

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS <i>OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30</i>			1. REQUISITION NUMBER	PAGE 1 OF 21
2. CONTRACT NO. SPM300-05-D-3126	3. AWARD/EFFECTIVE DATE MAY 29 2005	4. ORDER NUMBER	5. SOLICITATION NUMBER SPM300-04-R-0335	6. SOLICITATION ISSUE DATE 10/29/04
7. FOR SOLICITATION INFORMATION CALL: a. NAME JANINE SAMONI/DIANN OWENS		b. TELEPHONE NUMBER (No collect calls) (215) 737-4275		8. OFFER DUE DATE/ LOCAL TIME 12/17/04 3:00 P.M

9. ISSUED BY DEFENSE SUPPLY CENTER PHILADELPHIA DIRECTORATE OF SUBSISTENCE 700 ROBBINS AVENUE ATTN: DSCP-FTAAS/BLDG 6 PHILADELPHIA, PA 19111-5098	CODE SPM300	10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE: %FOR <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> SMALL DISADV. BUSINESS <input type="checkbox"/> (8(A)) SIC: 425510 (NAICS) SIZE STANDARD: 500	11. DELIVERY FOR FOR DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE <input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700) 13b. RATING 14. THIS ACQUISITION IS <input type="checkbox"/> RFQ <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP	12. DISCOUNT TERMS
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15. DELIVER TO SEE SCHEDULE	CODE SPM300	16. ADMINISTERED BY CODE
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17a. CONTRACTOR/ OFFEROR Lankford SYSCO, Inc. 33239 Costen Road Pocomoke City, Maryland 21851-0477 TELEPHONE NO. (800) 927-3320	CODE OUUM9	FACILITY CODE OUUM9	18a. PAYMENT WILL BE MADE BY DFAS - Columbus ATTN: DFAS - BVDP P.O. Box 182317 Columbus, OH 43218	CODE SL4701
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<input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER	18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a. UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM
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19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
	TOTAL FOOD AND BEVERAGE SUPPORT FOR MILITARY AND OTHER DOD AND NON-DOD CUSTOMERS IN NORTH CAROLINA - BASE YEAR MAY 29, 2005 - MAY 27, 2006 PLUS FOUR ONE-YEAR OPTION TERMS (IOC)				
<i>(Attach Additional Sheets as Necessary)</i>					

25. ACCOUNTING AND APPROPRIATION DATA SG 97X4930.5CS0 01 23.0 S33150 MINIMUM : \$2,500,000.00	26. TOTAL AWARD AMOUNT (For Govt. Use Only) \$25,000,000.00 (EST)
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<input checked="" type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA	<input checked="" type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.
<input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA	<input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.

28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN _____ COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH _____ OR OTHERWISE IDENTIFIED ABOVE _____ AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN.	29. AWARD OF CONTRACT: REFERENCE *SPM300-04-R-0335 OFFER <input checked="" type="checkbox"/> RATED _____ YOUR OFFER ON SOLICITATION (BLOCK _____), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS: *And Amendments listed on page 2.
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30a. SIGNATURE OF OFFEROR/CONTRACTOR	31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER) <i>Janine Samoni</i>	
30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT)	30c. DATE SIGNED	31b. NAME OF CONTRACTING OFFICER (TYPE OR PRINT) JANINE SAMONI
		31c. DATE SIGNED APR 15 2005

32a. QUANTITY IN COLUMN 21 HAS BEEN <input type="checkbox"/> RECEIVED <input type="checkbox"/> INSPECTED <input type="checkbox"/> ACCEPTED, AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED	33. SHIP NUMBER <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL	34. VOUCHER NUMBER	35. AMOUNT VERIFIED CORRECT FOR
32b. SIGNATURE OF AUTHORIZED GOVT. REPRESENTATIVE	32c. DATE SIGNED	36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL	37. CHECK NUMBER
41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT		38. SIR ACCOUNT NUMBER	39. SIR VOUCHER NUMBER
		42a. RECEIVED BY (Print)	40. PAID BY

41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER	41c. DATE SIGNED	42b. RECEIVED AT (Location)
		42c. DATE REC'D (YY/MM/DD)

SOLICITATION/CONTRACT FORM

- The following amendments issued under solicitation SPM300-04-R-0335 are incorporated into this contract:
 - Amendment 0001, dated November 4, 2004
 - Amendment 0002, dated November 4, 2004
 - Amendment 0003, dated November 18, 2004
 - Amendment 0004, dated December 9, 2004
- The following form Lankford SYSCO's offer and are hereby incorporated as part of this contract:
- Technical Proposal dated December 17, 2004. Note that this was used for evaluation purposes only; however all elements of the proposal exceeding the Government's requirements are hereby incorporated into this contract. Business Proposal (pricing to be used for start-up only).
 1. Final Proposal Revisions from offerors dated February 24, 2005
 2. Final Proposal Revisions from offerors dated April 4, 2005

SUPPLIES OR SERVICES AND PRICES

ITEMS: Total food and beverage support for DoD and non-DoD customers in North Carolina, less fresh fruits and vegetables, fresh milk, fresh bread and bakery products and soda items purchased through DSCP Central Contracting. The Prime Vendor may also be requested to provide related non-food items to customers.

