**STATE OF MAINE**

**Department of Labor**

*Division for the Blind and Visually Impaired*

*Business Enterprise Program*



**RFP# 202507103**

**Cross State Office Building Café Services**

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| --- | --- | --- |
| **RFP Coordinator** | **NAME:** | Annette Stevens |
| **TITLE:** | Assistant Director, DBVI |
| **EMAIL:** | [Annette.M.Stevens@maine.gov](mailto:Annette.M.Stevens@maine.gov) |
| *All communication regarding the RFP must be made through the RFP Coordinator.* | | |

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| --- | --- |
| **Submitted Questions Due Date** | August 28, 2025, no later than 11:59 p.m., local time |
| *All questions must be received by the RFP Coordinator by the date and time listed above.* | |

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| **Proposal Submission Deadline** | **DATE:** | September 10, 2025, no later than 11:59 p.m., local time. |
| **TO:** | [Proposals@maine.gov](mailto:Proposals@maine.gov) |
| *Proposals must be received electronically by the Office of State Procurement Services by the date and time listed above.* | | |

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PUBLIC NOTICE

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**State of Maine**

**Department of Labor**

**RFP# 202507103**

**Cross State Office Building Café Services**

The State of Maine is seeking proposals for full-service operation of the Café and Micro Market at the Cross State Office Building.

A copy of the RFP and all related documents can be obtained at: <https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps>

Proposals must be submitted to the Office of State Procurement Services, via e-mail, at: [Proposals@maine.gov](mailto:Proposals@maine.gov). Proposal submissions must be received no later than 11:59 p.m., local time, on September 10th, 2025. Proposals will be opened the following business day.

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**RFP TERMS/ACRONYMS with DEFINITIONS**

The following terms and acronyms, as referenced in the RFP, have the meanings indicated below:

|  |  |
| --- | --- |
| **Term/Acronym** | **Definition** |
| **BEP** | Business Enterprise Program |
| **BEP Manager** | A blind person who has been licensed by the State Licensing Agency (SLA), is self-employed, and is actually managing a vending facility on federal, state, county, municipal or other property. |
| **Bidder** | Vendor who responds to RFP |
| **Blind Person** | A person having not more than 20/200 central visual acuity in the better eye after correction or an equally disabling loss of the visual field so that the widest diameter of the visual field subtends an angle no greater than 20 degrees. |
| **CSOB** | Cross State Office Building |
| **DBVI** | Division for the Blind and Visually Impaired |
| **Micro Market** | Self-service convenience store |
| **RFP** | Request for Proposals |
| **State** | State of Maine |
| **Vending Facilities** | Restaurants, cafeterias, snack bars, Micro Markets, vending machines and food trucks. |

**State of Maine**

**Department of Labor**

*Division for the Blind and Visually Impaired/Business Enterprise Program*

**RFP# 202507103**

**Cross State Office Building Café Services**

**PART I INTRODUCTION**

1. **Purpose and Background**

The Department of Labor Division for the Blind and Visually Impaired (DBVI) Business Enterprise Program (BEP) is seeking a full-service operator as defined in this Request for Proposals (RFP) document. This document provides instructions for submitting proposals, the procedure and criteria by which the awarded Bidder will be selected, and the contractual terms which will govern the relationship between the State of Maine (State) and the awarded Bidder.

DBVI is the designated State unit, administers the BEP which provides economic opportunities for individuals who are blind or visually impaired. The Division does this by being given the authority to install Vending Facilities in State buildings and on public property. Vending Facilities are defined as restaurants, cafeterias, snack bars, Micro Markets, vending machines and food trucks.

The **BEP** is seeking qualified applicants to operate the Café, Micro Market, and vending machines at the Cross Office Building in Augusta, ME.  This Café, located at the State Capitol complex, is open to the public from 7:00 AM – 3:00 PM, Monday through Friday. The Micro Market (self-service food and convenience store) may be open additional hours, up to 24 hours a day, 7 days a week.  The Café serves employees of the Cross building and the public year-round as well as legislators and other government employees when the Maine State Legislature is in session.  The Café is fully equipped to open for breakfast and lunch, with availability of Micro Market offerings outside of regular business hours.

**HISTORICAL BACKGROUND OF THE RANDOLPH-SHEPPARD ACT and BUSINESS ENTERPRISE PROGRAM**

The Randolph-Sheppard Act <https://rsa.ed.gov/sites/default/files/downloads/randolph-sheppard-act.pdf> was enacted by Congress in 1936 after Representatives Jennings Randolph and Morris Sheppard introduced a bill that would create business opportunities, encourage self-support and provide remunerative employment for individuals who are blind.  The purpose of the Act was to help reduce the high unemployment of blind Americans through a robust program to assist blind people in the establishment and operation of cafeterias, concessions, and vending businesses on federal, state, county, municipal and potentially private property.

