |
|----------|--|-----------------------------|
|          | <b>Frozen Bread Specialities</b>   |                             |
| 15       | Bagels reg & Flavored, Biscuits, Donuts and Danish<br>Precooked, Waffles, French Toast & fzn Pancakes  |                             |
| 16       | Frozen breads & finished rolls   |                             |
| 17       | Frozen Vegetables, & Hash Browns specialty potatoe items   |                             |
| 18       | French Fries Standard Cut & Onion rings  |                             |
| 19       | Standard Pack & IQF Frozen Fruits, fzn Eggs  |                             |
| 20       | Sheet Cake, Layer Cake, Cheesecake, Specialty Pies,<br>Fruits Pies, Gourmet Pies, Cobbler  |                             |
| 21       | Canned Entrees & Canned Fish   |                             |
| 22       | Egg Rolls, Corn Dogs, Burritos, Tamales & Enchiladas<br>Single and Double Sandwich Meals   |                             |
| 23       | Cheese Diced & Shredded  |                             |
| 24       | Butter & Cheese Block, Sliced,<br>Cheddar & Mozzarella & Butter  |                             |
| 25       | Cheese, Canned & Other dairy products  |                             |
| 26       | Eggs (Fresh and Frozen)  |                             |
| 27       | Gallon Ice Cream & Yogurt Individuals by the case  |                             |
| 28       | Fresh Fruits & Vegetables  |                             |
| 29       | Pasta Products & solid Shortening & Margarine  |                             |
| 30       | Bag Flour & Salt, Bag Sugar & Plain Rice   |                             |
| 31       | Cookie, Cake, Brownie, Icing, pancake, Biscuit and<br>Bread Mixes, Bag/Can/Box   |                             |
| 32       | Cold Cereals, Indiv., Box Pack   |                             |
| 33       | Cereal Bulk, Hot & Bowl Pack, Chips, Snacks, Taco<br>Shells, Cookies & Crackers  |                             |
| 34       | Flavored & Plain, Salad Dressings & Mayonnaise per GL  |                             |
| 35       | Garlic, Onions & Spices  |                             |
| 36       | Bread Crumbs, Croutons, Specialty Rices, Converted<br>Perfected Long Grain & Imitation Bacon Bits, Dry<br>Beans, Salt Based Soup, & Gravy Base   |                             |
| 37       | All Packet items   |                             |
| 38       | Tomatoe Diced, Whole, Sauce Puree Catsup   |                             |
| 39       | Fruits & Vegetables, # 10 Pie Filling, Pie Fruit, Pudding,<br>Gelatin Dry Desserts, Jellies, Jams, Perserves<br>Peanut Butter, Fountain Toppings, Karo Syrup Molasses,<br>PWD & Brown Sugar Peppers, Olives, Relish, pickles |                             |
| 40       | Juice 46 oz & Small cn Vegetables water 24 oz or larger  |                             |
| 41       | Juice, Soda, Milk & water 5-20 oz  |                             |
| 42       | Sauces: BBQ, Pancake Syrup, Soups, Canned & Frozen<br>Soups & Gravy Bases, Candy, Yeast, Baking Powder, & Soda<br>Dry Fruit, Bottle Ketchup, & Hot sauce 8oz Dressings   |                             |
| 43       | Canned Liquid Shortening, Salad Oil  |                             |
| 44       | Frozen Juice Concentrate, Hand Mixed, Juice Bases, &<br>Drink Mixes  |                             |
| 45       | Frozen Dispenser Juices' & Fountain BIB Syrup  |                             |
| 46       | Coffee, Ground   |                             |
| 47       | Liquid Coffee & other Frozen Dispenser Beverages   |                             |
| 48       | Other Frozen, Refrigerated & Dry   |                             |
| 49       | Non-food (paper, Chemicals, Disposables)   |                             |

**Sysco Jacksonville**

| Category | Product Descriptions | Fee for Zone I Jacksonville |
|----------|----------------------|-----------------------------|
| 50       | Music Items          |                             |

**SMALL, SMALL DISADVANTAGED, AND WOMEN-OWNED  
SMALL BUSINESS SUBCONTRACTING PLAN**

DATE: April 28, 1999

CONTRACTOR: Sysco Food Services of Jacksonville, Inc.  
ADDRESS: 1501 Lewis Industrial Drive  
Jacksonville, Florida 32236

SOLICITATION OR CONTRACT NUMBER: SP0300-98-R-4043

ITEM/SERVICE: Full Food Line Distributor - Florida - Zone 1

The following is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of the solicitation:

1. (a) The following percentage goals expressed in terms of a percentage of total planned subcontracting (supplier) dollars are applicable to the contract awarded under the solicitation cited above.

