

Freehold Township Schools

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*"...preparing all students to
be responsible citizens and
life long learners."*

June 20, 2018

Re: Food Service Management Company (FSMC) Fixed Price RFP

On June 5, 2018 the Freehold Township Board of Education received proposals for a FSMC Fixed Price contract for 2018 – 2019. 5 companies requested the RFP, 2 attended the facility walkthrough and only the incumbent, Sodexo, submitted a proposal. As per the specifications the proposals were based upon the following criteria:

26% Pricing and Guarantee
15% FSMC Capability, Record of Performance and Financial Condition
25% Proposed Onsite Management
20% Food Service Program Proposed by the FSMC
14% FSMC's Transition Plan

The RFP identified all of the information that would be evaluated for each of the criteria to determine the company's score. All areas were scored 1 through 5 with 5 being the best. The results of the RFP are as follows.

Pricing and Guarantee – Sodexo weighted score of 2.6

This is the first year the State of New Jersey allowed fixed price contracts for the FSMC contract. Sodexo's proposed pricing is reasonable considering the move to a fixed price contract. The proposal kept lunch and breakfast prices at the same rate as 17-18. The sales and expense data are consistent with the current trend over the last few years. The guarantee increased to \$65,000 versus the \$60,000 called for in the RFP and the actual guarantee of \$59,155 for 2017 – 2018.

FSMC Capability, Record of Performance and Financial Condition – Sodexo weighted score of 1.5

Sodexo is an international company and has revenue exceeding \$22 billion worldwide. Sodexo has been the District's FSMC for 21 years and has demonstrated the ability to operate a successful and profitable program under the NSLP guidelines. Having experience with fixed price contracts in other states provides confidence in their ability to perform under the new financial requirements from the NJ Department of Agriculture.

Proposed Onsite Management – Sodexo weighted score of 2.5

The onsite managers have always been outstanding from Sodexo. The current manager has 10 years of experience as a Food Service General Manager with Sodexo. The last year was here in Freehold Township. The General Manager has demonstrated the ability to run a profitable program and work with the District when any issues arise. We receive very few, if any, complaints from parents or students about the program. We see no reason that the success of the current and proposed manager will not continue.

Food Service Program Proposed by the FSMC – Sodexo weighted score of 2.0

Sodexo has demonstrated the ability to successfully manage the food service program for the District for many years. The move to a fixed price contract does not concern the District as the company has experience with these kinds of contracts across many other states. The proposal will keep us in line with all of the requirements of the Federal and State NSLP guidelines and will continue to push our program forward.

FSMC's Transition Plan – Sodexo's weighted score of 1.4

Sodexo is established in the District so there should be no challenges starting the new contract for 2018 – 2019. Their plan is very reasonable given they are the incumbent.

Total weighted score for Sodexo – 10

Sodexo will be recommended to the Board of Education as the District's Food Service Management Company for 2018 – 2019 on June 26, 2018.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert DeVita". The signature is fluid and cursive, with a large initial "R" and "D".

Robert DeVita
Business Administrator