The following customers will be afforded "Gold Customer" status by Lankford SYSCO Maryland:

CAMP LEJEUNE

Food Service (Various Mess Hall's)
Bldg 1108 – Birch Street
Camp LeJeune, NC

Naval Hospital
Brewster Boulevard
Camp LeJeune, NC

DoDAAC:
N68093

CAMP LEJEUNE - MARINE EXPEDITIONARY FORCES

Various Training Sites

Camp LeJeune, NC

DoDAAC:
M95490

FORT BRAGG

Troop Issue Subsistence Activity
Fort Bragg, NC

ROTC and Reserves Training (Various)
Fort Bragg, NC

Camp McKall – Bldg 2954
Fort Bragg, NC

Building J - 1952
Cook Street
Fort Bragg, NC

DoDAAC:
W36N0Q

MCAS CHERRY POINT

Enlisted Mess Hall
Building # 3451
MCAS Cherry Point

Enlisted Dining Facility
Building # 8052
Bogue Field, NC

Naval Hospital
Building #4389
Cherry Point , NC

DoDAAC M00146

CHERRY POINT - MARINE EXPEDITIONARY FORCES (MEF)

Various Training Sites

SEYMOUR JOHNSON AFB

DoDAAC

Building #4507
Inflight Building
Seymour Johnson AFB, NC

FT9033

Building #3623
Dining Hall
Seymour Johnson AFB, NC

FT9032

Child Development Center
1030 Langley Avenue
Seymour Johnson AFB, NC

FT9449

POPE AFB

Kitty Hawk Inn
Building #352
Pope AFB, NC

FT9030

Flight Kitchen
Building 717
Pope AFB, NC

FT9031

Pope AFB
Youth Center (School Age)

FT4229

Child Care Center
Building 30
Armistead Street
Pope AFB, NC

FT9447

FOB TERMS: FOB Destination for all items

PRICES:

All catalog pricing is valid from Sunday thru Saturday. Catalog updates must be received no later than Thursday, 1:30 p.m. Philadelphia time.

Unit Prices shall be formulated in accordance with Clause 52.212-4(t) and shall not extend more than two (2) places beyond the decimal point. The unit price for each item is determined by the "Delivered Price" plus the "Distribution Price". The Distribution Price will remain fixed throughout the term of the contract.

All pricing will be firm at time of order provided that delivery is requested within the time frame of six (6) days starting the day after the order is placed. If delivery is not requested until after this time frame, pricing will be as of the delivery date, or time of receipt.

If the government determines to invoke the options, the distribution prices will remain unchanged from the base year contract period through each of the four (4) one-year options.

Distribution Pricing is set forth as follows:

MANDATORY ITEMS:

The items listed below, in stated package or any commercial packaging equivalent must be purchased from either the National Industries for the Blind (NIB) or the National Industry for the Severely Handicapped (NISH).

NSN

8920-00-782-6353
 8920-00-823-7221
 8920-00-823-7223
 8950-01-E60-5749
 8950-01-E60-5750
 8950-01-E60-5751
 8950-01-E60-5752
 8950-01-E60-5753
 8950-01-E60-5754
 Various

ITEM

Pancake Mix, No. 10 can
 Cake Mix, Devil's Food
 Cake Mix, Gingerbread
 Paprika, Ground, 16 oz. co.
 Paprika, Ground, 4.5 oz. co.
 Garlic Powder, 16 oz. co.
 Garlic Powder, 6 LB co.
 Garlic Granulated 25 oz. co.
 Garlic Granulated 12 oz. co.
 Dining Packets

If customers place orders for these items, in the above sizes or a commercially equivalent package Lankford SYSCO of Pocomoke, Maryland is required to source these items from NIB/NISH. The source plants are as follows:

i. Pancake Mix, Devil's Food Cake Mix and Gingerbread Cake Mix:

Advocacy & Resources Corporation
 435 Gould Drive
 Cookeville, TN 38506

POC: Ms. Terri McRae
Voice: 931-432-5981

Fax: 931-432-5987

ii. Garlic Powder and Paprika:

Unistel Continental Development Service, Inc.
650 Blossom Road
Rochester, NY
POC: Mr. Jack Pipes
Voice: 1-800-864-7835 X252

iii. Dining Packets:

National Industries for the Blind
1901 N. Beauregard Street - Suite 200
Alexandria, VA 22311-1727
POC: Mary Johnson
Voice: 703-578-6512 Fax: 703-998-4217

Lankford SYSCO will hold two (2) Food Shows per year for purposes of obtaining food show allowances for the customers under this contract.

