



MASTER AGREEMENT #040726
CATEGORY: Commercial Kitchen Equipment with Related Supplies and Services
SUPPLIER: Gator Chef LLC

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, Staples, MN 56479 (Sourcewell) and Gator Chef LLC, 1808 Ogden Avenue, Lisle, IL 60532 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

Article 1:
General Terms

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about

Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on June 22, 2030, unless it is cancelled or extended as defined in this Agreement.
 - a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year (1) extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
 - b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in Solicitation #040726, Category A – K-12 Entities/School Food Authorities (SFA) and/or Category B – Non-K-12 Entities to Participating Entities. In-scope solutions include:
 - a) Commercial-grade kitchen and foodservice equipment and appliances;
 - b) Components, accessories, and parts for the commercial-grade kitchen equipment and appliances described Section 7)a);
 - c) Foodservice small wares, tools, dispensers, supplies (excluding food products, disposable consumables, and general janitorial supplies), and furnishings directly related to and supporting the proposer's offered solution in Sections 7)a) and/or 7)b); and
 - d) Equipment-related services directly related to the acquisition, installation, operation, servicing, and upkeep of the proposer's offered solutions in Sections 7)a) – 7)b), including design, installation, removal, disposal, inspection, repair, maintenance, training and support.
 - e) Services excluded from this solicitation include general construction, remodeling and building system work (including electrical, plumbing, HVAC, and hood or fire suppression systems), except as incidental and necessary to install or service the offered equipment.

Solutions described in Sections 7)c) – 7)d) are considered complementary to the core equipment and parts offerings described in Sections 7)a) – 7)b) and are not intended to be offered as standalone or primary solution sets. Proposers must demonstrate a substantive offering of equipment and/or parts under Sections 7)a) – 7)b), and solutions under Sections 7)c) – 7)d) may only be offered in conjunction with those core offerings.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) **Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to

the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcwell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcwell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcwell for this Agreement and must provide prompt notice to Sourcwell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcwell and Participating Entity inquiries; and
 - Participation in reviews with Sourcwell.

Sourcwell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcwell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcwell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcwell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcwell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under

this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

Article 3: Supplier Obligations to Participating Entities

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

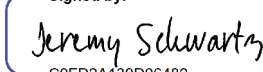
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms

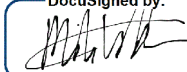
of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

Gator Chef LLC

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 6/20/2026 | 6:27 PM CDT

DocuSigned by:

E34785CB362E4DE...
By: _____
Michael Wartan
Title: VP of Sales and Operations
Date: 6/19/2026 | 11:55 AM PDT

RFP 040726 - Commercial Kitchen Equipment with Related Supplies and Services

Vendor Details

Company Name: Gator Chef
Address: 1808 Ogden Avenue
Lisle, IL 60532
Contact: Michael Wartan
Email: mwartan@gatorchef.com
Phone: 888-944-2867
Fax: 630-417-6168
HST#: 26-3520975

Submission Details

Created On: Tuesday February 17, 2026 09:49:24
Submitted On: Tuesday April 07, 2026 12:09:29
Submitted By: Michael Wartan
Email: mwartan@gatorchef.com
Transaction #: 8c1120d0-18ef-4a63-9d94-31cbd1114e10
Submitter's IP Address: 10.13.1.21

Specifications

Table 1: Proposer Identity & Authorized Representatives (Not Scored)

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond “N/A” if the question does not apply to you (preferably with an explanation).

Table 1 Specific Instructions. Sourcewell requires identification of all parties responsible for providing Solutions under a resulting master agreement(s) (Responsible Supplier). Proposers are strongly encouraged to include all potential Responsible Suppliers including any corporate affiliates, subsidiaries, D.B.A., and any other authorized entities within a singular proposal. All information required under this RFP must be included for each Responsible Supplier as instructed. Proposers with multiple Responsible Supplier options may choose to respond individually as distinct entities, however each response will be evaluated individually and only those proposals recommended for award may result in a master agreement award. Unawarded entities will not be permitted to later be added to an existing master agreement through operation of Proposer’s corporate organization affiliation.

#	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	GatorChef LLC *
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell? Y or N.	Y *
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	NA *
4	Provide your CAGE code or Unique Entity Identifier (SAM):	NA *
5	Provide your NAICS code applicable to Solutions proposed.	423440 *
6	Proposer Physical Address:	1808 Ogden Avenue Lisle, Illinois 60532 *
7	Proposer website address (or addresses):	www.GatorChef.com *
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of)	Michael Warton *

heProposer):	VPofSale sandOpe rations mwartan @gatorc hef.com 888-944- 2867 1808Ogd enAve Lisle,IL60 532
9 Proposer'sprimarycontactforthisproposal(name,title,address,emailaddress&phone):	Michael Wartan VPofSale sandOpe rations mwartan @gatorc hef.com 888-944- 2867 1808Ogd enAve Lisle,IL60 532
10 Proposer'sothercontactsforthisproposal,ifany(name,title,address,emailaddress&phone):	NA

Table 2A: Financial Viability and Marketplace Success (50 Points, applies to Table 2A and 2B)

# Question	Response *
1 Provideabriefhistoryofyourcompany,includingyourcompany'scorevalues,businessphilosophy,andindustrylongevityrelatedtotherequestedSolutions.	<p>CompanyOverview GatorChefisafamily-ownedrestaurantequipmentandsupplycompanybasedinLisleIllinois, andincorporatedin2008.However,ourrootsinthefoodserviceindustrygobackto1982,whenweopenedoursistercompany,AllianceMechanical.Owningandoperatingaserviceandrepairbusinessfordecadesgaveusa"nutsandbolts"understandingofhowcommercialkitchensactuallywork—andwhytheyfail.</p> <p>WeeventuallytransitionedthattechnicalexpertiseintoGatorChef, evolvingintoafull-scaleequipmentdealership.Withover40yearsofindustryexperience, wedon'tjustsellboxes;weprovideequipmentsolutionsthatweknowcanstanduptootherigorsofahigh-volume kitchen.</p> <p>CoreValues&BusinessPhilosophy</p>

	<p>Our philosophy is simple: Technical Integrity. Because of our background in service, we vet every piece of equipment for durability and ease of maintenance before it ever reaches a customer. We operate on three main pillars:</p> <p>Expert Consultation: We use our mechanical history to help clients avoid "buying a headache," ensuring the equipment fits the utility and volume requirements of the space.</p> <p>Reliability: As a family-owned business, we prioritize long-term partnerships over one-off sales. We aim to be a resource for our customers long after the initial delivery.</p> <p>Operational Efficiency: We focus on streamlining the procurement process to get the right equipment on-site, on time, and within budget.</p> <p>Industry Longevity Our longevity is built on 44 years of adapting to the industry's needs. From our start in mechanical service to our current role as a premiere equipment supplier, we understand the entire lifecycle of a kitchen. For Sourcewell members, this means partnering with a vendor that understands not just the purchase price, but the long-term cost of ownership and performance.</p>
<p>1 What are your company's expectations in the event of an award?</p>	<p>In the event of an award, Gator Chef expects to immediately integrate Sourcewell's contract into our core sales and operations workflow. Our goal is to serve as a high-performing, reliable partner for Sourcewell members by leveraging our existing infrastructure and technical expertise.</p> <p>Specifically, we expect to:</p> <p>Scale Responsibly: We have already developed one, three, and five-year growth strategies. A Sourcewell award would accelerate these plans, allowing us to further expand our sales and operational capacity to meet increased demand without sacrificing the "family-owned" level of service our clients expect.</p> <p>Drive Value through Expertise: We expect to use our 40+ years of mechanical and equipment history to help members make smarter procurement decisions, focusing on long-term durability rather than just the lowest initial price point.</p> <p>Seamless Integration: We expect to work closely with Sourcewell to ensure our pricing and product catalogs are easily accessible to members, streamlining the "quote-to-delivery" process.</p> <p>Long-Term Partnership: We don't view an award as a "win," but as the start of a partnership. We expect to provide consistent, transparent communication and reliable equipment solutions that help government and educational facilities run more efficiently.</p>

<p>1 Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters.</p> <p>Upload supporting documents (as applicable) in the document upload section of your response. DON'T PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.</p>	<p>Gator Chef is a fiscally disciplined, independently owned organization with a proven track record of stability and growth. Rather than relying on external debt, we have built our business on a foundation of reinvested earnings and strong vendor partnerships, ensuring we are a low-risk partner for the Sourcewell community.</p> <p>1. Vendor Integrity & Purchasing Power We have included a formal reference letter from our National Purchasing Group to verify our financial reliability.</p> <p>Impeccable Payment History: This letter highlights our consistent history of meeting financial obligations on or ahead of schedule over a number of years.</p> <p>Preferred Allocation: Because of our "always pay your bills" reputation, we maintain preferred status with major manufacturers, ensuring Sourcewell members receive priority equipment allocation and stable lead times.</p> <p>2. Banking Stability & Liquidity We have included a letter from our primary banking institution confirming our long-standing relationship and our status as a client in good standing.</p> <p>Operational Liquidity: This document verifies that Gator Chef maintains the necessary cash reserves and banking support to fund large-scale facility roll-outs and high-volume school nutrition projects without interruption.</p> <p>Strategic Growth: As a family-owned dealer, we operate with a conservative debt profile, allowing us to remain agile and responsive to the fluctuating needs of public sector members.</p> <p>3. Generational Commitment to the Industry Our financial strength is personal. We are not beholden to quarterly shareholder demands; instead, we invest in our Lisle, Illinois infrastructure, our test kitchen, and our team to ensure we are here to serve our members for decades to come.</p>
<p>1 Tell us your US market share for your proposed Solutions.</p> <p>OR, provide the number of US Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of states where you have made sales.</p>	<p>While Gator Chef is an established leader in the commercial restaurants sector with a reach that spans almost every state in the U.S., we are currently in an exciting phase of growth within the formal public procurement space. We are leveraging our extensive national experience to bring a high level of execution and a "human-first" approach to government and education partners nationwide.</p> <p>Public Sector and Education Reach Over the past three years, we have provided culinary and restaurant equipment solutions to approximately 150 unique government and education entities.</p> <p>Localized Expertise: As we continue to grow, we have performed the major</p>

	<p>ority of four public sector business within our home state of Illinois, allow in gust to provide hands-on, high-touch service.</p> <p>Proven National Logistics: Our work with commercial restaurants has already taken us into nearly every state, proving our ability to manage complex technical and logistical requirements across the country.</p> <p>Scalable Infrastructure: We utilize anational network of manufacturer distribution centers to ensure that we can expedite shipping and provide local support to any Sourcewell member, regardless of their location.</p> <p>Retention and Relationship Continuity While we are formalizing our retention reporting for 2026, our CRM data indicates that over 30% of our education clients have placed multiple orders within a 12-month period. We expect this number to grow significantly with a Sourcewell award. Currently, many of our institutional partners are limited in their annual spend with Gator Chef because they must move projects to a formal open bid once they cross specific local or state spending thresholds. By providing a competitively solicited Sourcewell path, these members can bypass the "bid wall" and consolidate their procurement through a single, compliant partnership.</p> <p>Consultative Trust: We work with our customer on numerous, recurring orders, and a significant portion of our base return to us as their facilities evolve.</p> <p>Customer Loyalty: Our growth is driven by returning clients who value our "Offensive Line" philosophy of proactive support and total transparency.</p>
<p>15 Tell us your Canadian market share for your proposed Solutions.</p> <p>OR, provide the number of Canadian Education and Government entities you have served over the past three (3) years, your retention rates, along with the total number of provinces where you have made sales.</p>	<p>NA- at this time Gator Chef has not sold into Canada.</p>
<p>16 Disclose all current and complete bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years.</p> <p>Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.</p>	<p>NA- Gator Chef has not filed bankruptcy and has no documentation to upload on this.</p>

<p>1 How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer the question in the best way possible to your organization, either a) or b).</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Gator Chef Restaurant Equipment & Supply is best described as an independently, family-owned and operated equipment dealer and reseller. We serve as a direct link between world-class food service manufacturers and the end-users who rely on their technology every day.</p> <p>Distributor/Dealer Authorization To verify our standing and authority within the industry, we are providing the following supporting documentation as part of our proposal:</p> <p>Manufacturer Authorization Letters: We have included official letters from various primary manufacturers proposed in this RFP, confirming Gator Chef as an authorized dealer in good standing.</p> <p>Purchasing Group Verification: We are providing documentation from our specialized purchasing group, Strata. This group leverages collective buying power to ensure we have direct access to the best available manufacturer pricing and priority equipment allocations.</p> <p>Industry Verification: We have included a formal letter from FEDA (Food Service Equipment Distributors Association) verifying our active membership and professional standing. As the premier national organization for food service equipment dealers, FEDA serves as the critical link between manufacturers, distributors, and the end-user.</p> <p>Direct Relationships: These authorizations confirm that Gator Chef is fully backed by the original equipment manufacturers (OEMs) for all sales, warranty support, and technical service coordination.</p> <p>Dealer Network Structure Our organization is independently owned and operated. We do not utilize a fragmented or company-owned "dealer network." Instead, we act as a centralized, high-performance hub located in Lisle, Illinois.</p> <p>Direct Accountability: Because we are family-owned, Sourcewell members deal directly with our internal experts rather than navigating a complex corporate hierarchy.</p> <p>Agile Response: Our independent structure allows us to make rapid decisions and provide the "Offensive Line" support we are known for—clearing administrative paths and solving logistical challenges without delay.</p>
<p>1 If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Gator Chef maintains all necessary legal and professional credentials required to operate as a premier national equipment dealer. Our approach to licensing and insurance is an extension of our "Offensive Line" philosophy: we manage the complexities of compliance and risk mitigation so that Sourcewell members can focus on their core mission of feeding their communities.</p> <p>1. Organizational Standing & Tax Compliance To ensure immediate onboarding and audit-readiness for Sourcewell members, we have included the following corp</p>

oratedocumentsinourproposalpackage:

W-

9(RequestforTaxpayerIdentificationNumber):Ourcurrent,signedfederaltaxidentificationformtofacilitateimmediatevendorsetup.

IllinoisCertificateofGoodStanding:Our2026AnnualReportfiledwiththeIllinoisSecretaryofState,verifyingthatGatorChefisalegallyactiveandcompliantentity.

CRT-

61(CertificateofResale):OurofficialIllinoisDepartmentofRevenueauthorizationtopurchaseanddistributeequipmentforresale.

CertificateofRegistration:Ourstate-issuedbusinessregistration,confirmingourauthoritytoconductcommercialoperationsfromourLisle,Illinoisheadquarters.

2. Comprehensive Insurance & Scalable Coverage

WehaveincludedourcurrentCertificateofInsurance(COI)toprovideimmediateproofofourrobustliabilitycoverage.Note,atthistimeweareawareourcurrentCOI(includedinapplicationupload)hasanexpirationof5/1/2026.Onceourinsurancecompanyupdatesforstarting5/1/26Icansendanewoneifneeded.

Standard Protections: OurcurrentpolicyincludesGeneralLiability,Umbrella,andWorkers'Compensationcoveragethatmeetsorexceedsstandardindustryrequirements.

Scalable Limits: Werecognizethatsomelarge-scaleschooldistrictsormunicipalprojectsmayrequirehigherliabilitylimitsorspecificendorsements.GatorChefispreparedtoadjustourCOIlimitsupwardasneededtomeetthespecificsafetyandrisk-managementmandatesofanySourcewellmember.

3. National Subcontractor & Third-Party Vetting Protocol

WhileGatorChefactsasthePrimeContractorandsinglepointofaccountability,weutilizearigorousvettingprocessforlocalthird-partyinstallers:

Trade-

Specific Licensing: Weverifythatallsubcontractors(plumbers,electricians,andmechanicalcontractors)holdcurrentstateandmunicipallicensesrequiredforthespecificscopeofwork.

Technical Excellence: Foradvancedequipmentlikecombi-ovensorrefrigerationsystems,weprioritizepartnerswithCFESA(CommercialFoodEquipmentServiceAssociation)certificationordirectfactorytraining.

