



RFP TITLE: Alliance College-Ready Public Schools Food Service Management Company (Individual Sites)
RFP #: SY1819-0001

RESPONDENT QUESTIONS AND ANSWERS

Can the schools indicate whether they would prefer family-style meals, unitized or both?

See Table 1 below.

What food service equipment does the school already own? (i.e. double door refrigerator, warmer unit)

See Table 1 below.

Please provide a list of the equipment in each school that is owned by Alliance, (Ovens, Warmers, Refrigeration, Freezers, etc.)?

See Table 1 below.

Who is the current vendor serving the campus?

See Table 1 below.

What is the current price for breakfast, lunch and snack?

Alliance currently has 4 FSMCs providing service to schools.

	Vendor 1	Vendor 2	Vendor 3	Vendor 4
Breakfast	\$1.89	\$1.86	\$1.80	\$2.00
Lunch	\$2.89	\$3.03	\$2.95	\$3.10
Snack	\$0.82	\$0.75	\$0.72	\$0.82
*Assuming 2 servers per school				

Is the school billed on breakfast, lunch and snacks ordered or meals consumed only?

Ordered.

Can you share the claims for breakfast and lunch for the month of March? We would like daily average participation for breakfast, lunch, snack.

See Table 2 below for the breakfast, lunch and snack claims by school for a sample single month, October 2017.



Please provide claim forms for September – December 2017.

See Table 2 below for the breakfast, lunch and snack claims by school for a sample single month, October 2017.

What are the current server shifts for breakfast and lunch?

See Table 1 below.

Do you expect vendor to serve both breakfast service times or only the second chance service time?

Most schools only have servers for second chance breakfast and do grab-and-go for the first breakfast service.

How many service lines and locations for each campus for breakfast and lunch?

See Table 1 below.

If the school has an afterschool program, who is the sponsor of meals and vendor for those meals?

Alliance College-Ready Public Schools is the sponsor for snacks. The snack vendor is the same as the school's nutrition and lunch vendor.

Does the school offer summer meals? If so, what is the anticipated participation?

Most Alliance schools offer SSFO. The range of daily meals served was approximately 50 to 350 depending on the school.

Assuming vendor provides the equipment, which pieces of equipment is the school able to house: Single door refrigerator, double door refrigerator, milk cooler, warmer unit, retherm unit.

See Table 1 below.

Does the school need two separate deliveries for breakfast and lunch?

See Table 1 below.

How many days of hot breakfast service are expected (1-5)?

See Table 1 below.

Please also provide a list of the equipment that is currently owned by each vendor?

This information is not currently available.

How many days would the school like to receive chocolate milk for lunch (1-5)?

See Table 1 below.



Does the school want to participate in the Domino's Pizza program? (School receives compliant pizza delivered from Dominos once per week)?
See Table 1 below.

Does the school need trays for breakfast service?
See Table 1 below.

Please provide some background on why only 11 of your 28 charter schools are bidding this year?
Alliance College-Ready Public Schools is a network of 25 charter schools. 14 of the schools elected to renew the contract with their current vendor.

Are the current contracts expired?
No.

Will a winning vendor create a contract with each school with Alliance and have their sites clustered?
Each school will be matched with its highest scoring vendor in Phase 2 (Taste Test). Alliance will enter into 1 contact with each vendor in Phase 2 with the school(s) that scored it the highest in Phase 2.

Will the vendors be allowed to tour the school facility and kitchen space?
No.

What is the ADP of Breakfast/Second Chance breakfast for each site?
See Table 2 for the average daily participation for breakfast/second chance breakfast for a sample single month, October 2017.

Please provide page 6 in excel? (the school site listing in excel).
See the attachment on the [Alliance website](#).

Please provide the number of lunch periods by school if less than 30-minutes.
All schools participating in the RFP have lunch periods that are at least 30 minutes long.

Does each site have only one heating or serving area? If not, which sites have multiple locations?
See Table 1 below.



What is the distinction of a prep area? What does that mean and what is the difference?

Alliance considers a "prep area" to be an indoor space dedicated for meal assembly if needed. Meal preparation does not include any on-site cooking by the FSMC.

With a contract award date projected for 6/30, what is the first service date?

The first day of school is August 7, 2018 for the 2018-19 school year.

Will Principals, Students, and or Community be participating in the Taste Test?

The school may send up to 5 representatives to the Taste Test. This may include school staff, students and/or parents.

Can you provide more details on the taste test?

All available details are included on page 14 of the RFP.

Will each vendor conduct a separate taste test?

The Taste Test will be a singular event that will include the three (3) highest scoring vendors from Phase 1. Each vendor will have a table at the Taste Test event.

Is there an opportunity to include a presentation during the taste test?

No, unfortunately there is no time for a presentation during the Taste Test.

What is the current price per meal for the meals with/without servers by school site?

See Table 2 below.

Please explain the need for pricing of breakfast with and without servers?

Some Alliance schools only have a grab-and-go breakfast in the morning (7:00 AM service). These schools typically do not need servers for that service.

Do schools offer a supper/dinner program?

Some schools offer supper, however Alliance College-Ready Public Schools is not the sponsor.

Please provide food service serving model used by each of the 11 bid locations and the current vendor.

See Table 1 below.



Please provide a listing of which sites receive hot foods and which ones heat their meals on-site?