DESCRIPTION/SPECIFICATION

The minimum order placement for skip day deliveries are as follows:

<u>Order Placement</u>	<u>Delivery Day</u>
Monday	Wednesday
Tuesday	Thursday
Wednesday	Friday
Thursday	Monday
Friday	Tuesday

Add-Ons and/or cancellations should be submitted as soon as possible but no later than 2:00 PM the day prior to delivery. Lankford SYSCO will not charge any additional fees for add-ons and/or order cancellation.

For all items in which split cases can be accommodated, Lankford SYSCO will not up-charge the units on broken case lots.

Lankford SYSCO will not invoke any additional charges for emergency orders (defined as an order that is placed for same day delivery).

Lankford SYSCO agrees to zero minimum case quantity and will bring in new product from existing vendors in 18 days. If Lankford SYSCO must locate a new vendor, time frame is 30 days or less.

The proposed fill rate for this contract is 99.5% without substitutions and 99.74% with substitutions.

The proposed **subcontracting goal** to small and small disadvantaged business concerns is 40%. Details are included in the attached subcontracting plan.

PACKAGING AND MARKING

All packaging and packing shall be in accordance with good commercial practice. Labeling shall be in accordance with commercial labeling complying with Federal Food, Drug and Cosmetic Act and regulations promulgated there under. Shipping containers shall be in compliance with the national Motor Freight Classification and Uniform Freight classification.

INSPECTION AND ACCEPTANCE

Inspection and acceptance of products will be performed at destination. Each ordering facility will be responsible for accepting and rejecting products as required. All food items must be inspected for count, condition and identity and approved by the ordering activities' authorized personnel receiving the delivery before final acceptance is made.

DELIVERIES AND PERFORMANCE

The following is designated as the plant location for the performance of this contract for all contract line items:

Lankford SYSCO, Inc.
33239 Costen Road
Pocomoke City, Maryland 21851-0477

PERFORMANCE PERIOD: The effective performance period of the contract is May 29, 2005 – May 27, 2006.

INVOICING

All invoicing for payment is to be filed electronically using EDI transaction set 810. No paper invoices shall be submitted to DFAS for payment. All invoices submitted by prime vendor must be "clean", i.e. all debits and/or credits must be reflected on the invoice prior to its submission.

Invoice transactions may be submitted to DSCP daily; however it cannot be stressed enough that all internal debit/credit transactions must be completed prior to the submission of the invoice. Invoice lines that do not contain the correct invoice data and/or contain incorrect quantities delivered or prices charged will be rejected. The vendor will be responsible for correction and re-submission.

The same invoice cannot be submitted with different dollar amounts.

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-BVDP
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. Customer DoDAAC;
3. Contract line listed in numeric sequence (also referred to as clin order);
4. Item nomenclature;
5. LSN or NSN;
6. Quantity purchased per item in DSCP's unit of issue;
7. Any changes made as a result of credits, returns, damages, etc. to include total dollar value on each invoice [reflecting changes to the shipment, if applicable]. All changes must be reflected on the invoice prior to its transmission. The vendor is responsible for sending a "clean invoice."

In addition, any changes made as a result of credits, returns, damages, etc., to include total dollar value on each invoice [reflecting changes to the shipment, if applicable]. ***All changes must be reflected on the invoice prior to its transmission.*** The vendor is responsible for sending a "clean invoice."

Subcontract Plan

For

**Utilization of Small Business (SB)
Small Disadvantaged Business (SDB) Concerns
Women-Owned Small Business (WOB) and
Historically Black Colleges/Universities and
Minority Institutions (HBCU/MI) and
HUBZONE Small Business Concerns
Veterans Goal**

**Submitted By : Lankford SYSCO Food Services
33239 Costen Road
Pocomoke, MD 21851-0477**

Prepared By: Harvey Payne, Vice President

Date: February 22, 2005

Approved By:

Janini Samoni

Date: April 15, 2005

IV. SOCIOECONOMIC CONSIDERATIONS

**B. Socioeconomic Considerations*

Under socioeconomic considerations [and subsequent management reports], offerors are to submit figures based on direct subcontracts for items that would be supplied under contract. No indirect costs for equipment or services are to be included.