Flow-Down Insurance: Everythird-partypartnermustprovideaCOInamingboththememberandGatorCh

	<p>efas additionally insured, ensuring the member is protected at every level of the project.</p> <p>4. Industry & Manufacturer Authorizations As an independently, family-owned dealer, we hold Authorized Dealer Status for all brands listed in our Sourcewell price file. This ensures that every piece of equipment sold through this contract carries a full manufacturer's warranty and is backed by the factory's technical support network.</p>
<p>1. Disclose all current and past debarments or suspensions for Proposal and any included possible Responsible Party within the past seven years.</p> <p>Proposer must provide notice in writing to Sourcewell if it enters a debarment or suspension status anytime during the pendency of this RFQ evaluation.</p>	<p>NA - no current or past debarments</p>
<p>2. Describe any relevant industry awards or recognition that your company has received in the past five years.</p>	<p>Our Philosophy on Recognition At Gator Chef, our perspective on awards is shaped by our background. Much of our leadership team grew up playing sports—specifically on the offensive line. In football, the "O-line" is the group that does the heavy lifting, protects the team, and clears the path for success without needing their name in the headlines.</p> <p>We've brought that same "O-line" mentality to the food service industry for over a decade. We don't strive for accolades or "gloat" about our success; we focus on the work, the execution, and the growth of our customers. We let our actions and our 12-year track record of growth speak for themselves.</p> <p>However, we are proud to acknowledge the recognition our "team" has received:</p> <p>1. 2022 Excel Dealer of the Year In 2022, Gator Chef was honored as the Dealer of the Year by the Excel Marketing & Procurement Group. This award is particularly meaningful because it is voted on by our vendor partners. We were recognized for our volume, our integrity in vendor relationships, and—most importantly—how we take care of our customers.</p> <p>2. Leadership and Engagement Awards While we prefer to stay "in the trenches," our team's commitment to the industry has resulted in individual honors:</p> <p>James Flores Trailblazer Award: Awarded to Michael Wartin for leadership and a "trailblazing" approach to innovation in the equipment space.</p> <p>Strata Orbisphere Award: Awarded for exceptional engagement within the food service community.</p>

	<p>Although the education sector is a growing percentage of our business, our internal infrastructure is built to handle high-volume, national accounts.</p> <p>Commercial Foundation: Our primary business—representing 80% to 85% of our historical volume—has allowed us to complete restaurant projects in almost every state in the U.S..</p> <p>National Distribution: We utilize manufacturer distribution centers located across the United States to ensure that our growing list of education partners receives expedited shipping and reliable logistics.</p> <p>The Gator Chef Advantage We are a "young" but highly capable partner in the world of formal procurement contracts. By combining the logistical muscle of our national commercial business with the specialized focus of our recent school bid wins, we offer SourceWell members a partner that is both financially stable and deeply committed to the unique needs of the education sector.</p>
<p>2 List all state, cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreements over the past three years?</p>	<p>While we were officially awarded a Buy Board contract within the past year, we have a deep history of serving the government and education sectors through direct RFP and open-market procurement. Over the past three years, we have successfully fulfilled approximately \$2M to \$2.5M in contracts through these direct bidding channels.</p> <p>Our capacity to manage large-scale, high-compliance projects is further demonstrated by our recent activity:</p> <p>February 2026 Award: We were recently approved for a \$600,000 contract through a direct RFP, which is currently in the fulfillment stage.</p> <p>Pending Proposals: We currently have an additional \$500,000 in inactive bids awaiting final approval, representing a strong pipeline of government and institutional business for the 2026 fiscal year.</p> <p>This recent surge in RFP awards and pending bids highlights our company's strategic shift toward institutional sales. By securing a SourceWell award, we will be able to transition this significant volume into a cooperative framework, offering our clients a more efficient procurement path while continuing to deliver the technical expertise Gator Chef is known for.</p>
<p>2 List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?</p>	<p>NA-no current GSA contracts or SOSA</p>

Table 2B: References/Testimonials

Line Item 25. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
UniversityofIllinois	THURMANETCHISON	217-300-4551	*
NobleSchools	MonicaBromber	312-521-5287	*
Evnaston/SkokieSchoolDistrict65	KateMason-Schultz	847-859-8131	*
WheatonParkDistrict	NeilDalcerro	630-244-8548	
EastAuroraSchoolDistrict131	MichaelEngle	630-299-5545	

Table 3: Ability to Sell and Deliver Solutions (150 Points)

Describe your company’s capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. **Your response should address in detail at least the following areas:** locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

# Question	Response *
2 Salesforce(seeinstructi 6 onsabove).	<p>GatorChefutilizesahighlyefficient, "high-touch"modeltoserveentitiesacrosstheUnitedStates.Whileourcoreoperation sarecentralized,oureachisnationalthroughacombinationofdirectemployees andadeeplyintegratednetworkofmanufacturingpartners.</p> <p>1.SalesandSupportInfrastructure Wecurrentlymaintainadedicatedteamof17full-timeequivalent(FTE)employeesbasedoutofourheadquartersinLisle,Illinois. Thesearedirectemployeeswhomanagetheentirelifecycleoftheprocurementp rocess,frominitialconsultationandtechnicalspec-writingtologisticsandpost-salesupport.</p> <p>Toensurenationalcoverage,weleverageExtensiveFactoryPartnerships:</p> <p>Regional&LocalFactoryReps:Wemaintain"first-name"workingrelationshipswithlocalfactoryrepresentativesandregionalsale smanagersacrossthecountry.</p> <p>Factory-DirectLeadership:Ourleadershipteamcommunicatesdirectlywithfactoryhea dsatmajorbrands.Thisallowsustoexpediteleadtimes,resolvetechnicalissues ,andsecureprioritysupportforSourcwellmembersthatlarger,more"faceless" dealersoftencannotprovide.</p>

	<p>National Mobility: Our sales philosophy is "boots on the ground" when the project demands it. Our team regularly travels across the U.S.—with recent project visits to Florida, Texas, Kentucky, and California—to ensure that large-scale installations and complex equipment rollouts are executed perfectly.</p> <p>2. Service and Technical Network Because of our history owning and operating Alliance Mechanicals since 1982, we have a unique advantage in managing service.</p> <p>Service Coordination: Our internal team handles the "overlap" between sales and service, acting as the primary point of contact for warranty and repair coordination.</p> <p>Authorized Service Agents (ASAs): For nationwide service, we utilize the authorized service networks of our manufacturing partners. This ensures that every piece of equipment is maintained by factory-trained technicians, preserving the warranty and longevity of the asset.</p> <p>3. Overlap of Functions At Gator Chef, our sales and service functions are intentionally integrated. Our sales team is trained on the mechanical specifications of the equipment we sell. This ensures that the person helping a Sourcewell member select a solution is the same person who understands the utility requirements and maintenance schedule, reducing errors and ensuring long-term satisfaction.</p>
<p>2.7 Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.</p>	<p>Gator Chef offers a flexible, scalable logistics network designed to meet the specific geographical and operational needs of any Sourcewell member. We provide a tiered delivery and installation model that ensures equipment is handled professionally, regardless of location.</p> <p>1. Local and Regional Distribution For members within our primary service region, we utilize our own dedicated fleet and internal logistic team. This allows for White-Glove Local Delivery, including unboxing, set-in-place, and debris removal. Our team's "hands-on" approach ensures that local facilities receive the highest level of personalized care.</p> <p>2. Factory-Direct Drop Shipping For standard equipment replacements and high-volume orders, we leveraged direct-to-facility drop shipping from our manufacturing partners. This method is the most cost-effective and efficient for members, reducing lead times and minimizing the carbon footprint of the procurement process by shipping directly from the production line or regional hub.</p> <p>3. National Staging and "Last-Mile" Solutions To serve members in territories across the entire U.S., we maintain a robust network of National Receiving and Installation Partners. For complex projects or multi-unit rollouts, we provide a comprehensive "cradle-to-grave" solution:</p>

	<p>Receiving&Staging:Equipmentisshippedtoasecure,regionalwarehousenearthemember'sfacilitytobeinspectedandhelduntilthesiteisready.</p> <p>CoordinatedDelivery:Weschedule"last-mile"deliveryonthemember'stimelinetoavoiddisruptingfacilityoperations.</p> <p>ProfessionalInstallation:Weutilizefactory-authorizedproviderstoensureequipmentis leveled,powered,andcommissionedaccordingtomanufacturerspecifications.</p> <p>RemovalandDisposal:Aspartofourcommitmenttofull-servicesolutions,wecoordinate the decommissioning,removal,andenvironmentallyresponsible disposal ofoldequipment.</p> <p>4.ProjectManagement&Mobility Ourleadershipandsalesteamarepreparedtotraveltoanyterritorytooversee large-scaledeployments.Bycombiningourinternalprojectmanagementwithournetworkofvettednationalproviders,GatorChefensuresaconsistent,high-qualityresultfromMainetoCalifornia.</p>
<p>2 Serviceforce(seeinstructionsabove).</p>	<p>1.DedicatedServiceCoordination ToensureseamlessexperienceforSourcewellmembers,wehaveadedicatedmemberofourteamspecificallyassignedtoservicerequests.Thisindividualactsasthe"ServiceLiaison"betweenthemember,themanufacturer,andthetechnician.Havingadedicatedpointofcontactensuresthat:</p> <p>Service tickets never get "lost in the shuffle."</p> <p>The member is kept updated in real-time on the status of their repair.</p> <p>Warranty claims are processed correctly and efficiently.</p> <p>2.AuthorizedServiceAgents(ASAs) For all warranty and specialized repair needs,weutilizetheAuthorizedServiceNetwork of four manufacturing partners.This ensuresthat every technician working on a member's equipment is factory-trained, carries OEM parts, and maintains the integrity of the manufacturer's warranty.</p> <p>3.CFESAPartnership&NationalReach To provide localized support across the entire U.S.,wetap into our deep connections with the Commercial Food Equipment Service Association (CFESA).By utilizing CFESA-certified service agents,we ensure that Sourcewell members have access to the highest-trained technicians in the industry, regardless of their territory. Our long-standing relationships within this network—built since our start in 1982—allow us to expedite service calls and get "priority" status for our customers.</p> <p>4.ServiceAdvocacy&"UpandRunning"Commitment Wedon't simply "hand off" a service issue to a factory 1-800 number.Drawing on our decades of experience operating our own service company (Alliance Mechanical),we act as a dedicated advocate for the member.O</p>

	<p>urphilosophyissimple:weareheretoassistthroughanyandallservice-relatedneedstoensurethememberisupandrunningassoonaspossible.Weview servicenotasaseparateddepartment,butasacorecomponentofthe"Solution" weprovide.</p>
<p>2 Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.</p>	<p>GatorChefactsasthesolepointofcontactforallorders.Weprioritizeflexibilityto matchhoweveramember'sprocurementdepartmentneedstowork.</p> <p>Pre-Order Consultation: Before a PO is even issued, we work closely with membersto findtherightsolution.Westaycurrentonthe"newestandgreatest"equipmentand, wheneverpossible, coordinatelivedemosatanearbyfactorykitchenorfacility sothemembercanseetheequipmentinactionbeforecommitting.</p> <p>Order Intake: We accept Purchase Orders via email, fax, or phone. We are also equipped to handle online orders if preferred. Our goal is to make the process as seamless as possible for the member's existing workflow.</p> <p>Our Role (Proposer): We manage the entire lifecycle of the order. This includes verifying Source well contract pricing, performing a technical review of the equipment specs (to ensure utilities match the site), and managing all logistics from the factory to the facility.</p> <p>Manufacturer Role: We coordinated directly with our factory partners for fulfillment. They provide the equipment and ship it directly to the member's site or a local staging area to ensure the fastest delivery.</p> <p>By keeping the process centralized through our office, we ensure a single line of accountability and expert technical oversight on every order.</p>
<p>3 Describe in detail the process and procedure of your customer service program and issue resolution program, if applicable.</p> <p>Include your response-time capabilities and commitments, as well as any incentives that help you or providers meet your stated service goals or promises.</p>	<p>At GatorChef, we believe in being accessible and accountable. We don't use automated phone trees, complex software queues, or "no-reply" email addresses. When a Source well member calls us, they speak to a real person on our team in Lisle who can actually help.</p> <p>Response Times: We are open Monday through Friday, 8:00 AM – 5:00 PM CST. During these hours, we strive for a 1 to 2 hour response time for all inquiries. If a request comes in after hours, we guarantee a response by the next business day.</p> <p>Direct Human Contact: We take pride in the fact that our customers work with real people. No automated messages or robots. This personal touch allows us to understand the specific urgency of a school or government kitchen and move faster than a "big box" dealer would.</p> <p>Service Management: Our Dedicated Service Coordinator manages the resolution process from start to finish. When the manufacturer's policy allows, we handle the warranty and service "call-ins" for the member to save them the hassle. If a vendor requires the end-user to initiate the claim, we act as the liaison to make sure the right service agent is dispatched and the job is finished correctly.</p>
<p>3 Describe your ability and willingness to provide your products and services</p>	<p>GatorChef is fully prepared and highly motivated to provide our equipment and services to all Source well participating entities across the United States. While we are a family-</p>

<p>oSourcewellparticipatingentitiesintheUnitedStates.</p>	<p>ownedbusinessbasedintheChicagolandarea,ouroperationalreachandtechnicalexpertisearenationwide.</p> <p>ProvenNationalAbility:Wehavethelogisticsanddistributioninfrastructuretoship,stage,andinstall equipmentinanystate.Whetherit'sasinglereplacementunitorafull-scalekitchenrollout,wehavealready successfully managed projects and deliveriesforcustomersacrosstheentirecountry.</p> <p>ScalableInfrastructure:As theVicePresidentofSalesandOperations,Ihaveoverseenthe developmentofour2026growthstrategy,whichincludesadedicatedsalesforceandanoperationalstructurespecificallydesignedtohandlethevolumeandcompliance requirements ofnationalcontractslikeSourcewell.</p> <p>WillingnesstoTravel:Ourteamisnottetheredtoadesk.WearewillingandabletotravelanywhereintheU.S.tooverseelarge-scaleinstallationsormeeetwithmembersforonsiteconsultations.Webelievethatanationalcontractstill deserves"local"attention.</p> <p>Factory-BackedSupport:OurabilitytoservetheU.S.is amplifiedbyourstrongpartnershipswithmajormanufacturers.Weveragetheirnationalnetworksof regionalrep sandauthorizedserviceagentstoensureeverySourcewellmember—regardless oftheirzipcode—receivesthesamehighlevelofsupportandfactory-authorizedservice.</p> <p>Wearenotjust"willing"totaketheseorders;weareactivelyseekingtobethepremier technicalpartnerforSourcewellmemberswho value expertise, speed, andadirecthumanconnection.</p>
<p>3 Describe your ability and 2 willingness to provide your products and services to Sourcewell participating entities in Canada.</p>	<p>At this time, Gator Chef primarily focuses its operations and full-service support within the United States. While we have not yet established a direct sales history or a physical service network within Canada, we are open to facilitating orders for Canadian entities via freight forwarders.</p> <p>Current Capability: We can ship any of our equipment solutions to a member's designated freight forwarder located within the United States. From that point, the member would manage the cross-border logistics and customs.</p> <p>Future Growth: While we do not currently offer on-site installation or direct service coordination in Canada, we are happy to explore this venture as our partnership with Sourcewell grows.</p> <p>Manufacturer Support: For Canadian members interested in our products, we would work closely with our manufacturing partners to determine which factory-authorized service networks are available locally to ensure the equipment is supported after delivery.</p> <p>We are committed to providing the best possible service to our customers, and for now, that means ensuring we don't overextend our "white-glove" promises beyond the borders where we can currently guarantee seamless experience.</p>

<p>3 Identify any geographical areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.</p>	<p>GatorChef has no geographical limitations within the United States and is fully prepared to serve all Sourcewell participating entities.</p> <p>While we are equipped to handle orders nationwide, please note that shipments to Alaska and Hawaii may be subject to increased freight and shipping charges. Additionally, these areas may experience longer lead times due to the specialized intermodal logistics required for delivery. We provide custom quotes for these locations to ensure all costs and timelines are transparent before an order is finalized.</p>
<p>3 Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and their reasoning for this.</p>	<p>GatorChef does not have any restrictions on the type of Participating Entity that can access our Solutions.</p> <p>If awarded this agreement, our full range of products, technical consultations, and service coordination will be available to all Sourcewell members, including:</p> <ul style="list-style-type: none"> K-12 and Higher Education Municipal and County Government State Agencies Non-Profit Organizations Emergency Services and Public Works <p>Because we maintain indirect relationships with a vast portfolio of manufacturers and have no "territory" restrictions from our brands, we can provide the same price and level of service to a small rural township as we do to a large metropolitan school district. Our goal is to provide universal access to our expertise across the entire Sourcewell membership base.</p>
<p>3 Define any specific requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.</p>	<p>While GatorChef is pleased to provide equipment solutions to members in Hawaii, Alaska, and US Territories, the following specific requirements and restrictions apply due to the unique logistics involved:</p> <p>Freight and Shipping Quotes: Standard contiguous US shipping rates do not apply. All orders for these regions require a custom freight quote to account for intermodal (truck-to-ship) transport costs.</p> <p>Lead Times: Members should anticipate extended lead times (typically an additional 2–4 weeks) to accommodate sailing schedules and port processing.</p> <p>Warranty and Service Verification: Before an order is finalized, GatorChef will verify the availability of a factory-authorized service provider in the member's specific area. In extremely remote locations, the manufacturer's warranty may be limited to "part only" if a certified technician is not available for on-site labor.</p> <p>Technical Specifications: Members in these regions must confirm all utility requirements (voltage, phase, and gas type) prior to shipment, as the cost of returning or exchanging equipment from these areas is prohibitive.</p> <p>Delivery Boundaries: For US Territories, we typically ship to a member-designated freight forwarder within the contiguous US. The member is then responsible for</p>