See Table 1 below.

Please provide current menu samples for breakfast, lunch summer and snack.

We are unable to provide a menu sample at this moment.

What is the preferred menu type for year-round school lunch – Hot, Cold, Unitized or Bulk?

See Table 1 below.

What kind of menu is required for Summer – (Hot, Cold)? Are all entrees unitized on one tray or as bulk components?

Generally, service and menus for summer meals are consistent with the breakfast and lunch meals that are provided throughout the rest of the school year.

How many options are currently offered at breakfast? Are all entrees unitized on one tray or as bulk components?

This depends on the arrangement between the vendor and the school.

Does each school offer 2nd chance breakfast?

No. Please refer to the table on page 7 of the RFP to see which schools offer 2nd chance breakfast.

Does each site serve hot breakfast and 2nd chance breakfast?

Schools generally prefer hot breakfast. Not all schools serve a second chance breakfast.

What sites need these different services?

This depends by school.

What is the service style for summer?

This depends by school.

Is a salad bar served in any schools and if so which locations?

This depends by school.



For the food tasting, would lasagna, fettuccine alfredo or another pasta dish be an acceptable alternative to the Cheesy Stuffed Shells?

If a Respondent does not have the exact entree listed in the RFP, a similar version of the entree will be accepted.

Let this email serve as a formal request to extend the April 27, 2018 deadline for submission of sealed proposals from receipt of questions on April 20, 2018 by a minimum of (5) five working days.

All prospective respondents will have until May 4, 2018 at 4 PM to submit an RFP. The sealed proposals will be opened on May 7, 2018. Unfortunately, we are unable to allow site-inspections at Alliance schools during this time.

See below for an updated Schedule of Events.

- Release of RFP March 30, 2018
- First Public Notice April 10, 2018
- Respondent Question Submission Deadline April 13, 2018 at 4:00 PM PT
- Second Public Notice April 17, 2018
- SFA Provides Answers April 20, 2018
- Deadline for Submission of Sealed Proposal ***UPDATED*** May 4, 2018 at 4:00 PM PT
- Proposals Opened ***UPDATED*** May 7, 2018
- Proposals Evaluated April 30-June 8, 2018
- Food Tasting May 30, 2018
- Winning Proposal(s) Selected June 8, 2018
- Anticipated Contract Award Date June 30, 2018



Table 1: School-Specific Responses

Question	Leichtman-Levine	Mohan	Marine	Ouchi-O'Donovan	McKinzie	Simon Tech	Neuwirth	PBS	Burton	Baxter	ACRMA 8
How does your school prefer to serve their meals?	Family-Style	Unitized	Family-Style, Unitized	Family-Style	Family-Style	Family-Style	Family-Style	Family-Style	Unitized	Family-Style, Unitized	Unitized
Does your school prefer to serve hot meals or cold meals?	Hot Meals Cold Meals	Hot Meals	Hot Meals Cold Meals	Hot Meals Cold Meals	Hot Meals	Hot Meals Cold Meals	Hot Meals	Hot Meals Cold Meals	Hot Meals	Hot Meals Cold Meals	Hot Meals
What food service equipment does your school own?	None	None	None	None	Refrigerators	None	None	None	Refrigerator	None	None
What are the current server shifts for breakfast and lunch?	M, T, Th, F: Nutrition 10:45am-11am Lunch 1pm-1:40 W: 11:30am-12pm	Server 1 7am-2pm Server 2 9am-2pm	Breakfast 7:30am-8am Nutrition 10am-10:30am Lunch 12pm-2pm	HS 9:30am- 2:00 pm MS 7am-7:30am 9:45am-10am 12am-12:25pm	10am-2pm	Breakfast 7:30pm-8pm Lunch 11am-1pm	7am	10am-2pm	10:00 am - 2:00 pm	7am-2pm 12pm- 2:30pm 1pm-1:25pm	9am-1pm
Would your school need two separate deliveries for breakfast and lunch?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
How many days of the week does your school usually serve hot breakfast?	4	2	5	HS: 5 MS: 2	4	3	2	3	3	3	5
How many days of the week would your school like to have chocolate milk offered during lunch?	4	5	5	5	4	5	4	5	4	2	5
Would your school like to participate in the Domino's Pizza Program?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Does your school need trays for breakfast service?	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes
How many prep areas does your school have?	2	1	2	1	2	0	1	0	1	1	2

Answers are based on current 2017-2018 Bell Schedule



Table 2: Claims and Participation Rate for October 2017

	Lunch Claims	Breakfast Claims	Snack Claims	Average Daily Participation for Breakfast
Baxter	2,714	1,356	0	20.4%
Burton	6,604	4,521	1,025	37.6%
Leichtman-Levine	4,781	3,679	26	37.3%
Marine	7376	3546	0	33.1%
McKinzie	4,226	3,237	0	41.4%
Mohan	5,156	4,179	0	47.9%
Neuwirth	9,755	8,589	0	74.0%
Ouchi-O'Donovan	11,282	9,671	462	48.2%
PBS	3,646	2,828	800	31.3%
Simon Tech	5,225	1,123	663	11.1%
CRMA 8	4,126	3,579	1,432	40.5%

*Average Daily Participation calculated as the total number of Breakfast Meals served in October divided by the number of operating days in October times enrollment.