1. The offeror shall describe the proposed extent of SB, WOSB, SDB, VOSB, SDVOSB, and HUBZone SB participation in the performance of the contract at the contractor, subcontractor and product supplier level. In addition, firms shall also state whether they are a large or small food service distributor. A small firm is defined as having less than an average of 500 employees and must not be a subsidiary or division of a large company/corporation.

Lankford-Sysco Food Services, LLC is a large business, with 777 employees as of 6 December 2004. Since we began business with DSCP and performing as a Subsistence Prime Vendor in 1996, we have been focused on the fulfillment of the Small Business Sub-Contracting Plan that was submitted with all of our solicitation responses and resulting contracts. Our Small Business Liaison Officer, Mr. Michael Gershenfeld, is our Vice President of Merchandising and Marketing and he is directly involved in the purchasing decision and in assuring we are in compliance with the plan(s) goals. All of our reported dollars and percentages are relative to our involvement from our sub-contractors, as Lankford-Sysco is a distributor and not a manufacturer, we purchase everything we sell and deliver from our sub-contractors.

In addition to our own focus on the Small Business Sub-Contracting Plan, our corporate office is also attentive to the diversity of our suppliers and we have an established and functioning "Supplier Diversity" program in place, led by Mr. Eddie Hilliard at the corporate office in Houston, TX.

At the six Regional Conferences held twice a year, the sales, merchandising and administrative Senior Management of each Operating Company attend a session on supplier diversity and hear presentations from at least two suppliers.

Additionally, at the annual Sysco Merchandising Conference, there is a supplier diversity pavilion set up along with a workshop on mentoring the small businesses. At the workshop there are presentations on how the small, small disadvantaged, minority, woman-owned, veteran-owned, and service-disabled veteran-owned companies can do business with Sysco. We are instructing our senior merchandising associates on the process to mentor and guide them through the procedure of becoming an approved Sysco supplier. In the near future there will be instructions on the Sysco website of our mentoring and supplier diversity programs.

Presently Sysco has identified 600-minority woman owned business enterprises (MWBE) that are doing business with Sysco. It has also been determined that 10% of the suppliers at Merchandising Conference are MWBE certified. In the next few weeks, our Corporate Supplier Diversity team is meeting with ARC Diversified to begin designing a plan for them to get their products placed into the forward warehouses and the redistribution centers to enable our OpCo's an easier method of acquiring the mandatory items along with some of the other products ARC manufacturers.

***2. The following is the preferred format for the submission of socioeconomic data. Separate subcontracting goals must be submitted for each proposed contract.**

LANKFORD-SYSCO'S SMALL BUSINESS GOALS

	<u>Dollar</u>	<u>Percent</u>
1. Total Contract Price	\$25,000,000	100%
2. Total to be subcontracted:		
a. To Large business	\$12,750,000	60%
b. To Small business	\$8,500,000	40%
1. SDB	\$1,700,000	8%
2. WOSB	\$1,700,000	8%
3. VOSB	\$637,500	3%
4. SDVOSB	\$637,500	3%
5. HUBZONE SB	\$637,500	3%
6. OTHER SB	\$3,187,500	15%

NOTES:

- *When calculating figures for socioeconomic goals, the business size of the manufacturer is to be considered, not the business size of the broker/agent that may have supplied the product to the distributor.*
- *If the offeror is a Small, Small Disadvantaged, Veteran-Owned, Service- Disabled Veteran-Owned, or Women-Owned Small or HUBZone Small Business, the offeror may NOT include its "cost of doing business" as part of the subcontracting goals proposed for this acquisition.*
- *Offerors that are Small Businesses will receive additional credit under this factor for evaluation purposes.*
- *Performance on prior contracts in subcontracting with and assisting Small, Small Disadvantaged, Women-Owned Small and HUBZone Small Businesses will be part of past performance evaluation.*

**SMALL, SMALL DISADVANTAGED, WOMEN-OWNED, VETERAN-OWNED,
SERVICE-DISABLED VETERAN-OWNED AND HUB ZONE
SMALL BUSINESS SUBCONTRACTING PLAN**

DATE: December 17, 2004 Revised February 22, 2005

CONTRACTOR: Lankford-Sysco Food Services
ADDRESS: 33239 Costen Drive
Pocomoke, Maryland 21851-0477

SOLICITATION OR CONTRACT NUMBER: SPM300-04-R-0335

TYPE OF PLAN: Individual

ITEM/SERVICE: Full Line Food Distributor – Military Facilities in North Carolina

Lankford-Sysco has formulated various goal percentages predicated upon our historical knowledge of the suppliers available to us. Lankford-Sysco will provide due diligence to meet these goals and will contact additional resources of suppliers to assist us in meeting our goals if necessary.