	<p>onsibleforthefinallegoftransitandanylocalcustomsortaxes.</p>
<p>3 Will Proposer extend terms of any awarded master agreement to nonprofit entities? 6</p>	<p>Gator Chef is pleased to extend the terms of any awarded master agreement to nonprofit and public entities. We recognize that these organizations provide vital services to our communities, and we are committed to supporting their mission through a balanced and transparent financial framework.</p> <p>1. Standard Payment Terms and Account Setup We offer flexible payment options to accommodate the internal procurement workflow of Sourcewell members:</p> <p>Purchase Orders (Net 30): For established entities, we are happy to honor Net 30-day payment terms upon the receipt of a valid Purchase Order.</p> <p>Entity Onboarding: To set up a new account in our system, we require a completed Credit Application and a current Tax-Exempt Letter or Certificate. This ensures that all quotes are accurately reflected as tax-exempt and that the member is correctly categorized for auditing and compliance purposes.</p> <p>2. Custom Project Considerations While we strive to offer Net 30 terms across our standard catalog, high-value, specialized projects may require a shared financial commitment:</p> <p>Custom Equipment Deposits: For "custom-built" or "made-to-order" solutions—such as specialized walk-in configurations or custom-fabricated stainless steel—Gator Chef may require a deposit prior to the start of production. This will be discussed with the client prior to any orders so everyone is on the same page should the request for a deposit be made, and if the entity is capable of providing a deposit.</p> <p>Transparency: Any deposit requirements will be clearly identified during the consultative phases so that the member can plan their cash flow before a commitment is made.</p> <p>3. Payment Compliance To maintain our ability to offer the most aggressive manufacturer discounts, we rely on mutual accountability regarding payment timelines:</p> <p>Interest on Late Payments: Payments are expected within 30 days of the invoice date. In the event that a payment is not received within these terms, a 1.5% per month interest charge may be applied to the outstanding balance.</p> <p>Our "Last Resort" Philosophy: It is important to note that this interest charge is viewed strictly as a "last resort." In practice, this is a tool that Gator Chef rarely utilizes. We understand that institutional accounting and government funding cycles can sometimes face unexpected delays.</p> <p>Transparency & Collaboration: Rather than leaning on automated penalties, we request transparency from the entity. If a payment is going to be delayed, we ask that you communicate with us. We are committed to working with our Sourcewell pa</p>

	<p>rather to resolve payment timing issues through open dialog rather than rigid penalties.</p> <p>Proactive Communication: True to our "human-first" philosophy, our finance team will always reach out to the member to resolve any potential clerical errors before interest charges are finalized.</p>
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Table 4: Marketing Plan (100 Points)

#	Question	Response *
37	<p>Describe your marketing strategy for promoting this opportunity.</p> <p>Upload representative examples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>Gator Chef will implement a high-impact, multi-channel marketing campaign designed to drive awareness of the Sourcewell contract. Our strategy focuses on "high-touch" professional engagement, physical demonstrations, and the ease of procurement.</p> <p>1. Digital & Email Marketing (Primary Launch) Direct Announcement Campaign: Our first action will be a dedicated email series sent to our extensive database and current Sourcewell members. This campaign will announce our contract acceptance and explain how members can now access Sourcewell rates to bypass the traditional bid process, saving them both time and administrative costs.</p> <p>Segmented Educational Content: We will follow up with monthly newsletters tailored to Sourcewell entities (Schools, Governments, Non-profits) featuring "pro-tips" from our former chefs and CFSP-certified leadership.</p> <p>2. Strategic "WBE" Positioning Diversity & Inclusion Marketing: We are currently in the process of becoming a Women-Owned Business (WBE). Once finalized, this will be a cornerstone of our marketing. We will actively promote our WBE status to help Sourcewell members meet their diversity spending mandates while receiving top-tire equipment and professional service.</p> <p>3. On-Site & Virtual Demonstrations Gator Chef Test Kitchen: We will invite local and regional Sourcewell members to our beautiful, fully functioning test kitchen for live demonstrations. This allows members to "try before they buy," testing their specific menu items on the latest technology to ensure a perfect fit for their facility.</p> <p>Webinars & Virtual Demos: For national members, we will host "Sourcewell-Only" webinars focused on high-priority topics like "Navigating State Energy Rebates" or "Optimizing High-Volume School Kitchens" and even sales consultations so the members know exactly what they're getting before they buy.</p> <p>4. Industry Event Presence We believe in meeting our customers where they operate to show them the latest innovations:</p>

	<p>School Nutrition Associations: As a vendor at the Illinois School Nutrition Association (ILSNA) and an attendee at the National SNA, we provide nutrition directors with a direct path to procurement through Sourcewell.</p> <p>National Restaurant Association (NRA) Show: We act as professional guides for our clients at the NRA Show, bringing them to the floor to see the latest technology first and to ensure they select the right operational solutions.</p> <p>5. Specialized Online Resources Dedicated Sourcewell Landing Page: We will host a specialized landing page on the Gator Chef website. This page will host the Sourcewell contract details, a "Start a Discussion" button for direct expert access, and a gallery of pre-vetted, Energy Star-rated equipment.</p> <p>Please see our attached uploaded marketing plan, along with some past examples and samples of what we have done. Samples include past email campaigns, past Illinois School Nutrition Association Conferences, our showroom, and a dedicated K-12 web page we have created.</p> <p>The "Gator Chef" Advantage: By combining our heavy digital reach with physical resources like our on-site test kitchen, we ensure Sourcewell members view us as a trusted advisor who provides hands-on proof of performance and supports their diversity and sustainability goals.</p>
<p>3 Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Gator Chef utilizes a highly analytical approach to ensure our marketing efforts provide maximum value to Sourcewell members. We don't just broadcast information; we use digital data to refine our message and improve the customer experience.</p> <p>Advanced Google Analytics: We leverage Google Analytics to track how users interact with our digital platforms. By analyzing traffic patterns, search terms, and bounce rates on our dedicated Sourcewell content, we can identify exactly what information members are looking for. If we see high interest in "energy-efficient refrigeration" but low engagement on "small wares," we pivot our strategy to provide more technical resources where they are needed most.</p> <p>Expert 3rd-Party Partnership: To maximize the effectiveness of this data, we partner with a professional third-party marketing firm. This agency helps us deep-dive into the metadata and performance metrics, providing an objective analysis of our campaigns. This partnership allows us to "tweak and tune" our marketing in real-time—ensuring that our outreach to Sourcewell members is always relevant, timely, and effective.</p> <p>Continuous Improvement Cycle: This data-driven loop—collecting data via Google Analytics and analyzing it with our marketing partners—allows us to be agile. Whether it's adjusting the timing of our "Back to School" email campaigns for nutrition directors or highlighting our WBE certification to government procurement officers, we use technology to ensure our marketing budget is spent on helping members find their right solutions.</p> <p>The "Gator Chef" Advantage:</p>

	<p>By combining our internal industry knowledge with the analytical power of a professional marketing firm, we ensure that Sourcewell members aren't just seeing ads—they are receiving targeted, data-backed communication that addresses their specific operational pain points.</p> <p>GatorChef is dedicated to the continuous exploration of emerging technologies. We believe that as our reach grows, our ability to serve customers must become more efficient, personalized, and transparent. Our strategy for long-term innovation includes:</p> <p>Adoption of AI-Enhanced CRM: We are recurrently exploring the use of AI within our Customer Relationship Management (CRM) systems. This will allow us to move from reactive service to predictive support—using data to anticipate when a school district might need to replace equipment before it fails or identifying which members could benefit from new state energy rebates based on their purchase history.</p> <p>Smart Kitchen Integration (IoT): As the "Connected Kitchen" becomes the industry standard in 2026, we are expanding our focus on IoT-ready equipment. We actively vet manufacturers that offer remote diagnostics, allowing our team to troubleshoot issues digitally, often resolving problems without the delay of a physical service call.</p> <p>Virtual Collaboration Tools: To take care of members more efficiently across the country, we are enhancing our use of augmented reality (AR) and virtual consultations. This allows our former chefs and designers to walk through a member's facility virtually, providing professional advice on layout and equipment placement without their travel time and cost.</p> <p>The "Innovation" Promise At GatorChef, we never stop at "good enough." By staying in constant dialogue with factory engineers and investing in the latest digital tools, we ensure that Sourcewell members are always receiving the most modern, efficient, and cost-effective solutions the industry has to offer.</p>
<p>3 In your view, what is Sourcewell's role in promoting agreements arising out of this RFP?</p> <p>How will you integrate a Sourcewell-awarded agreement into your sales process?</p>	<p>In our view, Sourcewell's role is to act as the trusted procurement bridge between industry-leading vendors and public agencies. By conducting the rigorous, competitive solicitation process on behalf of the members, Sourcewell eliminates the administrative burden of the traditional "low-bid" RFP process.</p> <p>We see Sourcewell as a partner that:</p> <p>Validates Excellence: By awarding an agreement, Sourcewell provides a "seal of approval" that tells members GatorChef has been vetted for financial stability, technical expertise, and fair pricing.</p> <p>Empowers Quality over Price: Sourcewell allows members to focus on the best-value solution and lifecycle costs rather than being forced into the lowest-quality option due to restrictive local bid laws.</p> <p>Provides a National Framework: Sourcewell provides the standardized legal and compliance framework that allows us to serve as a school in Illinois or a municipal office in</p>

	<p>Oklahomawiththesamelevelofconfidenceandspeed.</p> <p>IntegratingSourcewellintotheGatorChefSalesProcess Wedon'tviewaSourcewellawardasa"passive"contract;itwillbetheprimarytoolinoursalestoolbox.Wewillintegrateitintouroperationsthroughthefollowingsteps:</p> <p>The"LeadwithAdvice,ClosewithSourcewell"Strategy:Oursalesprocessalwaysbeginswithaconsultativediscussionodiagnoseamember'sproblem.Oncethe technicalsolutionisidentified,wewillimmediatelyintroducetheSourcewellcontract asthecompliant,pre-competedpathtoacquirethatsolutionwithoutaseparatebid.</p> <p>InternalSalesTraining:Everymemberofoursalesandprojectmanagementteam willbetrainedonthespecific"MemberBenefits"ofourSourcewellagreement.This ensuresthatwhetheracustomercallsforasingleovenorafullkitchendesign,ourte amcanexplainhowtousetheirSourcewellmembertobertosimplifythepurchase.</p> <p>Quoting&Documentation:Wewillupdateourquotingsoftwaretoclearlydisplaythe Sourcewellcontractnumberandmember-specificpricing.Thisprovidesthetransparencythatprocurementofficersneedfor theiraudittrails.</p> <p>ProactiveMemberOutreach:Wewillcross-referenceourexistingcustomerlistwiththeSourcewellmemberdirectory.Forcustomerswhoarealready members,wewillproactivelyshifttheirprocurementtotheSourcewellcontracttoensuretheyare receivingthebestpossible ratesandserviceprotections.</p> <p>IncentiveAlignment:Wewillalignourteam'sperformancegoalswithSourcewellcontract usage,ensuringthatour"forward-thinking"approachtotechnologyandserviceisalwaysdeliveredthroughtheSourcewellframework.</p> <p>TheBottomLine: ByintegratingSourcewellintoourDNA,wemakeiteasierformemberstosay"Yes"totherightsolution.Weprovidetheprofessionalexpertiseandthetestkitchen,andSourcewellprovidesthecompliantpathwaytogetthegearonthefloorfaster.</p>
<p>4 Are your Solutions available through an e-Procurement or e-Commerce ordering process?</p> <p>If so, describe your system(s) and provide one (1) example of how government and educational customers have used them.</p>	<p>GatorChef currently utilizes a high-touch, expert-led ordering process to ensure maximum accuracy for complex institutional projects. While we do not currently offer a "punch-out" e-procurement catalog, we view digital integration as a key pillar of our future growth strategy.</p> <p>1. Our Current "Expert-Verified" Digital Process We believe that because commercial kitchen equipment is a high-stake technical investment, the initial procurement phase benefits from professional oversight. Our current digital workflow includes:</p> <p>Interactive Digital Quoting: Members receive comprehensive electronic quotes that include technical specs, photos, and Sourcewell-contract pricing. These can be reviewed and approved with a single click, providing a fast, paperless path to purchase.</p>

	<p>ProactiveOrderManagement:Onceamemberapprovesaquote,ourteamhandlesthedigitaldataentryandlogisticstracking,ensuringthetransitionfrom"quote"to"order"isseamlessanderror-free.</p> <p>2.CommitmenttoDigitalGrowthandIntegration Inlinewithourcommitmenttoleveragingnewtechnology,weareactivelyexploringtheimplementationofformale-Procurementande-Commerceintegrations(suchasEDIorpunch-outcatalogs)tosupportourlargerinstitutionalpartners.</p> <p>ScalableSolutions:Werecognizethatformanygovernmentalandeducationalcustomers,internale-procurementplatformsareessentialforadministrativeefficiency.</p> <p>CollaborativeDevelopment:WearepreparedtoworkwithSourcewellmemberstoevaluate theirs specificplatformrequirements.Ourgoalistodevelopadigitalorderin gbridgethatmaintainsourhighstandardoftechnicalverificationwhileprovidingthe "one-click"efficiencyofamoderne-commerceportal.</p> <p>3.Example:StreamlinedInstitutionalProcurement Atypicalexampleofourefficientprocessinvolvesourworkwithschoolnutritiondirectors.Insteadofbrowsingageneric,unverifiedonlinecatalog,thedirectorsendstheirrequirements toourteam.WeprovideaSourcewell-compliantdigitalquotewithin24–48hours.Onceapprovedthroughthemember'sinternal system,wemanagetheentiredigitaltrailtoensuretheequipmentarrivesontimeandaccordingtospec.</p> <p>TheBottomLine: Wearetransitioningfroma"High-Touch"modeltoa"High-Tech/High-Touch"hybrid.Whilewecurrentlyprioritizehumanexpertisetopreventcostlyorder ingerrors,weareeagertocollaboratewithSourcewellmemberstointegrateoursol utionsintotheirpreferredprocurementenvironments.</p>
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Table 5A: Value-Added Attributes (100 Points, applies to Table 5A and 5B)

# Question	Response *
<p>4 Describe any product, equipment, maintenance, or operator training program that you offer to Sourcewell participating entities.</p> <p>Included details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>Gator Chef provides a comprehensive suite of support services designed to ensure Sourcewell members are confident in their equipment before, during, and after the sale. We leverage our nationwide network of manufacturers and authorized service agents to provide these programs in any territory.</p> <p>1. Pre-Purchase Demos We believe members should understand the performance of a piece of equipment before committing to a purchase.</p> <p>Details: We coordinate live equipment demos at nearby factory test kitchens or manufacturer culinary centers.</p>

	<p>Costs: There is typically no cost for the demo itself. Members are only asked to provide or cover the cost of specific food items if they want to test their own recipes/products.</p> <p>2. Operator & Equipment Training Once a solution is implemented, we ensure the staff is prepared to use it safely and efficiently.</p> <p>Details: We coordinate on-site training for team members and staff, usually led by factory-direct representatives or culinary experts. This covers everything from basic operation to daily cleaning protocols.</p> <p>Basic operator training is typically standard for major equipment (e.g., combi-ovens, high-speed ovens).</p> <p>Costs: Standard initial training is usually included. Travel or extended training sessions may incur a fee depending on the manufacturer's policy and location of end user (i.e., very rural areas that may be tough to get to).</p> <p>3. Equipment Start-ups and Commissioning To protect the warranty and ensure peak performance, we coordinate professional equipment start-ups.</p> <p>Details: An authorized service agent (ASA) will visit the site to verify utility connections and perform the initial "firing" of the equipment to factory standards.</p> <p>Costs: This is often included with the purchase of heavy-duty or complex equipment with installations such as a combi oven, but can be an added service for items such as convection ovens, refrigerators, etc. In some situations, such as measuring for a walk-in cooler, hood, serving line, dishwasher, or other custom items Gator Chef is also able to coordinate with the local factory rep, and/or a Gator Chef employee, to do a site visit to confirm dimensions and utilities at no additional cost.</p> <p>4. Maintenance Programs We offer the ability to put together customized Preventative Maintenance (PM) Plans.</p> <p>Details: Working with our network of factory-approved service agents, we can design a schedule for regular filter changes, calibrations, and deep cleaning to extend the life of the asset.</p> <p>Costs: These are optional programs. Costs are determined based on the frequency of visits and the specific pieces of equipment covered.</p>
<p>4 Describe any technological advances that your proposed Solution offers.</p>	<p>Gator Chef is a forward-thinking partner, constantly evaluating new technologies to improve our customers' operations and our own company efficiency. We focus our solutions on three key areas of innovation:</p>