In 1941, Maine formalized state-sponsored programs, including the Business Enterprise Program (BEP).  This Statute, <https://legislature.maine.gov/statutes/26/title26sec1418-F.html>, is administered by the Maine Department of Labor (MDOL), Bureau of Rehabilitation Services (BRS), and the Division for the Blind and Visually Impaired (DBVI) with exclusive oversight of daily responsibilities provided by the Business Enterprise Program (BEP).

**For more information about the Randolph-Sheppard Act and the BEP:**

[**https://rsa.ed.gov/sites/default/files/downloads/randolph-sheppard-act.pdf**](https://rsa.ed.gov/sites/default/files/downloads/randolph-sheppard-act.pdf)

[**https://www.maine.gov/rehab/dbvi/bep/index.shtml**](https://www.maine.gov/rehab/dbvi/bep/index.shtml)

1. **General Provisions**
   1. From the time the RFP is issued until award notification is made, all contact with the State regarding the RFP must be made through the RFP Coordinator. No other person/ State employee is empowered to make binding statements regarding the RFP. Violation of this provision may lead to disqualification from the bidding process, at the State’s discretion.
   2. Issuance of the RFP does not commit the Department to issue an award or to pay expenses incurred by a Bidder in the preparation of a response to the RFP. This includes attendance at personal interviews or other meetings and software or system demonstrations, where applicable.
   3. All proposals must adhere to the instructions and format requirements outlined in the RFP and all written supplements and amendments (such as the Summary of Questions and Answers), issued by the Department. Proposals are to follow the format and respond to all questions and instructions specified below in the “Proposal Submission Requirements” section of the RFP.
   4. Bidders will take careful note that in evaluating a proposal submitted in response to the RFP, the Department will consider materials provided in the proposal, information obtained through interviews/presentations (if any), and internal Departmental information of previous contract history with the Bidder (if any). The Department also reserves the right to consider other reliable references and publicly available information in evaluating a Bidder’s experience and capabilities.
   5. The proposal must be signed by a person authorized to legally bind the Bidder and must contain a statement that the proposal and the pricing contained therein will remain valid and binding for a period of 180 days from the date and time of the bid opening.
   6. The RFP and the awarded Bidder’s proposal, including all appendices or attachments, will be the basis for the final contract, as determined by the Department.
   7. Following announcement of an award decision, all submissions in response to this RFP will be public records, available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA) ([1 M.R.S. § 401](http://www.mainelegislature.org/legis/statutes/1/title1sec401.html) et seq.). State contracts and information related to contracts, including bid submissions, are generally public records per FOAA.
   8. In the event that a Bidder believes any information that it submits in response to this RFP is confidential, it must mark that information accordingly, and include citation to legal authority in support of the Bidder’s claim of confidentiality. In the event that the Department receives a FOAA request that includes submissions marked as confidential, the Department shall evaluate the information and any legal authority from the Bidder to determine whether the information is an exception to FOAA’s definition of public record. If the Department determines to release information that a Bidder has marked confidential, it shall provide advance notice to the Bidder to allow for them to seek legal relief.
   9. The Department, at its sole discretion, reserves the right to recognize and waive minor informalities and irregularities found in proposals received in response to the RFP.
   10. All applicable laws, whether or not herein contained, are included by this reference. It is the Bidder’s responsibility to determine the applicability and requirements of any such laws and to abide by them.
   11. If awarded a contract resulting from this RFP, vendors shall be required to disclose, in writing and in accordance with applicable Maine law, any actual or potential conflicts of interest. Such disclosure must include any financial, professional, or personal relationships. Failure to disclose a known conflict may result in disqualification, contract termination, or other remedies as provided by law.
2. **Eligibility to Submit Bids**

Serve Safe Manager Certification (<https://www.hospitalitymaine.com/servsafe>) or a Nationally recognized Food Safety Manager Certification.

Consistent with the intent of the Randolph-Sheppard Act and BEP law, preference will be given to Bidders who are blind.

1. **Agreement Term**

The Department is seeking proposals to provide services, as defined in this RFP, for the anticipated contract period defined in the table below. The dates below are estimated and may be adjusted, as necessary, in order to comply with all procedural requirements associated with the RFP and the contracting process. The actual contract start date will be established by a completed and approved contract.

Contract Renewal: Following the initial term of the contract, the Department may opt to renew the contract for 2 renewal periods, as shown in the table below, and subject to continued availability of funding and satisfactory performance.