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

- The following percentage goals are 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: 40 % of total planned subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns. This goal should equate to the following dollar amounts:

	BASE 40%	OPTION 1 40%	OPTION 2 40%	OPTION 3 40%	OPTION 4 40%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Small Business Goal (40)	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000

Regular small business concerns: 15% of total planned regular small business subcontracting dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by socially and economically disadvantaged individuals. This goal should equate to approximately the following dollar amounts:

	BASE 15%	OPTION 1 15%	OPTION 2 15%	OPTION 3 15%	OPTION 4 15%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Regular Small Business (15)	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500

Small disadvantaged business concerns: 8 % of total planned small business subcontracting dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by socially and economically disadvantaged individuals. This goal should equate to approximately the following dollar amounts:

	BASE 8%	OPTION 1 8%	OPTION 2 8%	OPTION 3 8%	OPTION 4 8%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Small Disadvantaged Business (8)	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000

Women-owned small business concerns: 8 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by women. This goal should equate to approximately the following dollar amounts:

	BASE 8%	OPTION 1 8%	OPTION 2 8%	OPTION 3 8%	OPTION 4 8%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Women-Owned Small Business (8)	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000

Service-Disabled Veteran-owned small business concerns: 3 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by veterans who are service disabled. This goal should equate to approximately the following dollar amounts:

	BASE 3%	OPTION 1 3%	OPTION 2 3%	OPTION 3 3%	OPTION 4 3%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Service-Disabled Veteran-Owned Small Business (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500

Veteran-owned small business concerns: 3 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns owned and controlled by veterans. This goal should equate to approximately the following dollar amounts:

	BASE 3 %	OPTION 1 3%	OPTION 2 3%	OPTION 3 3 %	OPTION 4 3%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Veteran-Owned Small Business (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500

Hub Zone business concerns: 3 % of total planned small business subcontracting (supplier) dollars under this contract will go to subcontractors (suppliers) who are small business concerns located in a designated Hub Zone areas. This goal should equate to approximately the following dollar amounts:

	BASE 3 %	OPTION 1 3%	OPTION 2 3%	OPTION 3 3 %	OPTION 4 3%
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
HUB Zone Business (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500

Total subcontracting goals should equate to the following:

	BASE	OPTION 1	OPTION 2	OPTION 3	OPTION 4
Total estimated to be Subcontracted	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000	\$ 21,250,000
Small Business Goal (40)	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000	\$ 8,500,000
Regular Small Business Goal (15)	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500	\$ 3,187,500
Small Disadvantaged Business Goal (8)	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000
Women-Owned Small Business Goal (8)	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000	\$ 1,700,000
Service-Disabled Veteran-Owned Business (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500
Veteran-Owned Business Goal (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500
Hub Zone Business Goal (3)	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500	\$ 637,500

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, HUB Zone small, women-owned small, service-disabled veteran-owned small, veteran-owned small, small disadvantaged and large concerns as follows:

- Fresh and Frozen Meat Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business, and Small Women-Owned Business.
- Frozen Fish Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.
- Frozen Fruit and Vegetables: Large Business and Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.
- Frozen Specialty Items: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small, Hub Zone Business and Small Women-Owned Business.
- Canned Fruits, Vegetables, Cereals and Specialty Items: Large Business, Limited Number of Small Business.
- Dry Goods, Foodservice Products: Large Business, Small Business, Small Disadvantaged Business, Service Disabled Veteran-Owned Business, Veteran-Owned Small Business, Hub Zone Business and Small Women-Owned Business.

Lankford-Sysco will practice due diligence to identify small business concerns and recommend those suppliers products; however we recognize the final decision on product selection belongs to the Military facilities.

The goals above were established with respect to companies from which Lankford-Sysco will purchase products for sale to the Military facilities in the North Carolina Region, because purchasing of the food and food service products is the only area available for subcontracting under this contract.

Lankford-Sysco purchases thousands of different products from various manufacturers that are large, small, small and women-owned, and small and disadvantaged.