	<p>Equipment Intelligence: We prioritize equipment that utilizes IoT and Connectivity, allowing for remote monitoring, HACCP data logging, and predictive maintenance. This tech helps facility managers prevent downtime before it happens.</p> <p>Operational Efficiency: We stay at the forefront of automation and energy-saving advances (such as high-efficiency burners and programmable interfaces) to reduce utility cost and labor burdens for Sourcewell members.</p> <p>The "Human" Tech Policy: While we embrace technology in our products, we refuse to use it to replace human interaction. We have made a strategic commitment to never use automated customer service systems. We believe that in a high-stakes kitchen environment, it is vital to speak to a real person to solve problems quickly.</p> <p>As technology updates, we will continue to vet and implement the "newest and greatest" solutions that benefit our customers, while maintaining the personal, direct accountability that defines Gator Chef.</p>
<p>4 Describe any "green" initiatives that 3 relate to your company or to your Solutions and include a list of the certifying agency for each.</p>	<p>Gator Chef is dedicated to promoting high-performance, sustainable kitchen environments. Our primary "green" initiative is the proactive promotion of equipment that reduces utility consumption and utilizes environmentally responsible technology.</p> <p>Energy & Water Efficient Solutions: We prioritize the sale of ENERGY STAR® qualified equipment, including high-efficiency convection ovens, steamers, and warewashing units. By guiding members toward these models, we help them significantly reduce their kilowatt-hour and water usage while often qualifying them for local utility rebates.</p> <p>Eco-Friendly Refrigeration: We lead with refrigeration solutions that utilize natural R290 hydrocarbon refrigerants. These systems have an near-zero Global Warming Potential (GWP) and are more energy-efficient than traditional HFC-based units, ensuring our members are ahead of environmental regulations.</p>
<p>4 Identify any third-party issued eco- 4 labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.</p>	<p>Energy Efficiency and Sustainability Certifications Gator Chef specializes in providing high-performance equipment that meets the most rigorous standards for energy conservation. Our primary focus is on the procurement and promotion of ENERGY STAR® certified solutions.</p> <p>ENERGY STAR® Certification: The majority of our primary solutions—including refrigeration, cooking equipment, and warewashing units—carry the ENERGY STAR® label. This ensures that Sourcewell members receive equipment that has been third-party verified to reduce energy and water consumption while maintaining</p>

	<p>ngpeakperformance.</p> <p>State-SpecificRebatePrograms:Weactivelyworkwithourmemberstomaximizetheirreturnoninvestmentbyidentifyingstate-specificenergyrebates.Dependingonthemember'slocation,manyoftheEnergyStarmodelsweprovidequalifyforsignificant"instant"or"mail-in"rebatesfromlocalutilitycompanies(suchasComEd/NicorinIllinoisorsimilarprograms nationwide).Wehelpcoordinatethetechnicaldocumentationneededtoensurememberstakefulladvantageoftheseeadditional savings.</p> <p>ByfocusingonEnergyStarsolutionsandlocalincentiveprograms,weprovideSourcewellmemberswitha"doublewin":alowerinitialnetcostthroughrebatesandlong-termssavings throughreducedutilitybills.</p>
<p>4 Whatuniqueattributesdoesyourcompany, yourproducts, or yourservicesoffertoSourcewellparticipatingentities?</p> <p>5 Whatmakesyourproposedsolutionuniqueinyourindustryasitapplies toSourcewellparticipatingentities?</p>	<p>GatorCheffoffersauniquecombinationofdeeptechnicalexpertise,"on-the-line"experience,andapersonalcommitmenttothesuccessofourcustomers.Unlikestandardequipmentdealerswhofocusstrictlyonvolume,ourproposedsolutionsaredrivenbyaconsultative,expertise-ledapproach.</p> <p>1. Professional Leadership and Practical Expertise Ourteamisn'tjustagroupofsalesrepresentatives;weareindustryveteranswhounderstandthe"nutsandbolts"ofacommercialkitchen.</p> <p>CFSP Certification: OurVicePresidentofSalesandOperationsisCertifiedFoodserviceProfessionals(CFSP).Thisistheindustry's"goldstandard"credential,requiringamaster-levelunderstandingofkitchendesign, equipmentfunction, andfoodsafety. Thislevelofexpertiseattheleadershiplevelensures everyprojectwetouchisbackedbyprofessionalstandards.</p> <p>Former Culinary Professionals: Ourteamincludesformerchefswhohavespentyearsbehindtheline.Wespeakthelanguageofthekitchenandunderstandthereal-worldpressures thatSourcewellmembersface, fromtightschoollunchschedules totherigorousdemands ofinstitutionalfacilities.</p> <p>2. Trusted Industry Reputation Ourcommitmentto"doingrightbythecustomer" isreflectedinourpublictrackrecord.Wemaintainanexceptionalreputationwithahighvolumeof5-starGoogle reviewsandanA+ratingwiththeBetterBusinessBureau. Memberschooseusbecause theyknowtheyaregettinghonest, expertadvice.Wefocusonfindingthecorrectsolutionthatfitsthemember'sbudgetandutilities, evenifitmeansasmallersaleforustoday.</p> <p>3. Deep-Rooted Manufacturer Relationships Sinceourstartin1982,wehavebuiltironcladrelationships withtheworld'sleadingequipmentmanufacturers. Thesepartnershipsallowusto</p>

	<p>offer unique benefits to Sourcewell members:</p> <p>Direct Advocacy: When a member has an issue, we have the "internal" phone numbers at the factory to get answers and priority service.</p> <p>Exclusive Insights: We are often among the first to see and test new technologies, ensuring we provide members with the most forward-thinking solutions.</p> <p>4. The "Post-Sale" Philosophy What truly makes our solution unique is that we don't "move on" once the crate hits the dock. We act as a long-term partner for the member, managing everything from initial culinary demos and staff training to warranty advocacy. To us, a sale is the start of the relationship, not the end.</p>
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Table 5B: Value-Added Attributes

#	Question	Certification	Offered	Comment
46	Select any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certification that your company or hub partner has obtained. Upload documentation and a listing of dealerships, HUB partners or resellers if available. Select all that apply.		Yes No	Gator Chef is currently not an approved WBE, however we are currently in the process of becoming one. As we are owned by a woman, Jeanine Wartan, we are in the process of this certification.
47		Minority Business Enterprise (MBE)	Yes No	NA
48		Women Business Enterprise (WBE)	Yes No	Gator Chef is currently not an approved WBE, however we are currently in the process of becoming one. As we are owned by a woman, Jeanine Wartan, we are in the process of this certification.
49		Disabled-Owned Business Enterprise (DOBE)	Yes No	NA
50		Veteran-Owned	Yes	NA

		Business Enterprise (VBE)	No	<input type="radio"/>
51		Service-Disabled Veteran-Owned Businesses (SDVOB)	Yes No	NA
52		Small Business Enterprise (SBE)	Yes No	NA <input type="radio"/> <input type="radio"/>
53		Small Disadvantaged Business (SDB)	Yes No	NA
54		Women-Owned Small Business (WOSB)	Yes No	NA <input type="radio"/> <input type="radio"/>

Table 6A: Pricing (400 Points, applies to Table 6A and 6B)

Provide detailed pricing information in the questions that follow below.

#	Question	Response *
5	Describe your payment terms and accepted payment methods.	<p>GatorChef offers a flexible financial framework designed to align with the diverse procurement needs of Sourcewell members. We lead with a "Partnership First" approach, ensuring that our terms support the project's success while maintaining the financial integrity of the transaction.</p> <p>1. Standard Payment Terms For all public, educational, and non-profit entities, our primary goal is to accommodate standard institutional accounting cycles:</p>

NET30 Terms: We offer NET30-day payment terms upon the receipt of an authorized Purchase Order (PO).

Account Onboarding: To establish these terms, we may request a standard credit application to be kept on file. This allows our "Offensive Line" back-office team to ensure all financial rails are cleared before the equipment leaves the factory.

2. Custom and Large-Scale Projects
For specialized solutions—such as custom-fabricated stainless steel or high-value "made-to-order" cooking suites—our preferred structure includes a 50% deposit.

Case-by-Case Flexibility: We understand that for certain governmental or educational entities, deposits can be administratively difficult. We are happy to work with members on a case-by-case basis to find a milestone payment or deposit structure that satisfies both the manufacturer's requirements and the member's internal regulations.

3. Accepted Payment Methods
Gator Chef provides several pathways for payment to ensure administrative ease for the member:

Check & ACH: Standard business checks and secure electronic transfers (ACH/Wire) are our preferred methods for large equipment purchases.

Credit Card & P-Cards: We accept all major credit cards. Please note that credit card transactions are subject to a 3% surcharge to cover processing fees.

4. Late Payment Policy and Transparency
While our standard terms include a 1.5% per month interest charge for payments exceeding 30 days, we view this strictly as a "last resort." We prioritize transparency and communication. Rather than leaning on automated penalties, we ask for an open dialogue. We will always work with our Sourcewell partner stores to resolve timing issues through collaboration.

5. 3rd-Party Financing and Leasing
For members looking to preserve capital or stretch

	<p>htheirannualbudget,weofferaccessto3rd-partyfinancingandleasingoptions.</p> <p>SpecializedLenders:Wemaintainpartnershipswithlenderswhospecializeincommercialfoodserviceequipment.</p> <p>ApplicationAssistance:Ourteamishappytoassistmemberswiththeapplicationprocess,ensuringthelenderhasallnecessarySourcewell-compliantquotesandtechnicalspecificationstoexpediteapproval.</p> <p>TheGatorChefAdvantage: Weprovidethefinancialstabilityofamajordistributorwiththepersonaltouchofafamily-ownedbusiness.Byofferingfivedistinctpathwaysforpaymentandfinancing—andbeingwillingtonegotiatetermsforcustomwork—weensurethatthe"boring"partoftheprojectneverstandsinthewayofgettingtherightequipmentintoyourkitchen.</p>
<p>5 Describe any leasing or financing options available for us 6 by educational or governmental entities.</p>	<p>GatorChefunderstandsthatcapitalequipmentrepresentsasignificantinvestmentforanyinstitution.TohelpSourcewellmembersmanagetheircashflowandmaximizetheirannualbudgets,weprovideflexiblefinancingpathwaysthroughournetworkofspecialized3rd-partyleasingpartners.</p> <p>1.Strategic3rd-PartyPartnerships Wemaintainactiverelationshipswithindustry-leadingfinancingfirmsthatsspecializespecificallyincommercialfoodserviceequipment.Thisspecializationiskeybecausethesepartnersunderstandthelong-termvalueandlifecycleoftheassetsbeingpurchased,whichoftenleadstomoretailoredsolutionsforthemember.</p> <p>2.FlexibleSolutionsforPublicandPrivateEntities WerecognizethatthefinancingneedsofaK-12schooldistrictoramunicipalgovernmentrequirespecializedattention.Weworkwithourpartnerstofacilitatevariousoptions,including:</p> <p>OperatingLeases:Allowingmemberstousetheequipmentforasettermwithoptionstoupgrade,ensuringtheirkitchensalwaysfeaturethelatest,mostenergy-efficienttechnology.</p> <p>CapitalLeases:ProvidingastructuredpathtowardownershipthatalloWSforequipmentacquisition</p>

	<p>while spreading the cost over the asset's useful life.</p> <p>Customized Terms: Working to align lease payments with the member's fiscal year or specific grant funding cycles.</p> <p>3. High-Touch Application Assistance In keeping with our "human-first" service model, we act as a dedicated facilitator throughout the financing process:</p> <p>Simplified Application Process: Our team is happy to assist the entity in gathering the necessary equipment specifications and documentation required for a 3rd-party application.</p> <p>Coordinated Quoting: We ensure the financing partner receives an accurate, Sourcewell-compliant quote that includes all necessary accessories, installation, and service fees to ensure the total project is covered.</p> <p>Consultative Support: We help members evaluate which financing path best meets their needs, ensuring they can acquire high-quality equipment without being limited by immediate capital availability.</p> <p>The Gator Chef Advantage: We view financing as a tool to help Sourcewell members solve operational problems. By providing a budget of vetted 3rd-party leasing options, we ensure that school nutrition directors and facility managers can stay focused on their mission while we handle the logistics of equipment acquisition.</p>
<p>5 Describe any standard transaction documents that you 7 propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.).</p> <p>Upload all template agreements or transaction documents which may be proposed to Participating Entities.</p>	<p>Our documentation is designed to clear the administrative path for members, ensuring that every stakeholder—from the Chef to the Business Office—recognizes the contract protections in place. We are uploading templates of our quote, our sales order, and our final invoice for review.</p> <p>1. Integrated Contract Identification Every transaction document issued under this agreement will feature the Sourcewell Contract Number (e.g., "Sourcewell Contract #1234") prominently at the top of the header.</p> <p>Immediate Verification: This ensures that participating entities can immediately verify that the price</p>

ngandtermsappliedarecompliantwiththeaward edagreement.

AuditReadiness:Byhard-codingthecontractnumberintotheQuote,Sales Order,andInvoice,weprovideaclean"papertrail "forinternalauditsandstateagencyreviews.

2.UniversalGovernanceFootnote

Tomaintainconsistencyandprotectionforthe member,astandardizedlegalfootnoteisincludedatt hebottomofallthreeprimarydocuments:

"AllsalesunderthiscontractaregovernedbySta ndardGatorChefSourcewellTermsandCondi tions.PleasecontactyourdedicatedGatorChefre presentativeforfulldetailsortoinitiatetheproces sforobtainingStandardNetTermsforyourinstitut ion."

Thisfootnoteservesasaconstantreminderofthe specializedprotections,disputeresolutionproto cols,andservicelevelagreements(SLAs)afford edtoSourcewellmembers,regardlessoftheproj ect'ssizeorcomplexity.

3.DocumentLifecycleTransparency

TheQuote:Providesadetailedbreakdownofequ ipment,specificSourcewellmemberpricing,and estimatedlogisticscosts,clearlytiedtotheSourc ewellaward.

TheSalesOrder:Servesastheformalconfirmati onoftheprojectscope,onceagainreferencingth eSourcewellcontracttoensurethetransitionfro mquotetoorderisseamless.

TheInvoice:Thefinalfinancialrecord,whichmirr orstheinitialquoteandsalesorder,ensuringthatt hefinalbillingalignsperfectlywiththecooperativ e'scompetitivelysolicitedpricing.

TheGatorChefAdvantage:

Asanindependently,family- owneddealer,wehavetheagilitytocustomizeour ERPsystemtomeetthespecificreportingneeds ofSourcewellmembers.Byputtingthecontractn umber"frontandcenter,"weeliminatetheguess workandprovideourmemberswiththepeaceof mindthattheirprocurementisfullycompliantand professionallymanaged.

5 DoyouaccepttheP-

GatorChefrecognizesthatP-

<p>8 card/creditcardprocurementandpaymentprocess?Ifso,isthereanyadditionalcosttoSourcewellparticipatingentitiesforusingthisprocess?</p>	<p>cards(ProcurementCards)andcreditcardsareessentialtoolsformanygovernmentandeducationalentitiestostreamlinetheirday-to-daypurchasing.WearehappytosupportthesepaymentmethodstoprovideSourcewellmemberswithmaximumflexibility.</p> <p>1.AcceptanceofP-CardsandCreditCards WeacceptallmajorcreditcardsandP-cardsfortheacquisitionofequipment,smallwares,andservices.Weunderstandthatforaschoolnutritiondirectorormunicipalmanager,theabilitytouseacardcansignificantlyreduceadministrativeleadtimesandspeedupthedeliveryofcriticalsolutions.</p> <p>2.CosttoParticipatingEntities Inlinewithourcommitmenttotransparency,we wanttoensuremembersareawareoftheprocessin gcostsassociatedwithcardpayments:</p> <p>3%Surcharge:AllcreditcardandP-cardtransactionsaresubjecttoa3%surcharge.</p> <p>CostComparison:Thisfeeisappliedtocoverthemerchantprocessingcostsassociatedwiththehigh-limitcommercialcards.Formemberslookingtoavoidthisadditionalcost,wecontinuetoofferandrecommendCheckerACHpayments,whichcarrynoadditionalcharges.</p> <p>3.CommitmenttoDigitalGrowth Whilewecurrentlyapplyasurcharge tocoverprocessingcosts,weareconstantlyevaluatingourfinancialtechnologyandvendorpartnerships.As partofourcommitmenttogrowthandtechnology, wewillcontinuetolookintomoreintegratede-procurementandpaymentsolutionsthatcouldpotentiallyofferevenmorestreamlinedandcost-effectivewaysforSourcewellmemberstosettletheiraccounts.</p>
<p>5 Describe your pricing model (e.g., line-item discounts or product-category discounts).</p> <p>9 Providedetailedpricingdata(includingstandardorlistpricingandtheSourcewelldiscountedprice)onalloftheitems thatyouwantSourcewelltoconsideraspartofyourRFPresponse.</p> <p>Ifapplicable,provideaSKUforeachiteminyourproposal .Uploadyourpricingmaterials(ifapplicable)inthedocu</p>	<p>GatorChefutilizesaManufacturer-DirectLine-ItemDiscountmodel.Ratherthanapplyingaflat, genericpercentageacrossbroadcategories,we havenegotiatedspecific,aggressivediscountsof everymanufacturerincludedinthisproposal.</p> <p>1.IntegratedVolumePricing Wehavealreadyincorporatedsignificantquantityandvolumediscountsdirectlyintothepricingstructuresubmittedwiththisproposal.</p>

mentuploadsectionofyourresponse.