The term of the anticipated contract, resulting from the RFP, is defined as follows:

|  |  |  |
| --- | --- | --- |
| **Period** | **Start Date** | **End Date** |
| Initial Period of Performance | 10/1/2025 | 9/30/2027 |
| Renewal Period #1 | 10/1/2027 | 9/30/2029 |
| Renewal Period #2 | 10/1/2029 | 9/30/2030 |

1. **Number of Awards**

The Department anticipates making one (1) award as a result of this RFP process.

**PART II** **SCOPE OF SERVICES TO BE PROVIDED**

1. Full Café service – in person and onsite at the Cross State Office Building (CSOB), counter service, made to order requests.
   1. CSOB Provided Equipment: Coolers, refrigerators, freezers, grills, fryolators, ovens, shelving, dishwasher, commercial kitchen equipment
      1. If CSOB equipment is used, the awarded Bidder is responsible for paying a portion (deductible) for repairs. Deductible costs are anticipated to be $200. Final deductible costs will be discussed and agreed upon with the awarded Bidder and Department.
   2. Cross Café Anticipated Sales Volume (Appendix F)
   3. Food Prep and Grill Service:
      1. Provide breakfast and lunch services from 7:00 AM – 3:00 PM, Monday to Friday, excluding [State Holidays](https://www.maine.gov/bhr/state-employees/holiday-schedule) and administrative closures days.
      2. Preparing food and drinks
      3. Maintain a clean environment and adhere to food safety regulations.
      4. Salad bar – provided on a regular basis and at a minimum, food items will include:
         1. Lettuce
         2. Minimum of two (2) vegetable options
         3. Protein options
         4. Fruit options
         5. Salad dressings
         6. Crackers or breadsticks
   4. Front-of-House Roles:
      1. Provide excellent customer service, including but not limited to: greeting guests, provide recommendations, and handles customer inquiries.
      2. Take orders at counter and serve food and drinks,
      3. Cleans tables and clears dishes,
      4. Processes payments, handles cash, and ensures accurate transactions.
   5. Back-of-House Roles:
      1. Prepares food according to recipes and standards, ensures food quality, and manages kitchen staff.
      2. Cleans dishes, utensils, and cookware.
      3. Prepares ingredients and performs basic food preparation tasks.
   6. General Responsibilities Across Roles:
      1. Providing friendly and efficient service to all guests.
      2. Adhering to food safety and hygiene guidelines.
      3. Collaborating with other staff members to ensure smooth operations.
      4. Effectively communicating with customers, kitchen staff, and management.
      5. Maintaining a clean and organized workspace.
      6. Assisting with stocking and maintaining inventory levels.
      7. Efficiently managing tasks and working under pressure.
      8. Addressing customer issues and resolving problems effectively.
      9. Being knowledgeable about the menu and specials.
      10. Performing calculations, using Point of Sales systems, for orders and payments.
2. Micro Market service
   1. Daily/regular stocking of coolers, shelves and racks
   2. Prepare and provide Grab and Go meals, sandwiches, salads
   3. Rotate products and check dates of expiration on a daily basis
   4. Kiosk – The awarded Bidder must have their own business account for electronic sales. A kiosk may be provided to the awarded Bidder by the BEP.
      1. Kiosks are available for Operators who agree to use the Avanti System.
3. Vending Machine service
   1. BEP will provide a snack vending machine to the awarded Bidder. The awarded Bidder is responsible for maintaining the snack vending machine, including:
      1. Rotate product
      2. Fill machines
      3. Manage sales
   2. The awarded Bidder is responsible for obtaining beverage vending machines (at no cost) from Coke or Pepsi. The awarded Bidder is responsible for maintaining the beverage vending machine, including:
      1. Rotate product
      2. Fill machines
      3. Manage sales
4. Catering may be requested. The awarded Bidder must provide catering services and menu with both breakfast and lunch options.
5. Training opportunities provision. The awarded Bidder will provide opportunities for job shadows, work experiences and mentoring for individuals, such as BEP candidates and students with disabilities. This will be coordinated through the BEP.
6. The awarded Bidder and all employees must pass a criminal background check to access the CSOB.
7. Manage fluctuations in customer volume. The presence of State of Maine employees, the general public, and the Maine Legislature impacts customer volume and use of Café and Micro Market services. Bidder must manage a food service business with these fluctuations and maintain quality of service throughout the year.
8. Commissions and Set-Aside Requirements
   1. Bidders who meet the eligibility requirements for BEP Managers ,(a blind person who has been licensed by the State Licensing Agency (SLA), is self-employed and is actually managing a vending facility on federal, state, county, municipal or other property), are required to pay a Set- Aside percentage of net proceeds to the BEP as established by the Maine State Committee of Blind Managers in accordance with the Randolph-Sheppard Act (<https://www.ecfr.gov/current/title-34/subtitle-B/chapter-III/part-395>) and BEP Rules (<https://www.maine.gov/rehab/dbvi/bep/index.shtml>).
   2. Non-blind Bidders are required to pay a commission percentage fee to the BEP in accordance with Maine law and the Randolph-Sheppard Act.
   3. Bidders who meet the eligibility requirements for BEP Managers but choose to work with a third-party vendor or non-blind vendor will be expected to pay both fees listed above to the BEP in accordance with Maine law and the Randolph-Sheppard Act.

