

TRINITY SERVICES
GROUP, INC.



September 9, 2022

Rowan County Finance Department
Mr. Aaron Church
130 West Innes Street, Suite 110-120
Salisbury, NC 28144

Re: Price Adjustment – Food Service Agreement

Dear Mr. Church:

It has been an honor and a privilege to provide food services at the Rowan County Detention Center and the Jail Annex. We appreciate your continued commitment to working with us through these difficult times. Over the past year, we have continued to do everything in our power to weather the financial storm resulting from the pandemic. However, the continuous and compounding financial impact of a shrinking labor force and rising inflation necessitates that we now come to you with a price adjustment request to help offset some of our significant losses.

As I'm sure the County is aware, the existing labor market continues to present unique and unprecedented challenges to all employers in not only hiring qualified candidates, but also retaining them. Trinity is increasing hourly wages from \$11.00 per hour to \$16.00 per hour to remain competitive. This wage increase will have a \$0.162 increase in our cost of doing business.

Additionally, our Agreement contained pre-determined prices for the first three years of the contract. As we all know, inflation has far out paced the 2% increase anticipated at the time of our Agreement. The CPI published in June showed an increase of 7.4%. Therefore, Trinity is requesting an additional 12.1% increase in the price per meal.

I have attached a new pricing scale that, with your approval, we propose be implemented effective October 1, 2022, incorporating the 12.1% increase outlined above, which supersedes all previous price scales.

As a final note Trinity agrees to sit down with Rowan County Sheriffs Department and County Finance in early February 2023 to discuss the future July 2023 contract renewal to allow time to get in front of the County's 2023-2024 budget development process.

Trinity sincerely appreciates the opportunity to serve you and your team at Rowan County. Thank you for your business. We always strive to exceed our client's expectations and I urge you to call me if you ever have any questions or concerns regarding the food services we provide.



Very truly yours,

Tom Phillips
District Manager
Trinity Services Group
Tom.phillips@trinityservicesgroup.com
757-373-4634

Approved:

By: _____
Aaron Church

Date: _____



SCHEDULE 1
PRICE PER MEAL SCALE
ROWAN COUNTY DETENTION CENTER AND JAIL ANNEX
EFFECTIVE October 1, 2022

FROM	TO	Year 3	Price Per Meal
140	159	\$2.413	\$2.705
160	179	\$2.210	\$2.477
180	199	\$2.052	\$2.300
200	219	\$1.925	\$2.158
220	239	\$1.822	\$2.042
240	259	\$1.736	\$1.946
260	279	\$1.663	\$1.864
280	299	\$1.600	\$1.794
300	319	\$1.546	\$1.733
320	339	\$1.498	\$1.679
340	359	\$1.457	\$1.633
360	379	\$1.424	\$1.596
380	399	\$1.394	\$1.563
400	419	\$1.367	\$1.532
420	439	\$1.343	\$1.506
440	459	\$1.321	\$1.481
460	479	\$1.301	\$1.458
480	499	\$1.283	\$1.438
500	519	\$1.266	\$1.419
520	539	\$1.251	\$1.402
540	And over	\$1.236	\$1.386