By "baking in" these deep discounts at the contract level, we ensure that Sourcewell members receive our best possible rates immediately.

This approach eliminates the need for time-consuming negotiations and provides a standardized, high-value baseline for every purchase, from a single unit to a full kitchen outfitting.

2. Project-Specific Volume Advocacy
In addition to our standard contract pricing, we recognize that large-scale "roll-outs," multi-site upgrades, or major kitchen renovations may present opportunities for even deeper savings.

"Call Gator Chef First" Strategy: To maximize savings, it is critical that the Sourcewell member contacts Gator Chef at the onset of the project. By involving us from the start, our team can engage the manufacturer immediately to register the project.

Early Factory Negotiation: Contacting us first allows us to work with the factory to secure the best possible pricing from the very beginning. Many manufacturers offer additional price support for large-volume projects, but this support is often most effective when negotiated before the specifications are finalized.

Consultative Review: Our sales representatives will evaluate the project scope for potential additional volume discounts beyond the standard Sourcewell contract.

Manufacturer-Specific Support: Because these extra discounts are highly dependent on the product brand and the specific volume, our team will utilize our Platinum and Diamond-level status to advocate for "deviated pricing" on behalf of the member.

Agility: This ensures that for high-volume orders, the member isn't just getting a "book price," but the absolute floor price the manufacturer is willing to support for that specific project.

3. Detailed Price File Submission
Accompanying this proposal is a comprehensive electronic price file that provides full transparency

	<p>y into our pricing structure. This file is designed to be easily navigable by procurement officers and includes:</p> <p>Manufacture name</p> <p>Product Category & Description: Grouped by functional use (e.g., Refrigeration, Cooking, Smallwares).</p> <p>Source well Discounted Price: The final, "best-available" price offered to participating entities based on a discount percentage from list price.</p> <p>Calculated Discount Percentage: Clearly showing the various discount levels applied to each line item.</p> <p>4. K-12 and SFA-Specific Pricing All price lists submitted have been audited for K-12/SFA compliance. *These lists serve as the primary "Price Document" required by the USDA for the use of federal funds.</p> <p>We have prioritized "Buy American" compliant items within these lists to help school nutrition directors meet federal mandates effortlessly.</p> <p>5. Pricing for Services and Custom Solutions For "Equipment-Related Services" (Installation, Design, Disposal), we utilize a Project-Based Quote model.</p> <p>While equipment pricing is fixed via the Source well contract, labor and logistics are quoted as transport line items based on the specific scope of work, geographic location, and site complexity.</p> <p>Note: We have included a .zip file which will include a price book pdf for both K-12 and Non-K-12 which shows the discount off of list pricing for Gator Chef is offering. We are also including in that .zip file all the price books of the manufacturers we're including.</p>
<p>6 Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>Gator Chef provides a high-value, transparent pricing model based on a percentage discount from the Manufacturer's Suggested Retail Price (MSRP) or List Price. Because we represent a diverse portfolio of manufacturers—ranging from heavy-duty cooking equipment to specialized smallwares—the discount structures are tailored to each</p>

pecificbrand.

1. Manufacturer-Specific Discount Ranges
To provide the most accurate value to Sourcewell members, we utilize a tiered discount system. Our pricing represents a range of 0% to 70% off List Price.

Equipment & Heavy Duty Goods: Typically fall within a range of 30% to 60% off List, depending on the brand's specific dealer-tier structure.

High-Volume Smallwares: Often feature the deepest discounts, sometimes reaching up to 70% off List for bulk or commodity-style items.

2. Comprehensive Discount Reference Sheet
To ensure absolute clarity for the procurement officer, Gator Chef has included a Corresponding Discount Summary Sheet within our pricing submission. This document serves as a "roadmap" for our proposal and includes:

Manufacturer Name & Category: Clear identification of the brand and the types of solutions they provide.

Standard Sourcewell Discount Percentage: The baseline discount applied to the manufacturer's current pricelist.

Technical Notes & Exceptions: *Custom Solutions: Notes regarding custom-fabricated items where "custom pricing" is required based on individual project specifications.

Volume Opportunities: Indicators for brands where "additional project-specific discounts" may be negotiated with the factory for high-volume orders.

3. Best Available Pricing Commitment
It is important to note that the discounts represent ed in our price files are our "Best Available" contracts. We have already negotiated these percentages to include volume considerations, ensuring that even a single-unit purchase by a Sourcewell member reflects the buying power of the entire cooperative.

The Gator Chef Advantage:

	<p>We provide a "no-surprises" pricing model. By documenting the exact discount range for every factory—and providing a summary sheet to help you navigate those differences—we ensure that Sourcewell members can audit their saving effortlessly and move forward with total confidence in their procurement compliance.</p>
<p>6 Describe any quantity or volume discounts or rebate program that you offer.</p>	<p>Gator Chef is committed to providing Sourcewell members with the most competitive and transparent pricing available. Our philosophy is to lead with our strongest position to ensure every member, regardless of size, can maximize their budget.</p> <p>1. Integrated Volume Pricing We have already incorporated significant quantity and volume discounts directly into the pricing structure submitted with this proposal.</p> <p>By "baking in" these deep discounts at the contract level, we ensure that Sourcewell members receive our best possible rates immediately.</p> <p>This approach eliminates the need for time-consuming negotiations and provides a standardized, high-value baseline for every purchase, from a single unit to a full kitchen outfitting.</p> <p>2. Strategic Rebate Assistance While our primary contract pricing is comprehensive, we act as a specialized advocate for Sourcewell members to find additional external savings:</p> <p>Energy Utility Rebates: Many of the high-efficiency and Energy Star-rated units we provide qualify for state or local utility rebates. Because these programs vary by geography (e.g., Illinois vs. Texas), our team is happy to research and identify potential "instant" or "mail-in" rebates available in the member's specific area to further reduce their net cost.</p> <p>Manufacturer-Specific Rebates: We maintain constant communication with factory representatives to identify any temporary "end-of-quarter" or "seasonal" rebates that can be applied to a member's purchase on top of their Sourcewell rate.</p> <p>3. Manufacturer Promotions and Price Deviation</p>

	<p>S</p> <p>Asan"OffensiveLine"partnerforourclients,wear ealwayswillingtopushforextravalue:</p> <p>FactoryPromotions:Manufacturersoccasionall yofferlimited- time"specialbuys"orpromotions.Intheseinstan ces,GatorChefiseagertoexploreextendingthes eadditional savingstoSourcewellmembers,pro videdthedeiatedpricingisverifiedandapprove dascompliantwithintheSourcewellframework.</p> <p>AdvocacyforLarge- ScaleProjects:For significant, multi- unitcapitalprojects,weutilizeourPlatinumandDi amond- levelstatuswithvendorstoadvocateforevendee per"one- off"pricesupport.Whilewecannotguaranteeafu rtherreductionbeyondouralreadyaggressiveco ntractrates,wewillalwayspushourmanufacture rstoprovidethebestpossibledealforthemember .</p> <p>TheGatorChefAdvantage: Weleadwithtransparency.Byintegratingvolum ediscountsinetoourstandardSourcewellpricing, weensurethatevery schoolNutritiondirectorandf acilitymanagerhasimmediateaccesstoourbest rates.Wethenlayeronourexpertisetohuntforreb atesandfactorypromotions,ensuringthememb er'sbudgetgoesasfaraspossible.</p>
<p>6 Proposeamethodoffacilitating"sourced"productsorrel 2 atedservices,whichmaybereferredtoas"openmarket"i temsor"non- contracteditems".Forexample,youmay supplysuchite ms"atcost"or"atcostplusapercentage,"oryoumay sup plyaquoteforeachsuchrequest.</p>	<p>GatorChefprovidesastreamlinedapproachto"o penmarket"itemstoensureSourcewellmember scanreceiveacomplete,turnkeysolutionwithout theadministrativeburdenofmanagingmultiplen on-contractedquotes.</p> <p>1.IntegratedAncillaryItems Foranymanufacturerincludedinourprimarypric elist,GatorChefwilladdallaccessories,extende dwarranties,andotherancillaryitemsatthesame discountstructureassociatedwiththatspecificm anufacturer'scontract.</p> <p>Consistency:Ifyouarepurchasingaconvectiono venata55%discount,theassociatedracks,stan ds,andstackingkitswillalsoreflectthat55%disco unt.</p> <p>TurnkeySolutions:Thisensureshatthe"smallp</p>

arts"—which are often overlooked—are covered under the same aggressive Sourcewell pricing as the primary unit.

2. "As-Is" Quoting for Sourced Products

We recognize that the food service industry is vast, and members may occasionally require highly specialized items that fall outside our primary contracted price structure. For these "open market" requests:

Direct Quoting: For any item Gator Chef has access to that is not on the established price structure, we will provide a comprehensive quote on an "as-is" basis.

Transparency: These quotes will be clearly identified as non-contracted items, allowing the member to review their market-competitive rate alongside their Sourcewell-contracted items.

Sourcing Expertise: Our procurement team will leverage our industry-wide network to source these items at the best possible value, even if they are not part of our standard core catalog.

3. Strategic Sourcing Philosophy

Our background as an "Offensive Line" partner means we don't just provide what's on the list; we provide what is needed to win the project.

We act as a single point of contact for the member, managing the logistics and technical verification of both contracted and "sourced" items to ensure total system compatibility.

This "One-

Stop" method reduces the member's procurement time and ensures that specialized accessories or non-standard parts are vetted by our technical team before delivery.

The Gator Chef Advantage:

We eliminate the "hidden costs" of equipment procurement. By extending contract discounts to all ancillary items and providing transparent, "as-is" quotes for sourced products, we ensure Sourc

	<p>ewellmemberscanfulfilltheirentireequipmentrequirementthroughasingle,compliantpathway.</p>
<p>6 Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, setup, mandatory training, or initial inspection.</p> <p>Identify any parties that impose such costs and their relationship to the Proposer.</p>	<p>While our standard quotes are designed to be "turnkey"—inclusive of delivery, installation, startup, removal, and other necessary items noted at the time of the quote—the following elements may incur additional charges:</p> <p>1. Project Delay & Storage Fees If a project is delayed due to site conditions or external factors not caused by Gator Chef, and the equipment has already been staged or received, a storage fee may be applied.</p> <p>When it applies: Typically when equipment must be held in a secure, climate-controlled facility beyond the originally scheduled delivery window.</p> <p>Party imposing cost: Any storage fees needed due to external factors for delays will be passed along to the member.</p> <p>2. On-Site Professional Services (Travel & Expenses) For projects requiring the physical presence of a Gator Chef team member—such as a specialized site visit, complex project management, or advanced technical consultation—additional charges may apply for:</p> <p>Airfare & Transportation: Standard commercial rates.</p> <p>Lodging: Reasonable hotel accommodations.</p> <p>Per Diem: Standard daily allowance for meals and incidentals.</p> <p>Party imposing cost: Travel expenses to be paid by the member.</p> <p>3. Site-Specific Infrastructure Requirements As a restaurant equipment and supply specialist, our pricing does not include:</p> <p>Utility Connections: Final connections to gas, water, or electrical lines must be performed by licensed tradespeople (plumbers/electricians) as per local building codes.</p> <p>Structural Modifications: Any necessary change</p>

	<p>stofloors,walls,or ceilingstoaccommodatenew equipment(e.g.,floorsinksorreinforcedwalls).</p> <p>Partyimposingcost:Thirdpartycontractorstobe paidbytheSourcewellmember,GatorChefcana ssistinvariouscaseswithsourcingcontractorso nareferralbasisincertainsituations.</p>
<p>6 If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.</p>	<p>Because our portfolio includes a wider range of manufacturers, each with distinct logistical requirements, we do not apply a "one-size-fits-all" shipping fee. Instead, we coordinated directly with the member to build a custom logistics plan for every order.</p> <p>1. Consultative Logistics Coordination At the time of the initial quote, a Gator Chef representative will work closely with the Sourcewell member to identify all site-specific needs.</p> <p>Factory Freight Policies: We evaluate the specific freight policy of each manufacturer involved in the order.</p> <p>Variable Costs: Depending on the brand and order volume, some items may qualify for free freight, while others may incur standard factory shipping charges.</p> <p>Site Evaluation: We confirm delivery variables such as the need for a lift gate, residential delivery constraints, or inside delivery requirements to ensure the quote reflects the final cost of acquisition.</p> <p>2. Comprehensive Delivery and Installation Services For members requiring more than a standard dock-to-dock drop-off, we offer full-service logistics management.</p> <p>Standard Delivery: Basic shipping to the member's facility or designated receiving dock.</p> <p>Turnkey Delivery & Install: If requested during the quoting phase, we can include white-gloved delivery, uncrating, setting in place, and the removal of old equipment.</p> <p>Project Inclusion: As long as these delivery and installation requirements are identified upfront, they will be provided as a transparent, inclusive line item on the project quote.</p>

	<p>3. Freight Transparency We act as the member's advocate with the factories to minimize logistic overhead.</p> <p>Consolidated Shipping: Whenever possible, we coordinate with manufacturers to consolidate shipments to reduce the overall freight burden on the project.</p> <p>No Hidden Fees: By identifying the specific freight and delivery charges at the time of the quote, we ensure the member has a complete financial picture before any commitment is made.</p>
<p>6 Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshoredelivery.</p>	<p>We recognize that delivery to non-continental locations requires an extra level of logistical precision. Our approach focuses on clear and-off and professional support at the local level.</p> <p>1. Freight Forwarder Coordination For any equipment moving outside the continental USA, Gator Chef will coordinate directly with the member's designated Freight Forwarder.</p> <p>Continental Leg: We manage the shipping and tracking of all equipment from the manufacturer or our warehouse to the member's specified U.S. port of forwarder terminal.</p> <p>Hand-Off Protocol: Once the equipment is received and signed for by the freight forwarder, the responsibility for the remaining transit, customs (if applicable), and final delivery rests with the member and their forwarding partner.</p> <p>2. Local Service and Installation Assistance Navigating installation and startup in offshored locations can be challenging. To support the project's success, we offer technical guidance:</p> <p>Agency Sourcing: If delivery, installation, or initial startup service is required at the final destination, Gator Chef can assist the member in locating a qualified local service agency.</p> <p>Network Utilization: We leverage our manufacturer relationships to identify authorized service providers in your specific region to ensure all warranties remain valid and the equipment is set up according to factory specifications.</p>

	<p>3. Transparent Terminology To prevent any confusion regarding international or offshore shipments, we clarify the following:</p> <p>Documentation: We provide all necessary packing lists and commercial invoices required for the domestic leg of the shipment to ensure a smooth transition to your forwarder.</p> <p>Risk Management: We recommend that member coordinate with their freight forwarder to ensure appropriate insurance is in place for the ocean or international transit portion of the journey.</p>
<p>6 Describe any unique distribution, delivery, and/or deployment methods or options offered in your proposal.</p>	<p>1. Local Accessibility and Pickup Gator Chef is centrally located in the Chicago, IL area (specifically Lisle, IL), providing a major logistical advantage for members in the Midwest.</p> <p>Member Pickup: Any Sourcewell member has the option to pick up equipment directly from our facility.</p> <p>Regional Delivery: We offer direct delivery service to any member within our regional reach.</p> <p>2. National Distribution Network Beyond our central hub, we utilize a massive network of manufacturer distribution centers located across the entire United States.</p> <p>Expedited Shipping: By shipping equipment from the distribution center closest to the member's facility, we significantly reduce transit times and shipping costs.</p> <p>Remote Pickup Options: Many of our manufacturing partners allow for member pickup directly from their regional distribution centers, providing maximum flexibility for urgent equipment needs.</p> <p>3. Service-First Deployment Philosophy At the core of this proposal is our commitment to the member's success and satisfaction.</p> <p>Turnkey Delivery: We can deliver to any member, regardless of location, ensuring consistent service across the country.</p> <p>Proactive Problem Solving: We view this contract as a partnership; we will do everything within our power to ensure each member is taken care of, from coordinating complex deliveries to managing ex</p>