**PART III**  **KEY RFP EVENTS**

1. **Bidders’ Conference**

The Department will sponsor a Bidders’ Conference concerning the RFP beginning at the date, time and location shown on the RFP cover page. The purpose of the Bidders’ Conference is to answer and/or field questions, clarify for potential Bidders any aspect of the RFP requirements that may be necessary and provide supplemental information to assist potential Bidders in submitting responses to the RFP. Although attendance at the Bidders’ Conference is not mandatory, it is strongly encouraged that interested Bidders attend.

1. **Questions**
   1. **General Instructions:** It is the responsibility of all Bidders and other interested parties to examine the entire RFP and to seek clarification, in writing, if they do not understand any information or instructions.
      1. Bidders and other interested parties should use **Appendix E** (Submitted Questions Form) for submission of questions. If used, the form is to be submitted as a WORD document.
      2. Questions must be submitted, by e-mail, and received by the RFP Coordinator identified on the cover page of the RFP as soon as possible but no later than the date and time specified on the RFP cover page.
      3. The RFP Number and Title must be included in the subject line of the e-mail containing the submitted questions. The Department assumes no liability for assuring accurate/complete/on time e-mail transmission and receipt.
   2. **Question & Answer Summary:** Responses to all questions will be compiled in writing and posted on the following website no later than seven (7) calendar days prior to the proposal due date: [Office of State Procurement Services RFP Page](https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps). It is the responsibility of all interested parties to go to this website to obtain a copy of the Question & Answer Summary. Only those answers issued in writing on this website will be considered binding.
2. **Amendments**

All amendments released in regard to the RFP will also be posted on the following website: [Office of State Procurement Services RFP Page](https://www.maine.gov/dafs/bbm/procurementservices/vendors/rfps). It is the responsibility of all interested parties to go to this website to obtain amendments. Only those amendments posted on this website are considered binding.

1. **Proposal Submission**
   1. **Proposals Due:** Proposals must be received no later than 11:59 p.m. local time, on the date listed on the cover page of the RFP.
      1. Any e-mails containing original proposal submissions or any additional or revised proposal files, received after the 11:59 p.m. deadline, will be rejected without exception.
   2. **Delivery Instructions:** E-mail proposal submissions must be submitted to the Office of State Procurement Services at [Proposals@maine.gov](mailto:Proposals@maine.gov).
      1. Only proposal submissions received by e-mail will be considered. The Department assumes no liability for assuring accurate/complete e-mail transmission and receipt.
         1. Proposal submission e-mails that are successfully received by the [proposals@maine.gov](mailto:proposals@maine.gov) inbox will receive an automatic reply stating as such.
      2. E-mails containing links to file sharing sites or online file repositories will not be accepted as submissions. Only e-mail proposal submissions that have the actual requested files attached will be accepted.
      3. Encrypted e-mails received which require opening attachments and logging into a proprietary system will not be accepted as submissions. Bidders should work with their Information Technology team to ensure that the proposal submission will not be encrypted due to any security settings.
      4. File size limits are 25MB per e-mail. Bidders may submit files separately across multiple e-mails, as necessary, due to file size concerns. All e-mails and files must be received by the due date and time listed above.
   3. **Submission Format:**
      1. Bidders are to insert the following into the subject line of their e-mail proposal submission: **“RFP# 202507103 Proposal Submission – [Bidder’s Name]”**
      2. Bidder’s proposal submissions are to be broken down into multiple files, with each file named as it is titled in bold below, **should be in an accessible format** that is compatible with screen readers and does not rely on pictures or images, and include:

* **File 1 [Bidder’s Name] – Preliminary Information:**

*PDF format preferred*

**Appendix A** (Proposal Cover Page)

**Appendix B** (Responsible Bidder Certification)

All required eligibility documentation stated in PART IV, Section I.

* **File 2 [Bidder’s Name] – Organization Qualifications and Experience:**

*PDF format preferred*

**Appendix C** (Organization Qualifications and Experience Form) and all required information and attachments stated in PART IV, Section II.

* **File 3 [Bidder’s Name] – Proposed Services:**

*PDF format preferred*

All required information and attachments stated in PART IV, Section III.