Small business concerns: 31% of total planned subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns, subject however to the limitation set forth in paragraph 1(b) below. This goal should equate to the following dollar amounts:

|  | BASE<br>31%  | OPTION 1<br>31% | OPTION 2<br>31% | OPTION 3<br>31% | OPTION 4<br>31% |
|--|--------------|-----------------|-----------------|-----------------|-----------------|
| Total estimated to be subcontracted (cumulative) | \$11,655,343 | \$23,275,223    | \$34,895,103    | \$46,514,983    | \$58,134,863    |
| Small Business Goal (cumulative)                 | \$3,613,156  | \$7,215,319     | \$10,817,482    | \$14,419,645    | \$18,021,808    |

Small disadvantaged business concerns: 7% of total planned subcontracting dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by socially and economically disadvantaged individuals, subject, however to the limitation set forth in paragraph 1(b) below. This goal should equate to approximately the following dollar amounts:

|  | BASE<br>7%   | OPTION 1<br>7% | OPTION 2<br>7% | OPTION 3<br>7% | OPTION 4<br>7% |
|--|--------------|----------------|----------------|----------------|----------------|
| Total estimated to be subcontracted (cumulative) | \$11,655,343 | \$23,275,223   | \$34,895,103   | \$46,514,983   | \$58,134,863   |
| Small Disadvantaged Business (cumulative)        | \$815,874    | \$1,629,266    | \$2,442,657    | \$3,256,049    | \$4,069,440    |

Woman-owned small business concerns: 6% of total planned subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by women, subject, however to the limitation set forth in paragraph 1(b) below. This goal should equate to approximately the following dollar amounts:

|  | BASE<br>6%   | OPTION 1<br>6% | OPTION 2<br>6% | OPTION 3<br>6% | OPTION 4<br>6% |
|--|--------------|----------------|----------------|----------------|----------------|
| Total estimated to be subcontracted (cumulative) | \$11,655,343 | \$23,275,223   | \$34,895,103   | \$46,514,983   | \$58,134,863   |
| Women-Owned Small Business (cumulative)          | \$699,321    | \$1,396,513    | \$2,093,706    | \$2,790,899    | \$3,488,092    |

Hub Zone business concerns: 1% of our total planned subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns located in hub zones. This goal should equate to approximately the following dollar amounts:

|  | BASE<br>1%   | OPTION 1<br>1% | OPTION 2<br>1% | OPTION 3<br>1% | OPTION 4<br>1% |
|--|--------------|----------------|----------------|----------------|----------------|
| Total estimated to be subcontracted (cumulative) | \$11,655,343 | \$23,275,223   | \$34,895,103   | \$46,514,983   | \$58,134,863   |
| Hub Zone Business Concerns (cumulative)          | \$116,553    | \$232,752      | \$348,951      | \$465,150      | \$581,349      |

Total subcontracting goals should equate to the following:

|  | BASE         | OPTION 1     | OPTION 2     | OPTION 3     | OPTION 4     |
|--|--------------|--------------|--------------|--------------|--------------|
| Total estimated to be subcontracted (cumulative) | \$11,655,343 | \$23,275,223 | \$34,895,103 | \$46,514,983 | \$58,134,863 |
| Small Business Goal (cumulative)                 | \$3,613,156  | \$7,215,319  | \$10,817,482 | \$14,419,645 | \$18,021,808 |
| Large Business (cumulative)                      | \$8,042,187  | \$16,059,904 | \$24,077,621 | \$32,095,338 | \$40,113,055 |
| Regular Small Business (cumulative)              | \$1,981,408  | \$3,956,788  | \$5,932,168  | \$7,907,547  | \$9,882,927  |
| Small Disadvantaged Business (cumulative)        | \$815,874    | \$1,629,266  | \$2,442,657  | \$3,256,049  | \$4,069,440  |
| Women-Owned Small Business (cumulative)          | \$699,321    | \$1,396,513  | \$2,093,706  | \$2,790,899  | \$3,488,092  |
| Hub Zone Business Concerns (cumulative)          | \$116,553    | \$232,752    | \$348,951    | \$465,150    | \$581,349    |