	<p>pedited freight.</p> <p>Collaborative Logistics: We work with our customer base, adapting our deployment methods to fit the member's specific facility constraints or project timelines.</p>
<p>6 Specifically describe any self-</p> <p>7 audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell.</p> <p>This process includes ensuring that Sourcewell participating entities obtain the proper pricing.</p>	<p>Our compliance process is built on high-visibility markers and systematic tracking to eliminate manual errors and ensure the integrity of the cooperative agreement.</p> <p>1. Systematic Identification and Tagging We leverage our quoting system—which serves as our primary Customer Relationship Management (CRM) tool—to categorize every Sourcewell project at its inception.</p> <p>Dual-Layer Categorization: Every record is labeled as both the specific Institutional Customer (e.g., "Lincoln High School") and a Sourcewell Contract Participant.</p> <p>End-to-End Tracking: This digital "tag" follows the project through every stage of the lifecycle—Quote, Sales Order, and Invoice—allowing our leadership team to pull comprehensive compliance reports and track jobs from start to finish.</p> <p>2. ERP Integration and Pricing Automation As part of our commitment to Sourcewell, we are actively collaborating with our ERP software provider to enhance our automated pricing capabilities.</p> <p>Automated Contract Pricing: We are working to import our specific Sourcewell price file directly into our ERP system.</p> <p>Member-Triggered Discounts: Once a member is identified and noted in our ERP as a Sourcewell participant, our goal is to have the system automatically apply the awarded contract pricing. This removes manual entry risks and ensures the member receives their protected discount immediately.</p> <p>3. Transactional "Front-and-Center" Verification As demonstrated in our uploaded templates, we have integrated the Sourcewell Contract Number into the header of all transaction documents.</p>

	<p>Internal Compliance Check: Placing the contract number (e.g., "Sourcewell Contract #1234") at the top of the quote ensures our team handles the account according to the specific awarded terms.</p> <p>Member Transparency: By placing the contract number prominently on the Quote, Sales Order, and Invoice, we empower the member to perform their own real-time audit, confirming that their purchase is protected by Sourcewell terms.</p> <p>4. Leadership Oversight of Deviated Pricing For large-scale projects or high-quantity orders where "better-than-contract" pricing is possible, we perform a manual leadership review.</p> <p>Quantity-Based Deviations: Our leadership team reviews Sourcewell quotes to identify opportunities for even deeper deviated pricing based on volume or specific items requested.</p> <p>Manufacturer Coordination: We work as the member's "Offensive Line" to confirm that all available factory-direct discounts have been applied before the quote is finalized.</p> <p>5. Governance and Terms Review Our universal footnote—noting that all orders are governed by Standard Gator Chef Sourcewell Terms and Conditions—acts as a final compliance safeguard. This ensures that every transaction adheres to the established Service Level Agreements (SLAs) and legal protections of the Sourcewell award.</p> <p>The Gator Chef Advantage: Because we are an independently, family-owned dealer, our leadership team maintains direct oversight of our CRM and quoting systems. We don't rely on a distant corporate compliance office; instead, we build the protection directly into our daily workflow, ensuring that every Sourcewell member is treated with the loyalty, commitment, and financial accuracy they deserve.</p>
<p>6 If you are awarded an agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.</p>	<p>Strategic Success Metrics & Performance Oversight As an independently owned organization, Gator</p>

Chef views the Source well award as a cornerstone of our long-term growth strategy. Whether we are managing a high volume of small ware orders or large-scale facility renovations, we are excited for the opportunity to serve the Source well membership. To ensure we are delivering on our "Offensive Line" promise, we will track the following internal metric to measure the success of this agreement:

1. Cumulative Sales and Growth Velocity
We will track total contracts sales volume as a primary indicator of our market penetration.

Success Indicator: We will monitor our "dollars sold" to evaluate how we are performing compared to previous periods, ensuring we have the inventory and staff capacity to support increasing demand.

2. Quarterly Leadership Review and Strategy
Our leadership team will conduct a formal Quarterly Program Review to analyze our performance data.

Success Indicator: These meetings will focus on identifying where we have succeeded quarter-over-quarter and, more importantly, how we can continue to strengthen our partnerships with Source well members so both parties grow together.

3. Member Acquisition and Geographic Diversity
We will track the total number of unique Source well entities served.

Success Indicator: Our goal is to expand beyond our strong Illinois foundation and provide equipment solutions to education and government members in all 50 states, utilizing our national manufacturer distribution network.

4. Quote-to-Order Conversion and Accuracy
Using our integrated CRM and quoting system, we will track the speed and accuracy of our response to member inquiries.

Success Indicator: We aim for a high conversion rate by ensuring every Source well quote is delivered with best-in-class pricing and clear logistical coordination, regardless of order size.

5. Member Retention and Loyalty
We will monitor repeat order frequency from Sourcewell participants.

Success Indicator: Because our business is built on Family, Loyalty, and Commitment, a key metric of success is a member returning to Gator Chef for their subsequent projects.

The Gator Chef Advantage: The Evolution of Equipment Procurement

"While we are a 'young' entity in the world of national procurement contracts, we view our agility as our greatest strength. For too long, the food service equipment industry has relied on antiquated, slow-moving processes that no longer serve the modern needs of school districts and government agencies.

Beyond the Antiquated Model: We aren't here to do things the way they've always been done. We have built a modern, tech-forward infrastructure—from our integrated CRM system to our automated ERP coordination—to ensure the Sourcewell member experience is seamless and efficient.

Evolving with the Member Base: As the needs of Sourcewell members grow and change, Gator Chef is positioned to evolve alongside them. We understand that modern procurement requires more than just a catalog; it requires a partner who can provide technical demonstrations, labor-saving solutions, and real-time logistical tracking.

Sustainable Partnership: We aren't just looking for large-scale growth; we are looking for successful, sustainable partnerships. By combining rigorous data tracking with active leadership oversight, we ensure that every member—from a small rural school to a large municipal agency—receives the dedicated, family-style service that Gator Chef was founded upon.

We are here to lead the evolution of this industry, ensuring that both Gator Chef and our Sourcewell partners succeed and grow together in a modern, transparent, and high-performance marketplace."

6 Provide a proposed Administration Fee payable to Sourcewell

Gator Chef proposes a standardized Administration Fee

Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The proposed Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.

ive Feet to be paid to Sourcewell in consideration for the extensive support, cooperative procurement framework, and marketing services provided under this Master Agreement.

1. Stated Percentage Fee

Gator Chef hereby proposes an Administrative Fee of 2% (two percent) of the total purchase price for all completed transactions to Participating Entities utilizing this Agreement.

Universal Application: This 2% fee will apply to all equipment, smallwares, and related services processed through the Sourcewell contract.

Calculation Basis: The fee will be calculated based on the net sales price (excluding taxes and separate freight charges where applicable) of all completed transactions within the defined Reporting Period.

2. Commitment to Reporting and Compliance

As an independently owned dealer, we maintain direct oversight of our CRM and ERP systems, allowing us to accurately track and report every Sourcewell transaction.

Timely Remittance: Gator Chef commits to the timely reporting of sales and the prompt remittance of the Administrative Fee in accordance with the schedule defined in the Master Agreement.

Audit Transparency: Our "front-and-center" contract labeling on all Quotes, Sales Orders, and Invoices ensures that every dollar subject to the Administrative Fee is easily identifiable and verifiable during the reporting process.

3. Investment in Mutual Success

We view this 2% fee as a strategic investment. The fee funds support for the robust infrastructure Sourcewell provides, which in turn allows Gator Chef to:

Scale Nationally: Utilize the Sourcewell brand to expand our reach beyond our Lisle, Illinois headquarters to schools and agencies across all 50 states.

Simplify Procurement: Provide members with a competitively solicited "Offensive Line" solution that reduces their administrative burden.

	<p>The Gator Chef Advantage: By proposing a 2% Administrative Fee, Gator Chef demonstrates our readiness to be a high-performance partner. We are committed to the Family, Loyalty, and Commitment that drives our business, and we look forward to the opportunity to grow our sales volume—and our contribution to the Sourcewell community—through this agreement.</p>
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Table 6B: Pricing Offered

#	The Pricing Offered in this Proposal is: *	Comments
7	<p>The pricing offered is as good as or better than pricing typically offered through existing cooperative contracts, state contracts, or agencies.</p>	<p>The pricing structure submitted in this proposal represents the most aggressive and favorable term ever offered by Gator Chef. We have meticulously engineered this price file to ensure it stands as our premier offering, surpassing the discounts available through any other cooperative contract or regional agreement in our portfolio.</p> <p>Market-Leading Discounts: This proposal is built on a foundation of 'best-possible' pricing, specifically tailored to the high-volume potential of the Sourcewell membership base.</p> <p>Deviated Pricing Opportunities: As noted in our technical price file, we have identified key strategic brands where further deviated pricing may be available. Through our strong manufacturer relationships and purchasing group volume, we can often secure additional discounts beyond our standard contract rates.</p> <p>Volume and Project Scaling: For large-scale facility roll-outs or high-quantity equipment requests, we are prepared to work as your 'Offensive Line' to negotiate even deeper savings directly with the factory on a project-specific basis.</p> <p>Transparent Value: Our goal is to provide the most competitive total cost of acquisition—combining our deepest possible equipment discounts with the logistical expertise of our national distribution network.</p> <p>Direct Accountability: Because we are independently owned and operated, our leadership team has the direct authority to approve these deeper deviations quickly, ensuring Sourcewell members never miss a budget window or a project deadline.</p>

Table 7A: Depth and Breadth of Offered Solutions (200 Points, applies to Table 7A - 7C)

# Question	Response *
<p>7 Provide a detailed description of the depth and breadth of all the Solutions offered in the proposal.</p>	<p>GatorChef provides a comprehensive ecosystem of kitchen solutions, but we believe the equipment is only one part of the equation. Our true "Solution" is the expertise we use to solve the operational challenges of Sourcewell members.</p> <p>1. The Consultative Discovery Process We don't just take orders; we start with a discussion. We work closely with the client to identify their specific pain points—whether that is rising labor costs, inefficient throughput in a school cafeteria, or high utility bills. Once we understand the problem, we present a tailored package of equipment and services to solve it.</p> <p>2. Breadth of Physical Equipment Our catalog covers every square inch of the kitchen, sourced from the industry's most trusted manufacturers:</p> <p>The Hot Line: High-efficiency convection ovens, combi-ovens, ranges, and fryers from brands like Southbend, Rational, Blodgett, and Alto-Shaam.</p> <p>The Cold Line: Reach-in and walk-in refrigeration, blast chillers, and milk coolers from Continental, True, and Turbo Air.</p> <p>Prep & Processing: Professional-grade mixers, slicers, and food processors from Globe and Robot Coupe.</p> <p>Smallwares & Support: Everything from NEXEL shelving and Cambro storage to professional cookware and sanitation stations.</p> <p>3. Depth of Value-Added Services To ensure the solution actually works in the "real world," we provide:</p> <p>Project Management & Design: Leveraging our CAD capabilities and project oversight to handle full renovations or simple replacements.</p> <p>On-Site Demos: We coordinate culinary demos—often using the member's own food products—so the staff sees exactly how the solution performs before the purchase.</p> <p>Post-Sale Accountability: We manage equipment start-ups, staff training, and act as a direct liaison for warranty and maintenance needs.</p> <p>Why GatorChef is Different: We provide the depth of a national distributor with the personal focus of a specialist. Our goal isn't to sell a specific brand; it's to provide</p>

	<p>etherighttoolforthejob.Bycombiningourvastproductaccesswitha"problem-first"discoveryprocess,weensureSourcewellmembersreceiveasolutionthatactuallyimprovestheiroperation,notjustacreatedock.</p>
<p>7 Within this RFP category there may be several categories of solutions. List subcategory titles that best describe your products and services.</p>	<p>Gator Chef provides a complete suite of professional services designed to take a project from an initial concept to a fully operational kitchen. We categorize these specialized solutions as follows:</p> <p>Consultation & Discovery: Our core service. We engage in a direct dialogue with the member to identify operational bottlenecks, lab or challenges, or utility constraints before any equipment is specified.</p> <p>CAD & Kitchen Design: We provide technical layouts and equipment floor plans. This ensures that every piece of equipment fits the space, meets health department codes, and optimizes the workflow for the staff.</p> <p>Project Management: We provide a single point of contact to oversee the entire lifecycle of an order, coordinating between the member, the factory, and the logistics provider to ensure timelines are met.</p> <p>Delivery & Logistics Management: Beyond standard shipping, we manage specialized delivery requirements, including liftgate service, inside delivery, and "white-glove" staging for complex institutional environments.</p> <p>Installation & Commissioning: We coordinate professional installation and "authorized startups." This ensures the equipment is calibrated to factory standards and that all manufacturer warranties are fully validated from day one.</p> <p>Culinary Training & Demos: We provide hands-on training for the member's staff to ensure they understand the technology and maintenance protocols, maximizing the return on their investment.</p> <p>Lifecycle & Warranty Advocacy: We act as the member's liaison with manufacturers to manage warranty claims and coordinate preventative maintenance plans through authorized service agents.</p>
<p>7 Describe how your company will handle supply-chain issues, product substitutions, and special order products.</p>	<p>Gator Chef approaches supply chain management with a philosophy of proactive transparency. Having navigated the unprecedented global supply chain crisis of 2021-2022, we have refined our internal processes to ensure Sourcewell members are never left in the dark and always have a path forward.</p> <p>Proactive Factory Engagement: We don't wait for a delay to happen.</p>

	<p>en. Wemaintaindailycommunicationwithfactoryleadershipand regionalrepstomonitorleadtimesandproductionschedules.Thi sallowsustogiveSourcewellmembers"real-time"datasotheycanplantheirprojectswithconfidenceratherth anguesswork.</p> <p>ExpertProductSubstitutions:Whenaprietarypieceofequipmen tfacesanextendedleadtime,wedon'tjustsendagenericalternati ve.Weutilizeourdeepindustryknowledge—ledbyourCFSP- certifiedleadershipandformerchefs—toidentify"functionalequ ivalents."Weanalyzethemember'sspecificutilityrequirements andmenuneedstoofferasubstitutionthatperformsatoraboveth eleveloftheoriginalrequest.</p> <p>TransparencyasaStandard:Ourteamistrainedtobe"brutallyho nest"abouttimelines.Ifafactoryisbackedup,wecommunicateth atimmediately.Webelieveamemberwouldratherhaveanhone st12-weekleadtimeandaworkableinterimsolutionthana4- week"promise"thatkeepsgettingpushedback.</p> <p>SpecialOrderCapability:Foruniqueorhighlycustomizedrequir ements,weactasthedirecttechnicalliaisonwiththemanufactur er'sengineeringteam.Wemanagethespecificationprocessfro mstarttofinish,ensuringthat"specialorder"doesn'tmean"unsu pported."Weverifyserviceabilityandpartsavailabilityforcusto munitsbeforetheorderiseverplaced.</p> <p>The"2021-2022"Lesson: Ourexperienceduringthesupplychaincrisisistaughtusthatthebe stsolutionisn'talwaysoneinthecatalog;it'stheonethatcanbe deliveredandsupported.Wecarrythat"solutions-oriented"mindsetintoeverySourcewellproject,ensuringthatev eninavolatilemarket,ourmembers'kitchensstayopenandoper ational.</p>
<p>7 Describe your design service offering, if available.</p> <p>4 Associated costs/fees must be clearly identified in your pricing proposal.</p>	<p>Gator Chef provides professional kitchen design and technical drawing services to ensure every project is built for maximum efficiency and compliance. We recognize that every facility has unique requirements, so our design services are tiered to match the project's complexity.</p> <p>1. Scope of Design Services We offer a full range of technical documentation, including:</p> <p>Equipment Layout & Floor Plans: Detailed CAD drawings that optimize workflow, safety, and ergonomics.</p> <p>MEP (Mechanical, Electrical, & Plumbing) Rough-ins: Comprehensive technical plans that identify exactly where utility connections (gas, water, electric, and drains) must be located for the equipment to function correctly.</p> <p>Custom Fabrication Drawings: Detailed specifications for stainl</p>

	<p>esssteelwork,customchefcounters,orventilationsystems.</p> <p>2.ConsultativeProcess Ourdesignserviceisnotjustaboutmovingblocksonascreen.Itbeginswithaconsultationtounderstandthemenue,volume,andstaffinglevels.Thisensuresthefinaldesigndoesn'tjust"fit"theroom,butactuallyimprovestheoperation.</p> <p>3.PricingandFees Becausetherequirementsofasingle-itemreplacementdiffergreatlyfromafull-scaleculinarycenter,ourdesignfeesarebasedonthespecificscopeofwork.Factorsinfluencingthefinalcostinclude:</p> <p>SizeoftheProject:Thetotalsquarefootageofthefoodserviceareas.</p> <p>LevelofDetail:WhetherthememberrequiresabasiclayoutorfullMEPtechnicalrough-ins.</p> <p>RevisionRounds:Thenumberofmodificationsneededtoreachthefinalapprovedplan.</p> <p>EquipmentProcurementCredits:Inmanycases,weofferacreditordiscountonthedesignfeesifthememberproceedswiththepurchaseoftheequipmentthroughGatorChef.</p> <p>Note:Allspecificdesignfeeswillbeclearlyidentifiedandquotedasalineitemintheprojectproposaloncetheinitialscopeisdefined.</p> <p>The"TechnicalAnchor": AsaCFSP-certifiedleader,Ioverseeourdesigndepartmenttoensureeveryplanadherestonationalhealthcodesandindustrybestpractices.Thistechnicaloversightreduces theriskofexpensive"on-site"mistakesduringinstallationandensures thefacilityisreadyforoperationondayone.</p>
<p>7 Describe your installation process and how it is managed from product order to completion.</p>	<p>GatorChefprovidesafullymanagedinstallationprocess,ensuringthateverypieceofequipment—fromasinglesinktoacomplexwalk-incooler—is transitionedfromcratedfreighttoafullyoperationalasset.Weactasthesinglepointofcontact,managingthetimelinefromthemomenttheorderisplacedthroughfinalcompletion.</p> <p>1.Pre-InstallationDiscovery&UtilityCoordination Successfulinstallationstartslongbeforethetruckarrives.Wecoordinatedirectlywiththeend-user toverifysitereadiness.</p> <p>UtilityRequirements:Weprovidethememberwithexacttechnicalspecificationsforeverypieceofequipment.Thememberisresponsibleforensuringthatallutilities(gas,water,electrical,anddrains)arebroughttothefinalpointofconnection.*TimelineCoordi</p>

nation: We align delivery and installation with the member's schedule, whether that requires after-hours work for a municipal office or a specific "window" during a school break.