* **File 4 [Bidder’s Name] – Cost Proposal:**

*Excel format preferred*

**Appendix D** (Cost Proposal Form) and all required information and attachments stated in PART IV, Section IV.

**PART IV PROPOSAL SUBMISSION REQUIREMENTS**

This section contains instructions for Bidders to use in preparing their proposals. The Department seeks detailed yet succinct responses that demonstrate the Bidder’s qualifications, experience, and ability to perform the requirements specified throughout the RFP.

Bidders’ proposals must follow the outline used below, including the numbering, section, and sub-section headings. Failure to use the outline specified in PART IV, or failure to respond to all questions and instructions throughout the RFP, may result in the proposal being disqualified as non-responsive or receiving a reduced score. The Department, and its evaluation team, has sole discretion to determine whether a variance from the RFP specifications will result either in disqualification or reduction in scoring of a proposal. Rephrasing of the content provided in the RFP will, at best, be considered minimally responsive.

Bidders are not to provide additional attachments beyond those specified in the RFP for the purpose of extending their response. Additional materials not requested will not be considered part of the proposal and will not be evaluated. Bidders must include any forms provided in the submission package or reproduce those forms as closely as possible. All information must be presented in the same order and format as described in the RFP.

**Proposal Format and Contents**

**Section I Preliminary Information** (File #1)

* 1. **Proposal Cover Page**

Bidders must complete **Appendix A** (Proposal Cover Page). It is critical that the cover page show the specific information requested, including Bidder address(es) and other details listed. The Proposal Cover Page must be dated and signed by a person authorized to enter into contracts on behalf of the Bidder.

* 1. **Responsible Bidder Certification**

Bidders must complete **Appendix B** (Responsible Bidder Certification). The Responsible Bidder Certification must be dated and signed by a person authorized to enter into contracts on behalf of the Bidder.

* 1. **Eligibility Requirements**

Bidders must provide documentation to demonstrate meeting eligibility requirements stated in PART I, C. of the RFP.

* This documentation includes copies of licensure described in Part I, C of the RFP.

**Section II Organization Qualifications and Experience** (File #2)

* 1. **Overview of the Organization**

Bidders must complete **Appendix C** (Qualifications and Experience Form) describing their qualifications and skills to provide the requested services in the RFP. Bidders must include three (3) examples of projects which demonstrate their experience and expertise in performing these services, as well as highlighting the Bidder’s stated qualifications and skills.

* 1. **Subcontractors**

If subcontractors are to be used, Bidders must provide a list that specifies the name, address, phone number, contact person, and a brief description of the subcontractors’ organizational capacity and qualifications.

* 1. **Organizational Chart**

Bidders must provide an organizational chart.  The organizational chart must include the project being proposed.  Each position must be identified by position title and corresponding to the personnel job descriptions.

* 1. **Litigation**

Bidders must attach a list of all current litigation in which the Bidder is named and a list of all closed cases that have closed within the past five (5) years in which the Bidder paid the claimant either as part of a settlement or by decree.  For each, list the entity bringing suit, the complaint, the accusation, amount, and outcome.

* 1. **Financial Viability**

Bidders must provide the following information for each of the past three tax years:

* + 1. Balance Sheets
    2. Income (Profit/Loss) Statements
  1. **Licensure/Certification**

Bidders may provide documentation of any applicable licensure/certification or specific credentials that are related to providing the proposed services of the RFP.

* 1. **Certificate of Insurance**

Bidders must provide a certificate of insurance on a standard ACORD form (or the equivalent) evidencing the Bidder’s general liability, professional liability and any other relevant liability insurance policies that might be associated with the proposed services.

* 1. **Preference for Blind Persons**

Bidders who meet the definition of a Blind Person (See RFP Terms/Acronyms with Definitions) will receive 10 points added to the overall score in this section. This is consistent with the intent of the Randolph-Sheppard Act and Maine law.

**Section III Proposed Services** (File #3)

* 1. **Services to be Provided**

Bidders must discuss the Scope of Services referenced above in Part II of the RFP and what the Bidder will offer, including a description of the methods and resources the Bidder will use and how each task involved will be accomplished. Bidders must also describe how the expectations and/or desired outcomes as a result of these services will be achieved. If subcontractors are involved, Bidders must clearly identify the work each will perform.

Bidders must describe in detail how they would manage a food service business with these fluctuations and how they will maintain quality of service throughout the year.

* 1. **Implementation - Work Plan**

Bidders must provide a realistic work plan for the implementation of the program through the first contract period. The work plan must be displayed in a timeline chart and concisely describe the business development and implementation task, the month it will be carried out, and the person or position responsible for each task.

* 1. **Proposed Menu**

Bidders must include a full menu of proposed food and beverage options to be offered in response to the requirements outlined in Part II of the RFP.