Lankford-Sysco 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

Lankford-Sysco has identified resources within SYSCO Corporation to assist us in identifying small business concerns. SYSCO Corporation currently has a Supplier Diversity initiative in place. The stated objective of the initiative is to source, utilize and increase sales for minority, women-owned and other small business concerns. Lankford-Sysco has obtained a national list of currently approved small business SYSCO suppliers.

We will evaluate these suppliers first because they represent the most rapid path available to meet our established goals. These suppliers have already demonstrated the ability to provide the Hold Harmless Agreements and Certificates of Insurance required for all SYSCO suppliers.

Analysis of performance and business recommendations are also currently available from other operating companies and SYSCO Corporation. Additionally, SYSCO Uniform Product Codes (SUPC's) are already established for their products.

After currently available resources are evaluated, we will seek additional information from the National Small Business Administration for a listing of small, small disadvantaged, veteran owned, service disabled veteran owned, hub zone and women-owned small business firms who manufacture institutional food service products.

We will identify additional brokers who represent small, small disadvantaged, service disabled veteran-owned small business concerns, and veteran owned small business concerns, hub zone business concerns and small women-owned food service manufacturers.

Our Planned Outreach efforts will be made as follows:

- Contact minority and small business trade associations.
- Contact business development organizations.
- Attend small and minority or women-owned business procurement conferences and trade fairs.
- Lankford-Sysco agrees to utilize the following sources to enhance its ability to source the small businesses needed to meet its goals:
 - The new Government SBA Pro-Net web site George Mason University P.T.A.P.,
 - Entrepreneurship Center, Mentor-Protégé Program Office
 - The National Minority Purchasing Council Vendor Information Service
 - The Research and Information Division of the Minority Business Development Agency in the Department of Commerce
 - Small and small disadvantaged business concerns & trade associations

Lankford-Sysco, as part of our DSCP reporting requirements, will designate the type of business and size of product sold by code letter: L= Large, S= Small, SDB= Small Disadvantaged, SDVO=Service Disabled Veteran Owned, VO=Veteran-Owned, WO= Women-Owned, HZ= Hub Zone, depicting the dollar value of items purchased in descending order. These reports will inform us of the high volume items the facilities are purchasing so that we might try to source small, women-owned and/or disadvantaged firms to supply those items to our company.

The difficulty experienced is in sourcing small women-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.

Thereafter, we intend to use the attached **Supplier Certification Form, Attachment 9** to determine the manufacturer size and will source small women-owned and small disadvantaged businesses for some of the higher volume items.

Lankford-Sysco's plan does not include counting indirect costs as part of our small business goal.

The following individual will administer the subcontracting program:

NAME: Michael Gershenfeld
 ADDRESS: 33239 Costen Road
 Pocomoke, MD 21851-0477
 TITLE: Vice President of Merchandising & Marketing

The following individual within Lankford-Sysco represents senior management and by signing this page, fully supports this plan.

SIGNATURE:



This individual's specific duties, as they relate to the Lankford-Sysco's subcontracting program, are as follows:

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

Developing and maintaining lists of potential small, small disadvantaged, service-disabled veteran-owned, veteran-owned, hub zone and woman-owned small business concerns from which products may be purchased.

Developing business with small, small disadvantaged, service-disabled veteran-owned, veteran-owned, hub zone and women-owned small business concerns for products or services that they provide.

Establishing and maintaining records of subcontract activity.

Attending or arranging for attendance of Lankford-Sysco representatives at business opportunity workshops, minority business enterprise seminars, trade fairs, etc.

Monitoring progress of goal attainment.

Preparing and submitting periodic subcontracting reports required.

Coordinating compliance reviews by federal agencies.

Coordinating Lankford-Sysco's activities involving its small, small disadvantaged, service-disabled veteran-owned, veteran-owned, hub zone and woman-owned small business-subcontracting program.

The following efforts will be taken to assure that small, small disadvantaged, service-disabled veteran-owned, veteran-owned, hub zone and women-owned small business concerns will have an equitable opportunity to compete for subcontracts. The following internal efforts will be made to guide and encourage Lankford-Sysco merchandisers.

- (a) Lankford-Sysco will mentor small, small disadvantaged, service-disabled veteran-owned, veteran-owned, hub zone and women-owned small business firms on how to do business by demonstrating how to pack, size, develop and ship the product required.
- (b) Lankford-Sysco will provide additional help to those subcontractors, where required, in assisting them in competing for available subcontracts.

Lankford-Sysco agrees that the clause entitled "Utilization of Small, Small Disadvantaged and Women-Owned Small Business Concerns" will be included in all subcontracts, which offer further subcontracting opportunities. 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.

Lankford-Sysco 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.