2. Specialized Installation Capability

We have the technical expertise to manage the installation of our entire product breadth. Our approach is determined by the geographic location and the technical requirements of the job:

Final Utility Point Connection Only: Gator Chef provides final point-of-

connection services upon request to ensure all equipment is properly hooked up and ready for testing. Because the complexity of every facility is unique, these installation services are provided as an additional cost and will be clearly identified as a transparent line item within the project-based quote.

To protect facility integrity and ensure local code compliance, our scope excludes general construction such as in-wall or sub-floorelectrical and plumbing, structural penetrations, and building-side utility upgrades. These specialized infrastructure modifications remain the responsibility of the participating entity's licensed contractors or facilities team.

Comprehensive Scope: We handle the assembly and setting of everything we sell, including heavy-duty cooking lines, complex warewashing systems, and large-scale walk-in coolers and freezers.

Accountability: Regardless of the specific technicians on-site, Gator Chef manages the entire process. We remain responsible for the quality of the work and ensuring the installation meets factory standards.

3. Completion and Hand-off

A project is only complete when the member is ready to cook. Our process includes:

Commissioning: We coordinate the necessary authorized start-up to ensure warranties are validated and the equipment is running at peak efficiency.

Site Restoration: We manage the removal of all crating and packing materials, leaving the kitchen clean and ready for use.

Operator Orientation: We ensure the staff is walked through the basic operation and maintenance of the new equipment before we sign off on the project.

The Bottom Line:

	<p>Wedon'tjust"dropship"equipment.Bycoordinatingthe"hand-off"betweenfacilityutilitiesandourequipmentconnections,wee nsureaseamless,professionalexperiencewhetherthemember isinstallingonesinkoranentirewalk-incomplex.</p>
<p>7 Describehowyouproviderepairandservice supportforSolutionsofferedundera resultingagreement.Explainyourrole,how servicerequestsareinitiatedandmanaged,warrantyandnon-warrantyrepairprocesses,andcoverageforparts,labor,travel,andserviceareas.</p> <p>Associatedcosts/feesmustbeclearlyidentifiedinyourpricingproposal.</p>	<p>GatorChefprovidescomprehensivepost-salesupport,actingastheprimaryadvocatefortheSourcewellmember.Ourgoalistominimizeequipmentdowntimethrougha"human-first"servicemodelthatprioritizesexpertdiagnosisbeforeatechnicianevenarriveson-site.</p> <p>1.Initiation:The"CallUsFirst"Policy WepreferthatmemberscallGatorChefdirectlywhenanequipm entissuearises.Thisdirectinteractionallowsustoprovideimmediatevaluethrough:</p> <p>ProfessionalTroubleshooting:Becauseourteamincludesform erchefsandCFSP-certifiedleadership,wecanoftenhelpthemembertroubleshootanddiagnosetheproblemoverthephone.Inmanycases,an"issue"isasimplesettingoraminoadjustmentthatcanberesolvedinstantly,savingthememberthecostandtimeofaservicecall.</p> <p>WarrantyVerification:Beforeanytechnicianisdispatched,wep ulltheoriginalpurchaserecordstoverifythewarrantystatusand coveragelevels.Thisensuresthememberdoesn'taccidentallypayforarepairthatshouldbecoveredbythemanufacturer.</p> <p>2.ManagedServiceRequests Oncewe'vedeterminedthatechnicianisrequired,wemanaget heentireprocess:</p> <p>OurRole:Wetaketheburdenoffthememberbygatheringthenec essaryserialnumbersandtechnicaldata,andtheninitiatingthec allwiththeappropriatefactory-authorizedserviceagent.Wetracktheticketthroughtocompleti ontoensurethemember'skitchenremainsoperational.</p> <p>3.WarrantyandNon-WarrantyProcesses WarrantyRepairs:Forunitsunderthemanufacturer'swarranty, wecoordinatewiththefactorytodispatchanauthorizedtechnicia nandadvocateforthemembertoensureparts,labor,andtravelar ecoveredasperthefactorypolicy.</p> <p>Non-WarrantySupport:Forout-of-warrantyequipment,weutilizeourvettednetworkofserviceprovi derstofindaqualifiedtechnicianinthemember'sspecificarea.</p> <p>4.Parts,Labor,andTravelCoverage RegionalPricing:Werecognizethatservicecostsarehighlyregi onal.LaborandtravelratesinOklahomadiffersignificantlyfromt hoseinCalifornia,Illinois,orNewYork.</p>

	<p>Transparent Quoting: Because of this national variability, we provide transparent, quote-based pricing for all non-warranty service requests. This ensures the member is paying the fair market rate for their specific geographic area rather than an inflated "flat rate."</p> <p>The Gator Chef Advantage: We don't just "give you a 1-800 number" and walk away. Our service management is designed to provide SourceWell members with a technical partner who understands the urgency of their operation and has the "factory" close to get results quickly.</p>
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Table 7B: Category A - K-12 Entities/School Food Authorities

Intended for use by public and private K-12 schools and related food service operations including cafeterias, kitchens, teaching kitchens, and concession areas.

**For K-12 Entities/SFA to comply with regulations for use of federal funds for these purchases, the United States Department of Agriculture (USDA) requires suppliers to provide a K-12/SFA-specific price document. Failure to provide a K-12/SFA-specific price document may result in a proposer not being able to sell to K-12/SFA entities.

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box describing how your proposed solution(s) meet or exceed the category and/or sub-category.

We will not be submitting for Table 7B: Category A - K-12 Entities/School Food Authorities

#	Category or Type	Exclusions	Offered*	Comments
7	Commercial-7 grade kitchen and food service equipment and appliances.		Yes	<p>Gator Chef confirms that we provide a comprehensive suite of solutions specifically designed for K-12 entities and School Food Authorities (SFA). Our proposal includes dedicated K-12/SFA pricing documents for all listed items to ensure full compliance with USDA regulations regarding the use of federal funds.</p> <p>1. Tiered Solutions for Diverse Budgets We recognize that every school district opera</p>

		<p>tes under different financial constraints. To ensure we can serve every Sourcewell member, our portfolio includes:</p> <p>Premium & "Buy American" Equipment: High-performance equipment from manufacturers like Southbend, Continental, and True. We prioritize these lines for members whom we must meet strict "Buy American" provisions or those looking for the longest possible lifecycle.</p> <p>Budget-Friendly Alternatives: For districts with immediate needs and limited capital, we offer highly reliable, budget-conscious equipment lines. While these units provide exceptional value and meet all safety/sanitation standards, we remain transparent that these specific budget lines may not be American-made. This allows the SFA to make an informed decision based on their specific funding requirements and geographic mandates.</p> <p>2. K-12/SFA-Specific Price Lists To simplify the procurement process for school business managers, all price lists included in this proposal have been curated specifically for K-12 schools and SFAs.</p> <p>These lists reflect our best-tier Sourcewell pricing.</p> <p>By providing these dedicated documents, we ensure that the SFA has the necessary "due diligence" paperwork required for USDA audits and federal fund expenditures.</p> <p>3. Category Coverage and Compliance Gator Chef's solutions meet or exceed the requirements for K-12 environments in the following ways:</p> <p>Durability: Our equipment is vetted for high-frequency use in high-volume cafeteria environments.</p> <p>Energy Efficiency: We offer an extensive selection of Energy Star-certified units to help districts lower long-term utility costs.</p>
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		<p>Technical Guidance: Beyond the equipment, our CFSP-certified team provides the specifications support needed to ensure that even "budget-friendly" choices are the right technical fit for the facility's utilities and footprint.</p> <p>The Gator Chef Advantage: We provide the transparency that K-12 administrators require. Whether a district needs a top-of-the-line "Made in the USA" cooking suite or a reliable, budget-friendly refrigeration unit for a satellite kitchen, we provide the specific pricing and technical data to make that purchase compliant and successful.</p>
<p>7 Components, accessories, and parts for the commercial-grade equipment and appliances described above.</p>		<p>Yes</p> <p>No</p> <p>Gator Chef provides a complete inventory of genuine OEM parts, specialized accessories, and critical components to support the full life cycle of the equipment we provide. We believe that "the Solution" isn't complete until the equipment is fully outfitted for the member's specific menu and operational environment.</p> <p>1. Equipment Accessories & Customization We provide the essential "add-ons" that allow Sourcewell members to customize their equipment for maximum efficiency:</p> <p>Cooking Accessories: Additional oven racks, specialized fry baskets, griddle covers, and heat shields.</p> <p>Refrigeration Components: Extra shelving, specialized pans/slides for school tray service, and digital temperature monitoring probes.</p> <p>Mobility & Ergonomics: High-duty casters, adjustable equipment stands, and work-table extensions to optimize kitchen flow.</p> <p>2. Filtration and Preventative Maintenance To protect the member's investment and ensure water quality, we offer a deep selection of filtration and maintenance components:</p> <p>Water Filtration Systems: High-capacity systems for ice machines, steamers</p>

,andcombi-ovensfromtopbrands.

ReplacementCartridges:Amanagedsupply ofreplacementfilterstoensureequipmentstayswithinwarrantyandrunsatpeakefficiency.

Air&GreaseFilters:Heavy-duty stainlesssteelbafflefiltersforexhausthoodsandintakefiltersforrefrigerationcondensers.

3. GenuineOEMPartsSupport
Whenrepairsareneeded, wepriorizetheuseofOriginalEquipmentManufacturer(OEM) partstoensure safety, compliance, andthepreservationoffactorywarranties:

CriticalComponents:Thermostats, heating elements, doorgaskets, andmotorassembliesforallmajorbrandsinourportfolio.

PartsIdentificationService:Leveragingourtechnical expertiseanddirectfactoryaccess, wehelpmembersidentifytheexactpartneededbasedontheirequipment'sserialnumber, reducingtheriskofincorrectordersanddowntime.

4. SmallwaresIntegration
Beyondthemachineitself, weprovidethe"operationalcomponents"neededfordailyservice:

FoodStorage&Transport:Specializedpans, lids, andinsulatedcarriersfromCambrothatintegrateseamlesslywithourrefrigerationandholdingequipment.

PreparationTools:Precisionbladesforslicer sandprocessors, andheavy-duty mixingbowlsandattachments.

TheGatorChefAdvantage:
Weunderstandthatakitchenisacollectionof movingparts.Byprovidinga"one-stop"sourceforeverythingfromareplacementthermostattoaspecializedsteamerrack, weensureSourcewellmemberscanmaintaintheirfacilitieswithminimaladministrativeeffort. Whetherit'sa"BuyAmerican"primary componentorabudget-

		friendly accessory, we provide the technical verification to ensure it fits and functions perfectly.
<p>79 Food services smallwares, tools, dispensers, supplies, and furnishings directly related to and supporting the proposer's offered solutions in line 77 and 78 above.</p>		<p>Yes</p> <p>No</p> <p>GatoChef offers a comprehensive catalog of smallwares and furnishings designed to integrate perfectly with the commercial equipment specified in our proposal. We ensure that the tool in the chef's hand is as reliable as the tool on the floor.</p> <p>1. Professional Smallwares and Culinary Tools We provide the essential tools required for food preparation, cooking, and storage, focusing on durability and sanitation:</p> <p>Preparation Tools: High-quality cutlery (including Mercer and Victorinox), mandolins, and specialized prep tools like Jaccard meat tenderizers.</p> <p>Cookware: Heavy-duty frypans, stockpots, and saucepans designed for the high-intensity heat of commercial ranges and induction tops.</p> <p>Bakeware: Full-size and half-size sheet pans, steam table pans (stainless and high-heat plastic), and specialized muffin/cake tins.</p> <p>Food Storage: A massive selection of Cambro and Carlisle storage containers, lids, and labels to ensure USDA-compliant food safety and organization.</p> <p>2. Service and Dispensing Solutions To support efficient cafeteria and concession operations, we offer a wider range of dispensing and service equipment:</p> <p>Beverage Dispensers: Insulated dispensers for hot/cold beverages, commercial coffee cafes, and high-volume juiced dispensers.</p> <p>Condiment & Ingredient Stations: Counter-top organizers, pump dispensers for sauces, and chilled ingredient bins for preplines.</p> <p>Tray Service & Flatware: Durable, BPA-</p>

		<p>freemealtrays,silverware,andorganizeddispensingcylindersdesignedforhigh-volumeschooluse.</p> <p>3.KitchenFurnishingsandMobileSolutions Weprovidethespecializedfurniturethatdefinestheworkflowofacommercialkitchen:</p> <p>StainlessSteelWorktables:Customandstandardsizeswithoptionalundershelves,drawers,andbacksplashconfigurations(brandlikeAdvanceTabco)</p> <p>MobileSolutions:Utilitycarts,bussingcarts,andheavy-dutypanracks(enclosedoropen)tofacilitatethesafemovementoffoodthroughoutthefacility.</p> <p>SinksandSanitationStations:Compartment sinks,hand-washingstations,andmobilesanitationcartstoensurecompliancewithhealthdepartmentstandards.</p> <p>4.SpecializedTeaching&ConcessionFurnishings CulinaryArtsFurniture:Mobiledemomirrors,stainlesssteelprepislands,andstoragelockersforteachingkitchens.</p> <p>ConcessionCountertops:Specializedequipmentstandsanddisplaycases(heatedorrefrigerated)tomaximizeimpulsesalesinathleticandeventareas.</p> <p>TheGatorChefAdvantage: Weunderstandthatsmallwaresarethemostfrequentlyreplaceditemsinakitchen.ByincludingtheseinourSourcewellproposal,weallowmemberstoutilizetheircontractforbothlargecapitalexpenditures(likewalk-ins)andrecurringoperationalneeds(likereplacementpansandspoons).</p> <p>This"TotalSolution"approachreducesadministrativeoverheadandensuresthatallitems—fromthe\$10tongstothe\$50,000cookline—arebackedbyGatorChef'stechnicalexpertiseandservicecommitment.</p>
8 Equipment-related services directly rel	Services excluded from this solicitation include gener	Y GatorChef provides a comprehensive suite of professional services that support the entire rel*