(b) The following principal product categories will be subcontracted (supplied) under this contract. For each product category listed below, we have estimated and listed next to each product category the source availability from small, small disadvantaged, small women-owned and large concerns as follows:

1. Fresh and Frozen Meat Items: Large Business, Small Business, Small Disadvantaged Business, and Small Women-Owned Business.
2. Frozen Fish Items: Large Business, Small Business, Small Disadvantaged Business, and Small Women-Owned Business.
3. Frozen Fruit and Vegetables: Large Business and Small Business.
4. Produce: Large Business and Small Business.
5. Frozen Speciality Items: Large Business, Small Business, Small Disadvantaged Business and Small Women-Owned Business.
6. Canned Fruits, Vegetables, Cereals and Speciality Items: Large Business, Limited Number of Small Business.
7. Dry Goods, Food service Products: Large Business, Small Business, Small Disadvantaged Business, and Small Women-Owned Business.

The only "subcontracting" available to the Contractor is the purchase by the Contractor of the products to be distributed to the facilities under this contract. Such purchases are made without any formal bidding procedures and, for the most part, without written agreements. The Contractor agrees to use reasonable, good faith efforts to meet the goals for subcontracting (from suppliers) set forth above through identifying, documenting and utilizing small business concerns, small disadvantaged business concerns, and women-owned small business concerns to supply all types of products to be distributed by the Contractor to the Zone 1 facilities. In large part, however, the vendors that the Contractor uses will be dictated by the ordering choices of the Zone 1 facilities.

(c) The following method was used in developing our subcontracting goals: The goals above were established with respect to companies from which the Contractor will purchase products for sale to the Zone 1 facilities because purchasing of the food service products is the only area available for subcontracting under this contract. Sysco Jacksonville purchases thousands of different products from various manufacturers that are large, small, small and woman-owned, and small and disadvantaged. The Contractor has not yet identified the exact products that the Contractor may purchase from small business concerns, small disadvantaged business concerns, and/or small women-owned business concerns. The Contractor will use reasonable, good-faith efforts to meet the goals set forth above. Since we are unable at this time to identify the types and volume of the products to be purchased, a system, as outlined in this

plan, has been developed to assist us in achieving our documentation and goal achievement.

### **Methods of Identifying Small Business Sources**

In the formulation of our goals a great deal of thought was given to how we might meet the aims proposed. We have contacted the National Small Business Administration for a listing of small, small disadvantaged, and woman-owned small business firms who manufacture institutional food service products. We have also talked with brokers who represent small, small disadvantaged, and small woman-owned food service manufacturers.

Outreach efforts will be made as follows:

- (i) Contacts with minority and small business trade associations.
- (ii) Contacts with business development organizations.
- (iii) Attendance at small and minority or woman-owned business procurement conferences and trade fairs.

Our reports will depict the items purchased in descending order. These reports will inform us of the high volume items the facility is purchasing so that we might try to source small, woman-owned and/or disadvantaged firms to supply those items to our company. The difficulty experienced is in sourcing small woman-owned and/or small disadvantaged firms that manufacture food service products that are competitive with larger firms. This fact influenced our smaller goals for those two classifications. We will initially try to utilize manufacturers which we believe are small, small and disadvantaged, or small woman-owned to provide the products we believe the Zone 1 facilities will purchase; thereafter, we intend to use the attached sample sign-off form to determine the manufacturer size and will try to source small women-owned and small disadvantaged businesses for some of the higher volume items.

- (d) Our plan does not anticipate counting indirect costs as part of our small business goal.