Lankford-Sysco 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 operating company or company wide basis unless otherwise indicated):

- a. Source lists, guides, and other data that identify small and small disadvantaged, service-disabled veteran, veteran-owned, hub zone or women-owned small business concerns
- b. Records of organizations contacted in an attempt to locate sources that are small, small disadvantaged, service-disabled veteran, veteran-owned, hub zone or women-owned small business concerns
- c. 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, service-disabled veteran, veteran-owned, hub zone and women-owned small business sources.
- d. Records will be maintained where applicable of any subcontract solicitation resulting in an award of more than \$100,000 indicating
 - (1) Whether small business concerns were solicited and if not, why not
 - (2) Whether small disadvantaged business concerns were solicited and if not, why not
 - (3) Whether women-owned small business concerns were solicited and if not, why not
 - (4) Whether service-disabled veteran-owned business concerns were solicited and if not, why not
 - (5) Whether veteran-owned small business concerns were solicited and if not, why not
 - (6) Whether hub zone business concerns were solicited and if not, why not
 - (7) If applicable, the reason award was not made to a small business concern
- e. Records of internal guidance and encouragement provided to buyers through
 - (1) Workshops, seminars, training, etc,
 - (2) Monitoring performance to evaluate compliance with the program requirements
- f. 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 Lankford-Sysco under the solicitation cited above through the termination date of such contract.

V. JAVITS-WAGNER-O'DAY ACT ENTITY SUPPORT

A. Offeror must provide the following:

1. A description of the efforts your company will make to assure that Javits-Wagner-O'Day Act (JWOD) qualified nonprofit agencies for the blind or other severely disabled will have equal opportunity to compete for subcontracts under any resulting contract. Describe your current and proposed range of services, supplies, and any other support that will be provided to you by JWOD concerns. Include specific names of such subcontractors, to the extent they are known.

Lankford SYSCO currently purchases goods or services from nonprofit agencies for the blind or other severely disabled persons.

However, if awarded the contract contemplated by the subject solicitation, Lankford SYSCO will contact organizations that can provide liaison with such nonprofit agencies in an effort to determine what goods and/or services are available for subcontracting and support services. See response to requirement number 2, below.

2. Describe any future plans your company has for developing additional subcontracting possibilities for JWOD entities, or ways in which these entities could be partnered with other businesses and agencies in opportunities to diversify revenue production during the contract period.

Lankford SYSCO contacts, through internet websites and otherwise, the Committee for Purchase From People Who Are Blind or Severely Disabled (the Committee) (for instance, at www.jwod.com), as well as the National Industries for the Blind (NIB) (www.nib.com) and the NISH (www.nish.org), to determine the range of subcontracting and purchasing opportunities available for prime contractors in the DSCP prime subsistence vendor program.

At present, we contemplate the possibility of subcontracting for or purchasing such goods and services as chemical supplies, cleaning and janitorial products, disposable paper products, kitchen and break room supplies, office supplies, personal care products the required products listed in the solicitation, and miscellaneous products.

3. Specify what proportion of your proposal, as a percentage of dollars, will be subcontracted to JWOD entities.

As Lankford SYSCO does not currently know the range of JWOD subcontracting and purchasing opportunities that may be available under the prime vendor contract that will result from the subject solicitation, we cannot specify or commit to a fixed percentage of the dollar value of the contract that will go to JWOD subcontracts and purchases. However, we believe that a realistic goal, and one that Lankford SYSCO will strive in good faith to meet or exceed, is 0.5%.

4. Progress reports in reference to your subcontracting efforts with JWOD activities will be submitted to the Contracting Officer as part of your monthly socio-economic report. Provide the name and title of the individual principally responsible for ensuring company support to such entities (generally, this is the individual responsible for subcontracting with small, small disadvantaged, and women-owned small businesses.)

Lankford SYSCO will submit its JWOD report in conjunction with and as part of its monthly Socioeconomic Report. We will accumulate and report on the following types of performance data with regard to JWOD subcontracting and purchasing:

- a. Source lists, guides, and other data that identify JWOD nonprofit agencies assisted by NIB and NISH.
- b. Organizations (e.g., the Committee, NIB, NISH and other trade associations, business development organizations, and organizers of conferences and trade fairs) contacted in an effort to locate potential JWOD subcontractors and suppliers.
- c. Records of outreach efforts to contact organizations (e.g., the Committee, NIB, NISH and other trade associations, business development organizations, and organizers of conferences and trade fairs) that may help locate potential JWOD subcontractors and suppliers.
- d. Records of subcontracts and purchase orders awarded to JWOD nonprofit agencies.
- e. Records of internal guidance and encouragement provided to buyers to seek out JWOD subcontracting purchasing opportunities (e.g., workshops, seminars, training programs; performance monitoring).