<p>ated to the acquisition, installation, operation, servicing, and upkeep of the proposer's offered solutions in line 77 and 78 above, including design, installation, removal, disposal, inspection, repair, maintenance, training, and support.</p>	<p>al construction, remodeling, and building systems work (including electrical, plumbing, HVAC, and hood or fire suppression systems), except as incidental and necessary to install or service the offered equipment.</p>	<p>es N O</p> <p>ifecycleofyourfoodserviceequipment.Weasthetechnicalcoordinator,ensuringthatnewassetsareintegratedseamlesslyintoyourfacilityandmaintainedforpeakperformance.Dependingonthescopeneeded,andthepieceofequipmenttheremaybeadditionalfeesforservicesuchasdesign,install,delivery,removal,andmaintenance.</p> <p>1.Pre-Acquisition:DesignandConsultation Ourservicebeginswithprofessionalinsighttoensuretherightequipmentisselectedforthrightspace:</p> <p>ProfessionalConsultation:Wediagnoseoperationalchallengesandspecifyequipmentthatsolvesthoseissueswhilemeetingbudgetandutilityconstraints.</p> <p>TechnicalDesign&CAD:WeprovidelayoutdrawingsandMEP(Mechanical,Electrical,andPlumbing)rough-inplans.Theseplansidentifytheexactutilitypointsrequiredfortheequipmenttofunction,allowingthemember'stradespeopletopreparethesiteaccurately.</p> <p>2.Deployment:Installation,Removal,andDisposal Wemanagethephysicaltransitionofequipmentwithminimaldisruptiontoyouroperation:</p> <p>ManagedInstallation:Wehandletheuncratering,setting,andlevelingofequipment.Weperformincidentalfinalconnectionsfromthemember-providedutilitypoints(gas,water,electric,drains)totheequipmenttoensureitisreadyforoperation.</p> <p>Decommissioning&Disposal:Weprovideprofessionalremovalofexistingequipment.Weensuretheenvironmentallyresponsibledisposalofoldassets,includingtheproperrecclamationofrefrigerantsandrecyclingofscrapmetals.</p> <p>3.Operation:Inspection,Training,andCommissioning Weensureyourstaffisconfidentandyoureqipmentisoptimizedfromdayone:</p>
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		<p>Authorized Start-up & Inspection: We coordinate factory-authorized start-up to validate manufacturer warranties and verify that the equipment is calibrated to factory standards.</p> <p>Staff Training: We provide on-site or virtual training sessions for the member's culinary and maintenance teams. This ensures the staff understands how to operate the technology safely and perform basic daily upkeep.</p> <p>4. Upkeep: Repair, Maintenance, and Technical Support We protect your investment throughout its usable life:</p> <p>Warranty Advocacy: As your primary point of contact, we manage the technical diagnosis and dispatch of authorized service agents for all warranty-related issues.</p> <p>Lifecycle Maintenance: We coordinate preventative maintenance inspections to identify potential issues before they lead to costly downtime.</p> <p>Technical Support: Our "Call Us First" policy allows members to speak with an expert for immediate troubleshooting, often resolving minor issues without a service call.</p> <p>Clarification on Construction Scope In compliance with the solicitation guidelines, Gator Chef's services focus strictly on the equipment itself.</p> <p>Excluded Services: We do not perform general construction, major remodeling, or primary building systems work (e.g., pulling new electrical circuits from the panel, running new plumbing lines, or installing building-wide HVAC).</p> <p>Included Incidental Work: We perform the work incidental and necessary for the equipment's operation, such as final utility hookups, mounting equipment to existing stands, and integrating controls.</p> <p>The Gator Chef Advantage:</p>
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		By providing a managed service ecosystem, we remove the "technical friction" of equipment acquisition. Sourcewell members benefit from having a single partner who understands the equipment's history, the facility's layout, and the manufacturer's requirements.
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Table 7C: Category B - Non-K-12 Entities

Intended for use by entities including, but not limited to, higher education institutions, city, county, and state entities, tribal nations, military, correctional facilities, and nonprofit organizations.

**This solicitation requires suppliers to provide a separate Non-K-12/SFA Entity price document if proposing under Category B.

Indicate below if the listed types or classes of Solutions are offered within your proposal. Provide additional comments in the text box describing how your proposed solution(s) meet or exceed the category and/or sub-category.

We will not be submitting for Table 7C: Category B - Non-K-12 Entities

#	Category or Type	Exclusions	Offered*	Comments
81	Commercial-grade kitchen and food service equipment and appliances.		Yes	<p>Gato Chef confirms that we provide a comprehensive suite of solutions specifically designed for K-12 entities and School Food Authorities (SFA). Our proposal includes dedicated K-12/SFA pricing documents for all listed items to ensure full compliance with USDA regulations regarding the use of federal funds.</p> <p>1. Tiered Solutions for Diverse Budgets We recognize that every school district operates under different financial constraints. To ensure we can serve every Sourcewell member, our portfolio includes:</p> <p>Premium & "Buy American" Equipment: High-performance equipment from manufacturers like Southbend, Continental, and True. We prioritize these lines for members whom we must</p>

		<p>etstrict"BuyAmerican"provisionsorthoselo okingforthelongestpossiblelifecyle.</p> <p>Budget-FriendlyAlternatives:Fordistrictswithimme diateneedsandlimitedcapital,weofferhighly reliable,budget- consciousequipmentlines.Whiletheseunits provideexceptionalvalueandmeetallsafety /sanitationstandards,weremaintransparen tthatthespecificbudgetlinesmaynotbeA merican- made.ThisallowstheSFAtomakeaninforme ddecisionbasedontheirspecificfundingreq uirementsandgeographicmandates.</p> <p>2.K-12/SFA-SpecificPriceLists Tosimplifytheprocurementprocessforscho olbusinessmanagers,allpricelistsincludedi nthisproposalhavebeencuratedspecifically forK-12schoolsandSFAs.</p> <p>Theselistsreflectourbest- tierSourcewellpricing.</p> <p>Byprovidingthesededicateddocuments,we ensurethattheSFAhasthenecessary"duedi ligence"paperworkrequiredforUSDAaudits andfederalfundexpenditures.</p> <p>3.CategoryCoverageandCompliance GatorChef'ssolutionsmeetorexceedthereq uirementsforK- 12environmentsinthefollowingways:</p> <p>Durability:Ourequipmentisvettedforhigh- frequencyuseinhigh- volumecafeteriaenvironments.</p> <p>EnergyEfficiency:Weofferanextensivesele ctionofEnergyStar- certifiedunitstohelpdistrictslowerlong- termutilitycosts.</p> <p>TechnicalGuidance:Beyondtheequipment ,ourCFSP- certifiedteamprovidesthespecificationsup portneededtoensurethateven"budget- friendly"choicesaretherighttechnicalfitforth efacility'sutilitiesandfootprint.</p> <p>TheGatorChefAdvantage:</p>
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		<p>We provide the transparency that K-12 administrators require. Whether a district needs a top-of-the-line "Made in the USA" cooking suite or a reliable, budget-friendly refrigeration unit for a satellite kitchen, we provide the specific pricing and technical data to make that purchase compliant and successful.</p>
<p>8 Components, accessories, and parts for the commercial-grade equipment and appliances described above.</p>		<p>Yes</p> <p>No</p> <p>Gato•Chef provides a complete inventory of genuine OEM parts, specialized accessories, and critical components to support the full life cycle of the equipment we provide. We believe that "the Solution" isn't complete until the equipment is fully outfitted for the member's specific menu and operational environment.</p> <p>1. Equipment Accessories & Customization We provide the essential "add-ons" that allow Sourcewell members to customize their equipment for maximum efficiency:</p> <p>Cooking Accessories: Additional oven racks, specialized fry baskets, griddle covers, and heat shields.</p> <p>Refrigeration Components: Extra shelving, specialized pans/slides for school tray service, and digital temperature monitoring probes.</p> <p>Mobility & Ergonomics: High-duty casters, adjustable equipment stands, and work-table extensions to optimize kitchen flow.</p> <p>2. Filtration and Preventative Maintenance To protect the member's investment and ensure water quality, we offer a deep selection of filtration and maintenance components:</p> <p>Water Filtration Systems: High-capacity systems for ice machines, steamers, and combi-ovens from top brands.</p> <p>Replacement Cartridges: A managed supply of replacement filters to ensure equipment stays within warranty and runs at peak efficiency.</p> <p>Air & Grease Filters: Heavy-duty stainless steel baffle filters for exhaust hoods.</p>

		<p>odsandintakefiltersforrefrigerationcondensers.</p> <p>3. Genuine OEM Parts Support When repairs are needed, we prioritize the use of Original Equipment Manufacturer (OEM) parts to ensure safety, compliance, and the preservation of factory warranties:</p> <p>Critical Components: Thermostats, heating elements, door gaskets, and motor assemblies for all major brands in our portfolio.</p> <p>Parts Identification Service: Leveraging our technical expertise and direct factory access, we help members identify the exact part needed based on their equipment's serial number, reducing the risk of incorrect orders and downtime.</p> <p>4. Smallwares Integration Beyond the machine itself, we provide the "operational components" needed for daily service:</p> <p>Food Storage & Transport: Specialized pans, lids, and insulated carriers from Cambro that integrate seamlessly with our refrigeration and holding equipment.</p> <p>Preparation Tools: Precision blades for slicers and processors, and heavy-duty mixing bowls and attachments.</p> <p>The Gator Chef Advantage: We understand that a kitchen is a collection of moving parts. By providing a "one-stop" source for everything from a replacement thermostat to a specialized steam rack, we ensure Sourcewell members can maintain their facilities with minimal administrative effort. Whether it's a "Buy American" primary component or a budget-friendly accessory, we provide the technical verification to ensure it fits and functions perfectly.</p>
<p>8 Food services smallwares, tools, dispensers, supplies, and furnishings directly related to and supporting the proposer's offered solutions in line 81 and 82 above.</p>		<p>Yes</p> <p>Gator Chef offers a comprehensive catalog of smallwares and furnishings designed to integrate perfectly with the commercial equipment specified in our proposal. We ensure that the tools in the chef's hand are as reliable as the oven on the floor.</p>

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1. Professional Smallwares and Culinary Tools
 We provide the essential tools required for food preparation, cooking, and storage, focusing on durability and sanitation:

Preparation Tools: High-quality cutlery (including Mercer and Victorinox), mandolins, and specialized prep tools like Jaccard meat tenderizers.

Cookware: Heavy-duty frypans, stockpots, and saucepans designed for the high-intensity heat of commercial ranges and induction tops.

Bakeware: Full-size and half-size sheet pans, steam table pans (stainless and high-heat plastic), and specialized muffin/cake tins.

Food Storage: A massive selection of Cambro and Carlisle storage containers, lids, and labels to ensure USDA-compliant food safety and organization.

2. Service and Dispensing Solutions
 To support efficient cafeteria and concession operations, we offer a wider range of dispensing and service equipment:

Beverage Dispensers: Insulated dispensers for hot/cold beverages, commercial coffee cafes, and high-volume juiced dispensers.

Condiment & Ingredient Stations: Counter-top organizers, pump dispensers for sauces, and chilled ingredient bins for preplines.

Tray Service & Flatware: Durable, BPA-free meal trays, silverware, and organized dispensing cylinders designed for high-volume school use.

3. Kitchen Furnishings and Mobile Solutions
 We provide the specialized furniture that defines the workflow of a commercial kitchen:

Stainless Steel Worktables: Custom and standard

		<p>standardsizeswithoptionalundershelves,drawers,andbacksplashconfigurations(brandslikeAdvanceTabco)</p> <p>MobileSolutions:Utilitycarts,bussingcarts,andheavy-dutypanracks(enclosedoropen)tofacilitatethesafemovementoffoodthroughoutthefacility.</p> <p>SinksandSanitationStations:Compartment sinks,hand-washingstations,andmobilesanitationcartstoensurecompliancewithhealthdepartmentstandards.</p> <p>4. SpecializedTeaching&ConcessionFurnishings CulinaryArtsFurniture:Mobiledemomirrors,stainlesssteelprepislands,andstoragelockersforteachingkitchens.</p> <p>ConcessionCountertops:Specializedequipmentstandsanddisplaycases(heatedorrefrigerated)tomaximizeimpulsesalesinathleticandeventareas.</p> <p>TheGatorChefAdvantage: Weunderstandthatsmallwaresarethemostfrequentlyreplaceditemsinakitchen.ByincludingtheseinourSourcewellproposal,weallowmemberstoutilizetheircontractforbothlargecapitalexpenditures(likewalk-ins)andrecurringoperationalneeds(likereplacementpansandspoons).</p> <p>This"TotalSolution"approachreducesadministrativeoverheadandensuresthatallitems—fromthe\$10tongstothe\$50,000cookline—arebackedbyGatorChef'stechnicalexpertiseandservicecommitment.</p>
<p>8 4 Equipment-relatedservicesdirectlyrelatedtotheacquisition,installation,operation,servicing,andupkeepoftheproposer'sofferedolutionsinline81and82above,includingdesign,installation,removal,disposal,inspection,repair,maintenance,training,and support.</p>	<p>Servicesexcludedfromthissolicitationincludegeneralconstruction,remodeling,andbuildingsystemswork(includingelectrical,plumbing,HVAC,andhoodorfiresuppressionsystems),exceptasincidentalandnecessarytoinstallorservicetheofferedequipment.</p>	<p>Y es N o</p> <p>GatorChefprovidesacomprehensivesuiteofprofessionalservicesthatsupporttheentirelifecycleofyourfoodserviceequipment.Weaactasthetechicalcoordinator,ensuringthatnewassetsareintegratedseamlesslyintoyourfacilityandmaintainedforpeakperformance.Dependingonthescopeneeded,andthepieceofequipmenttheremaybeadditionalfeesforservicesuchasdesign,install,delivery,removal,andmaintenance.</p>

		<p>1. Pre-Acquisition: Design and Consultation Our service begins with professional insight to ensure the right equipment is selected for the right space:</p> <p>Professional Consultation: We diagnose operational challenges and specify equipment that solves those issues while meeting budget and utility constraints.</p> <p>Technical Design & CAD: We provide layout drawings and MEP (Mechanical, Electrical, and Plumbing) rough-in plans. These plans identify the exact utility points required for the equipment to function, allowing the member's tradespeople to prepare the site accurately.</p> <p>2. Deployment: Installation, Removal, and Disposal We manage the physical transition of equipment with minimal disruption to your operation:</p> <p>Managed Installation: We handle the uncrating, setting, and leveling of equipment. We perform incidental final connections from the member-provided utility points (gas, water, electric, drains) to the equipment to ensure it is ready for operation.</p> <p>Decommissioning & Disposal: We provide professional removal of existing equipment. We ensure the environmentally responsible disposal of old assets, including the proper reclamation of refrigerants and recycling of scrap metals.</p> <p>3. Operation: Inspection, Training, and Commissioning We ensure your staff is confident and your equipment is optimized from day one:</p> <p>Authorized Start-up & Inspection: We coordinate factory-authorized start-up to validate manufacturer warranties and verify that the equipment is calibrated to factory standards.</p> <p>Staff Training: We provide on-site or virtual training sessions for the member</p>
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		<p>'sculinaryandmaintenanceteams.Thisensures the staff understand how to operate the technology safely and perform basic daily upkeep.</p> <p>4. Upkeep: Repair, Maintenance, and Technical Support We protect your investment throughout its usable life:</p> <p>Warranty Advocacy: As your primary point of contact, we manage the technical diagnosis and dispatch of authorized service agents for all warranty-related issues.</p> <p>Lifecycle Maintenance: We coordinate preventative maintenance inspections to identify potential issues before they lead to costly downtime.</p> <p>Technical Support: Our "Call Us First" policy allows members to speak with an expert for immediate troubleshooting, often resolving minor issues without a service call.</p> <p>Clarification on Construction Scope In compliance with the solicitation guidelines, Gator Chef's services focus strictly on the equipment itself.</p> <p>Excluded Services: We do not perform general construction, major remodeling, or primary building systems work (e.g., pulling new electrical circuits from the panel, running new plumbing lines, or installing building-wide HVAC).</p> <p>Included Incidental Work: We perform the work incidental and necessary for the equipment's operation, such as final utility hookups, mounting equipment to existing stands, and integrating controls.</p> <p>The Gator Chef Advantage: By providing a managed service ecosystem, we remove the "technical friction" of equipment acquisition. SourceWell members benefit from having a single partner who understands the equipment's history, the facility's layout, and the manufacturer's requirements.</p>
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Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Price_Book.zip - Tuesday April 07, 2026 11:26:43
- [Financial Strength and Stability](#) - Gator Chef Financial Stability.zip - Monday April 06, 2026 12:41:07
- [Marketing Plan/Samples](#) - Gator Chef Marketing Plan.zip - Monday April 06, 2026 12:15:07
- WMBE/MBE/SBE or Related Certificates (optional)
- [Standard Transaction Document Samples](#) - Gator Chef Documents - Quote and Invoice.zip - Monday April 06, 2026 12:16:13
- [Requested Exceptions](#) - Sourcewell Master Agreement - Requested Change .pdf - Tuesday April 07, 2026 10:48:39
- [Upload Additional Document](#) - Gator Chef Additional Documents.zip - Monday April 06, 2026 16:44:25

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.

2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.

3. The Proposer certifies that:

(1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-

(i) Those prices;

(ii) The intention to submit an offer; or

(iii) The methods or factors used to calculate the prices offered.

(2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and

(3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.

4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.

5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:
 1. Included on the “Specially Designated Nationals and Blocked Persons” list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer’s Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Michael Wartan, VP of Sales and Operations , Gator Chef LLC

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes

No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "**I have reviewed this addendum**" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_2_Commercial_Kitchen_RFP040726 Thu March 19 2026 11:57 AM	<input checked="" type="checkbox"/>	1
Addendum_1_Commercial_Kitchen_RFP040726 Thu March 12 2026 03:02 PM	<input checked="" type="checkbox"/>	2