**Section IV Cost Proposal** (File #4)

* 1. **General Instructions**
     1. Bidders must submit a cost proposal that covers the period starting 10/1/2025 and ending on 9/30/2027
     2. The cost proposal must include the costs necessary for the Bidder to fully comply with the contract terms, conditions, and RFP requirements.
     3. No costs related to the preparation of the proposal for the RFP, or to the negotiation of the contract with the Department, may be included in the proposal.
  2. **Cost Proposal Form Instructions**

Bidders must fill out **Appendix D** (Cost Proposal Form), following the instructions detailed here and in the form. Failure to provide the requested information, and to follow the required cost proposal format provided, may result in disqualification or reduction in scoring of the cost proposal, at the discretion of the Department.

* Bidders must complete the Menu and Proposed Priced Sheet that is provided as an embedded excel file in Appendix D.
* Additionally, Bidders must include the proposed Commission or Set-Aside percentage of net proceeds as described in Part II, H.

**PART V PROPOSAL EVALUATION AND SELECTION**

Evaluation of the submitted proposals will be accomplished as follows:

1. **Evaluation Process – General Information**
   1. An evaluation team, composed of qualified reviewers, will judge the merits of the proposals received in accordance with the criteria defined in the RFP.
   2. Officials responsible for making decisions on the award selection will ensure that the selection process accords equal opportunity and appropriate consideration to all who are capable of meeting the specifications. The goals of the evaluation process are to ensure fairness and objectivity in review of the proposals and to ensure that the contract is awarded to the Bidder whose proposal provides the best value to the State of Maine.
   3. The Department reserves the right to communicate and/or schedule interviews/presentations with Bidders, if needed, to obtain clarification of information contained in the proposals received. The Department may revise the scores assigned in the initial evaluation to reflect those communications and/or interviews/presentations.
   4. Changes to proposals, including updating or adding information, will not be permitted during any portion of the evaluation process. Therefore, Bidders must submit proposals that present their rates and other requested information as clearly and completely as possible.
2. **Scoring Weights** 
   1. **Scoring Weights:** Proposal scores will be based on a 100-point scale and will measure the degree to which each proposal meets the following criteria:

|  |  |  |
| --- | --- | --- |
| **Section I.** | **Preliminary Information**  Proposal materials to be evaluated in this section: all elements addressed in Part IV, Section I of the RFP. | **No Points – Eligibility Requirements** |
| **Section II.** | 1. **Organization Qualifications and Experience** Proposal materials to be evaluated in this section: all elements addressed above in Part IV, Section II of the RFP. 2. **Preference for Blind Individuals**. Proposals submitted by individuals who meet the criteria of the BEP program. | 1. **25 points** 2. **10 points** |
| **Section III.** | **Proposed Services**  Proposal materials to be evaluated in this section: all elements addressed above in Part IV, Section III of the RFP. | **40 points** |
| **Section IV.** | **Cost Proposal**  Proposal materials to be evaluated in this section: all elements addressed above in Part IV, Section IV of the RFP. | **25 points** |

* 1. **Scoring Process:** For proposals that demonstrate meeting the eligibility requirements in Section I, if applicable, the evaluation team will use a consensus approach to evaluate and score Sections II & III above. Members of the evaluation team will not score those sections individually but, instead, will arrive at a consensus as to assignment of points for each of those sections. Section IV, the Cost Proposal, will be scored as described below.
  2. **Scoring the Cost Proposal:** The cost proposal will be evaluated and scored using a consensus approach. Members of the evaluation team will not score this section individually but, instead, arrive at a consensus as to the assignment of points for this section. In assigning the score for this section, evaluators will consider the amount of the proposed commission percentage or set-aside and the price of menu items to determine the overall value of the services.

No Best and Final Offers: The State of Maine will not seek or accept a best and final offer (BAFO) from any Bidder in this procurement process.  All Bidders are expected to provide their best value pricing with the submission of their proposal.

* 1. **Negotiations:** The Department reserves the right to negotiate with the awarded Bidder to finalize a contract. Such negotiations may not significantly vary the content, nature or requirements of the proposal or the Department’s Request for Proposal to an extent that may affect the price of goods or services requested. The Department reserves the right to terminate contract negotiations with an awarded Bidder who submits a proposed contract significantly different from the proposal they submitted in response to the advertised RFP. In the event that an acceptable contract cannot be negotiated with the highest ranked Bidder, the Department may withdraw its award and negotiate with the next-highest ranked Bidder, and so on, until an acceptable contract has been finalized. Alternatively, the Department may cancel the RFP, at its sole discretion.