Lankford SYSCO's JWOD program coordinator will be the same company officer who will administer our small business subcontracting plan: Michael Gershenfeld.

VI. DLA MENTORING BUSINESS AGREEMENT (MBA)

A. The DLA MBA Program was designed for prime contractors to provide developmental assistance to Small business, Small Disadvantaged business, and Women-Owned Small Business concerns for value-added services and/or products. Prime contractors may also mentor Javits-Wagner-O'Day (JWOD) qualified nonprofit agencies for the blind and other severely disabled that have been approved by the Committee for Purchase from People Who Are Blind or Severely Disabled under the JWOD Act.

B. DLA MBA's encourage participation and growth opportunities for Small, Small Disadvantaged, Women-Owned Small Business concerns or JWOD workshop that will participate in carrying out the requirements of the prime contract. The opportunities must constitute real business growth, which is measurable and meaningful.

C. An MBA shall be a written agreement between the prime contractor and the Small, Small Disadvantaged, or Women-Owned Small Business involved. The mentor will be required to submit periodic progress reports on its agreements. An MBA shall include, at a minimum, the following elements:

***a. Participants**

Cite the criteria in selecting a firm or firms with whom to mentor. In addition, include the following information with all submissions:

1) Name, address, and plant location for contract holder and potential SB/SDB/WOSB or JWOD participant(s).

2) Point of Contact, job title, and phone number of all personnel involved in the development and oversight of any agreement from both parties.

3) The number of people employed by the Small Business, Small Disadvantaged Business, or Women-Owned Small Business concern. If the firm is in the service sector, specify its annual average gross revenue for the last three (3) fiscal years.

Lankford-Sysco has worked diligently to develop its mentoring program. We currently purchase from a number of potential companies and will continue to investigate other mentoring candidates that can adequately provide products for use in this contract and which are SB, SDB, VOSB, SDVO, JWOD, WOSB and HZSB firms that provide competitive prices, quality, and service.

Lankford-Sysco has and will contact the national SBA office and other small business firms to request information on SB and SDB firms that manufacture food service products on a competitive basis.

It is anticipated that the manufacturers mentored by one company will gain valuable knowledge and sophistication in the food service business, which will better enable them to sell products to Lankford-Sysco and other distributors.

Lankford-Sysco uses good faith efforts to communicate with and educate any mentored business in the following critical technical and management areas:

- How distributors need products packaged and labeled.
- The product sizes normally utilized by institutional customers.
- The portion cost expected by most customers to facilitate sales.

- The industry standards for quality brix fill weights, fat contents, percent of solids, label nomenclature, and inspection requirements.
- Distributor ordering procedures, payment terms and use of brokers, product brochures and food show attendance to enhance sales.
- Delivery schedules, procedures, and insurance requirements for use of common carriers for "Less Than Container" freight to out-of-state customers.
- How EDI communication can assist the SB, SDB, VOSB, SDVO, JWOD, WOSB and HZ SB firms in streamlining the ordering process.

If the manufacturer performs at an acceptable level, Lankford-Sysco will provide the manufacturer a good reference for other distributors who are considering working with them.

- Lankford-Sysco will seek Small Business, Small Disadvantaged Business, Women-Owned Small Business or JWOD businesses to mentor. As we add vendors to our supplier community we anticipate we will identify additional opportunities to mentor.

Lankford-Sysco has utilized the Mentoring Business Agreements since 1996. We have, for many years, mentored our suppliers, especially the smaller ones, on how to improve their business in sales and mythologies. We once were a small business and fully understand how important it is to "learn" from someone else, especially a larger business. The following suppliers have signed MBA's with Lankford-Sysco, and are made a part of this Technical Proposal submission, found under Attachment 10.

Company & Address	POC	Phone	# of Employees	Business Type
Omni Custom Meats Bowling Green, KY	Curtis Sullivan	270-796-6664	34	WOSB
Devault Foods Devault, PA	Gerry Mello	610-644-2536	190	SB
Alfa Supply Hanahan, SC	Cyrus Alfieris	843-747-5777	15	SB
Lee Products Boomer, NC	Mabel Broach	336-921-2299	1	WOSB
Centrion Systems Flower Mound, TX	Kari Fisher	972-539-1628	2	WOSB

***4) Copies of signed MBA's that are currently in place (and will apply to proposed contract) are required to be submitted. See Attachment 10.**