2. The following individual will administer the subcontracting program:

**NAME: Ben Strickland**  
**ADDRESS: Sysco Food Services of Jacksonville, Inc.**  
**1501 Lewis Industrial Drive**  
**Jacksonville, Florida 32236-7045**  
**PHONE: (904) 695-8195**  
**TITLE: Director of Military Sales**

This individual's specific duties, as they relate to the Contractor's subcontracting program, are as

follows:

General overall responsibility for this Small, Small Disadvantaged, and Woman-Owned Small Business Subcontracting Plan and for monitoring performance relative to the contractual subcontracting requirements contained in this plan, including, but not limited to:

- b. Developing and maintaining lists of potential small, small disadvantaged, and woman-owned small business concerns from which products may be purchased.
  - c. Developing business with small, small disadvantaged and woman-owned small business concerns for products or services which they are capable of providing.
  - d. Ensuring the establishment and maintenance of records of subcontract activity.
  - e. Attending or arranging for attendance of Contractor representatives at business opportunity workshops, minority business enterprise seminars, trade fairs, etc.
  - f. Monitoring attainment of proposed goals.
  - g. Preparing and submitting periodic subcontracting reports required.
  - h. Coordinating Contractor's activities during any compliance reviews by federal agencies.
  - i. Coordinating Contractor's activities involving its small, small disadvantaged and woman-owned small business subcontracting program.
3. The following efforts will be taken to assure that small, small disadvantaged, and small woman-owned business concerns will have an equitable opportunity to compete for subcontracts. The following internal efforts will be made to guide and encourage Sysco Jacksonville merchandisers:
- a. The Contractor will mentor small, small woman-owned and small disadvantaged firms on how to do business by demonstrating how to pack, size, develop and ship the product required.
  - b. The Contractor will provide additional help to those subcontractors, where required, in assisting them in competing for available subcontracts.
4. The Contractor agrees that the clause entitled "Utilization of Small, Small Disadvantaged and Woman-Owned Small Business Concerns" will be included in all subcontracts which offer further subcontracting opportunities and all subcontractors (except small business concerns) who receive subcontracts of \$500,000 or more will be required to adopt and comply with a subcontracting plan similar to this one.

5. The Contractor agrees to (i) cooperate in any studies or surveys as may be required (ii) submit periodic reports in order to allow the Government to determine the extent of compliance with the subcontracting plan, (iii) submit SF294 and SF295 reports twice yearly, (iv) will require where applicable, our subcontractors to complete forms SF294 and SF295.
6. The Contractor agrees that it will maintain at least the following types of records to document compliance with this subcontracting plan (these records may be maintained on a plant-wide or company-wide basis unless otherwise indicated):
  - (i) Source lists, guides, and other data that identify small and small disadvantaged, or woman-owned small business concerns.
  - (ii) Organizations contacted in an attempt to locate sources that are small, small disadvantaged or woman-owned small business concerns.
  - (iii) Records of any outreach efforts to contact (a) trade associations, (b) business development organizations, and (c) conferences and trade fairs to locate small, small disadvantaged and woman-owned small business sources.
  - (iv) Records will be maintained where applicable of any subcontract solicitation resulting in an award of more than \$100,000 indicating:
    - a. whether small business concerns were solicited and if not, why not;
    - b. whether small disadvantaged business concerns were solicited and if not, why not;
    - c. whether woman-owned small business concerns were solicited and if not, why not;
    - d. if applicable, the reason award was not made to a small business concern.
  - (v) Records of internal guidance and encouragement provided to buyers through
    - (a) workshops, seminars, training, etc, and
    - (b) monitoring performance to evaluate compliance with the program's requirements.
  - (vi) On a contract by contract basis, records to support award data submitted to the Government, including the name, address, and business size of each subcontractor.

The effective period of this subcontracting plan is from the date of the award of the contract to this Contractor under the solicitation cited above through the termination date of such contract.

**SP0300-98-R-4043****PRIME VENDOR FOR FLORIDA; KINGS BAY, GA; GUANTANAMO BAY, CUBA; PANAMA; HAITI; HONDURAS; ECUADOR; AND ATEC**

d. Records of any outreach efforts to contact (1) trade associations; (2) business development organizations; (3) conferences and trade fairs to locate small, small disadvantaged and women-owned small business concerns.

e. Records of internal guidance and encouragement provided to buyers through (1) workshops, seminars, training, etc., and (2) monitoring performance to evaluate compliance with the program's requirements.

f. On a contract-by-contract basis, records to support sward data submitted by the offeror to the Government, including the name, address, and business size of each subcontractor. Contractors having company or division-wide annual plans need not comply with this requirement.