1. **Selection and Award**
   1. The final decision regarding the award of the contract will be made by representatives of the Department subject to approval by the State Procurement Review Committee.
   2. Notification of conditional award selection or non-selection will be made in writing by the Department.
   3. Issuance of the RFP in no way constitutes a commitment by the State of Maine to award a contract, to pay costs incurred in the preparation of a response to the RFP, or to pay costs incurred in procuring or contracting for services, supplies, physical space, personnel or any other costs incurred by the Bidder.
   4. The Department reserves the right to reject any and all proposals or to make multiple awards.
2. **Appeal of Contract Awards**

Any person aggrieved by the award decision that results from the RFP may appeal the decision to the Director of the Bureau of General Services in the manner prescribed in [5 M.R.S.A. § 1825-E](http://www.mainelegislature.org/legis/statutes/5/title5sec1825-E.html) and [18-554 Code of Maine Rules Chapter 120](https://www.maine.gov/dafs/bbm/procurementservices/policies-procedures/chapter-120).  The appeal must be in writing and filed with the Director of the Bureau of General Services, 9 State House Station, Augusta, Maine, 04333-0009 within 15 calendar days of receipt of notification of conditional contract award.

**PART VI CONTRACT ADMINISTRATION AND CONDITIONS**

1. **Contract Documents**
   1. The awarded Bidder will be required to enter into a Permit Agreement (individuals or companies who are not blind) or Probationary Manager Agreement (for individuals who are blind).
   2. No contract or Agreement will be approved based on an RFP which has an effective date less than fourteen (14) calendar days after award notification to Bidders. (Referenced in the regulations of the Department of Administrative and Financial Services, [Chapter 110, § 3(B)(i)](https://www.maine.gov/dafs/bbm/procurementservices/policies-procedures/chapter-110).)

This provision means that a contract or Agreement cannot be effective until at least 14 calendar days after award notification.

* 1. The State recognizes that the actual contract or Agreement effective date depends upon completion of the RFP process, date of formal award notification, length of contract or Agreement negotiation, and preparation and approval by the State Procurement Review Committee. Any appeals to the Department’s award decision(s) may further postpone the actual contract or Agreement effective date, depending upon the outcome. The contract or Agreement effective date listed in the RFP may need to be adjusted, if necessary, to comply with mandated requirements.
  2. In providing services and performing under the contract or Agreement, the awarded Bidder must act as an independent contractor and not as an agent of the State of Maine.

1. **State Contract or Agreement Provisions**
   1. Contract or Agreement Administration

Following the award, the BEP Administrator from the Department will assist with the development and administration of the contract or Agreement and act as administrator during the entire contract or Agreement period. BEP Administrator will be available after the award to consult with the awarded Bidder in the finalization of the contract or Agreement.

**PART VII LIST OF RFP APPENDICES AND RELATED DOCUMENTS**

**Appendix A** – Proposal Cover Page

**Appendix B** – Responsible Bidder Certification

**Appendix C** – Qualifications and Experience Form

**Appendix D** – Cost Proposal Form

**Appendix E** – Submitted Questions Form

**Appendix F** – Past Gross Sales

**APPENDIX A**

**State of Maine**

**Department of Labor**

**PROPOSAL COVER PAGE**

**RFP# 202507103**

**Cross State Office Building Café Services**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Bidder’s Organization Name:** | |  | | |
| **Chief Executive - Name/Title:** | |  | | |
| **Tel:** |  | | **E-mail:** |  |
| **Headquarters Street Address:** | |  | | |
| **Headquarters City/State/Zip:** | |  | | |
| *(Provide information requested below if* ***different*** *from above)* | | | | |
| **Lead Point of Contact for Proposal - Name/Title:** | |  | | |
| **Tel:** |  | | **E-mail:** |  |
| **Headquarters Street Address:** | |  | | |
| **Headquarters City/State/Zip:** | |  | | |

* This proposal and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening.
* No personnel currently employed by the Department, either directly or indirectly, in any activities relating to the preparation of the Bidder’s proposal.
* No attempt has been made, or will be made, by the Bidder to induce any other person or firm to submit or not to submit a proposal.
* The above-named organization is the legal entity entering into the resulting contract with the Department if they are awarded the contract.
* The undersigned is authorized to enter contractual obligations on behalf of the above-named organization.

*To the best of my knowledge, all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.*

|  |  |
| --- | --- |
| **Name (Print):** | **Title:** |
| **Authorized Signature:** | **Date:** |

**APPENDIX B**

**State of Maine**

**Department of Labor**

**RESPONSIBLE BIDDER CERTIFICATION**

**RFP# 202507103**

**Cross State Office Building Café Services**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |

*By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals and any subcontractors named in this proposal:*

1. *Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
2. *Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
   1. *Fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local government transaction or contract.*
   2. *Violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.*
3. *Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification.*
4. *Have not within a three (3) year period preceding this proposal had one or more federal, state, or local government transactions terminated for cause or default*.
5. *Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*
6. *Is not a foreign adversary business entity (*[*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies)*).*
7. *Is not on the list of prohibited companies (*[*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies)*) or does not obtain or purchase any information or communications technology or services included on the list of prohibited information and communications technology and services* [*https://www.maine.gov/oit/prohibited-technologies*](https://www.maine.gov/oit/prohibited-technologies) *(Title 5 §2030-B).*

|  |  |
| --- | --- |
| **Name (Print):** | **Title:** |
| **Authorized Signature:** | **Date:** |

**APPENDIX C**

**State of Maine**

**Department of Labor**

## **QUALIFICATIONS and EXPERIENCE FORM**

**RFP# 202507103**

**Cross State Office Building Café Services**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |

|  |
| --- |
| **Present a brief statement of qualifications. Describe the history of the Bidder’s organization, especially regarding skills pertinent to the specific work required by the RFP and any special or unique characteristics of the organization which would make it especially qualified to perform the required work activities. You may expand this form and use additional pages to provide this information.** |
|  |

|  |
| --- |
| **Provide a description of projects that occurred within the past five (5) years which reflect experience and expertise needed in performing the functions described in Part II – Scope of Services to be Provided of the RFP. Contract history with the State of Maine, whether positive or negative, may be considered in evaluating proposals even if not provided by the Bidder.**  *If the Bidder has not provided similar services, note this, and describe experience with projects that highlight the Bidder’s general capabilities.* |

|  |  |
| --- | --- |
| **Project One** | |
| **Company Name:** |  |
| **Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
|  | |

|  |  |
| --- | --- |
| **Project Two** | |
| **Company Name:** |  |
| **Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
|  | |

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| --- | --- |
| **Project Three** | |
| **Company Name:** |  |
| **Contact Person:** |  |
| **Telephone:** |  |
| **E-Mail:** |  |
| **Brief Description of Project** | |
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**APPENDIX D**

**State of Maine**

**Department of Labor**

**COST PROPOSAL FORM**

**RFP# 202507103**

**Cross State Office Building Café Services**

|  |  |
| --- | --- |
| **Bidder’s Organization Name:** |  |
| **Please select the Commission or Set-Aside requirement the Bidder is eligible for:**  NOTE: Blind Bidders working with a non-blind 3rd party vendor must provide **both** the Set-Aside percentage of net proceeds and the Proposed Commission Percentage. | Proposed Commission Percentage (for Non-Blind Bidders)  Set-Aside percentage of net proceeds (for Blind Bidders)  Proposed Commission Percentage (For Blind Bidders working with a non-blind 3rd party vendor) |
| **Proposed Commission Percentage (for Non-Blind Bidders):** | **%** |
| **Set-Aside percentage of net proceeds (for Blind Bidders)** | **%** |
| **Proposed Commission Percentage (For Blind Bidders working with a non-blind 3rd party vendor)** | **%** |

Bidders must complete the Menu and Proposed Priced Sheet for the purposes of the proposal. The awarded Bidder is not expected to carry all sample items. The link to the Excel document is embedded below and must be included with Appendix D in the proposal submission.



**APPENDIX E**

**State of Maine**

**Department of Labor**

***Division for the Blind and Visually Impaired/Business Enterprise Program***

**SUBMITTED QUESTIONS FORM**

**RFP# 202507103**

**Cross State Office Building Café Services**

This form should be used by Bidders when submitting written questions to the RFP Coordinator as defined in Part III of the RFP.

If a question is not related to any section of the RFP, enter “N/A” under the RFP Section & Page Number. Add additional rows as necessary.

|  |  |
| --- | --- |
| **Organization Name:** |  |

|  |  |
| --- | --- |
| **RFP Section & Page Number** | **Question** |
|  |  |
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**APPENDIX F**

**State of Maine**

**Department of Labor**

***Division for the Blind and Visually Impaired/Business Enterprise Program***

***PAST GROSS SALES***

**RFP# 202507103**

**Cross State Office Building Café Services**

**The following are the past gross sales for the Cross Office Building Cafe Services.**

Gross sales for the Cross Café and Micro Market:

* 2024 - $354,032 – Café and Micro Market
* 2023 - $96,567 – Annual – Café and Micro Market
* 2022 - $142,153 – Annual – Micro Market
* 2021 - $116,473 – Annual –
  + Cross Café
    - Open: January to June, September to Mid-November
    - Closed: July to August, Mid-November to December
  + Micro Market:
    - Open: November to December
    - Closed: January to October
* 2020 - $212,507 – Annual - Cafe
* 2019 - $786,414 – Annual - Cafe