**12. SUPPLEMENTAL INFORMATION**

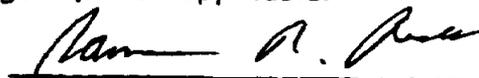
Section 1207 of Public Law 99-661, Contract Goal for Minorities, supplements FAR Clause 52.219-9. Offerors are required to:

a. Establish a subcontracting goal of 5% for small disadvantaged businesses.

b. Identify efforts to provide technical assistance to SDB's.

c. Include a statement that Historically Black Colleges and Universities (HBCU's) and other Minority Institutions (MI's) will be considered when developing SDB goals, when applicable.

SIGNATURE:



(Executive of Company)\*

TYPED NAME:

JAMES R BECK

TITLE:

VP - FINANCE

COMPANY:

SYSCO FOOD SERVICES-JACKSONVILLE, INC.

DATE:

4/19/99

PLAN ACCEPTED BY:



(CONTRACTING OFFICER)

DATE: 4-19-99

AGENCY:





# **SYSCO FOOD SERVICES – Jacksonville, Inc.**

*Quality Products for Institutional Food Services*

POST OFFICE BOX 37045 • JACKSONVILLE, FLORIDA 32236-7045 • TELEPHONE (904) 786-2600

**April 19, 1999**

**Re: SP0300-98-R-4043      Prime Vendor for DOD and Non-DOD Customers**

## **Addendum to Small Business Subcontracting Plan**

**This letter will address new or revised SBA requirements related to above solicitation.**

**SYSCO Food Services-Jacksonville, Inc. will include the HUBZone program as a goal within its Small Business Subcontracting Plan. SYSCO-Jax will work with the SBA to develop business partners through this new initiative. SYSCO-Jax will set a minimal goal of 1%, and will strive to grow this as the program identifies firms that can fulfill needs under the quoted solicitation. This will be a subset of our SB percentage numbers, which will remain the same.**

**SYSCO Food Services-Jacksonville, Inc. will make every attempt to grow all categories under our Subcontracting Plan in subsequent years.**

**SYSCO-Jax will alert SDB firms active in our program of the new certification process. We will ensure that all sales amounts counted after July 1, 1999, in the SDB category are generated by firms certified by the SBA. All "Supplier Profile Forms" sent to vendors from SYSCO-Jax will contain the definitions of terms per SBA. Supplier Profile Forms are being modified to include "HUBZone" designation. SYSCO Corporation, V.P. Dale Robertson has notified me that corporate forms will also be modified to include definitions and 'HUBZone' designation.**

**SYSCO-Jax is always on the lookout for SB/SBD/WOSB vendors. Currently we are working to grow one WOSB, that is a current processed meat supplier, into a larger source for SYSCO-Jax. We are also encouraging this firm to do more business with other SYSCO branches. Meat and seafood still pose not only the greatest opportunity, but also the greatest challenge to find secure supply sources.**

**SYSCO Food Services-Jacksonville, Inc. has used the P.A.S.S. system and DSCP recommended firms in the past. We will use all tools at our disposal to find new firms including Pro-Net, Minority purchasing Council V.I.S., as well as SYSCO corporate Vendor diversity outreach programs.**

● Page 2

April 19, 1999

Ben Strickland, as facilitator of the Small Business Subcontracting Plan, holds sessions with the procurement specialists to identify opportunities with firms that fall under the Plan. Leads tend to work in both directions to find sales opportunities. Issues such as the HUBZone will be addressed, as details become available. All food items are searched for in the market place from firms of all sizes. Due to large start up costs and regulatory needs in the food industry there is much consolidation taking place, despite this fact we continue to provide over 45% of our products from SB/SDB/WOSB firms. SYSCO-Jax will continue to be a leader and strengthen its commitment to Small Business.

SYSCO Food Services-Jacksonville, Inc. will make every good faith effort to obtain products from Historically Black Colleges and Universities and other Minority Institutions if the opportunity arises. NIB/NISH firms continue to play a part in our procurement plans.

Sincerely,



James Beck  
Vice President  
SYSCO Food Services-Jacksonville, Inc.