



Early Inspiration. Future Success.

NUTRITION SERVICES CONTRACT

04.03.2018

NUTRITION CONTRACT TIMELINE

Date	Action Item
10/17/2017	RFCSP Released
11/17/2017	RFCSP Closed – Two proposals submitted
12/20/2018	Evaluation Meeting
1/26/2018	Taste Testing and Demonstration
2/20/2018	Scoring Meeting
3/5/2018	Award Letter Sent to Vendor
4/3/2018	Submission to Board of Directors
7/1/2018	Contract to start if approved

FAMILY STYLE SERVING



Family Style can benefit the students with:

- Nutrition
- Self-Help Skills
- Following Directions
- Language Development
- Letter Recognition
- Social Skills
- Math Skills

Evaluation Process



Action Steps

Proposals reviewed by Evaluation Team

Evaluation Team conducted interview and taste test with each vendor

Evaluation Team Scored

Price scored by finance

Incentive points scored by SBEDA

RFCSP BID TAB

Score Summary	Max. Pts.	Food Bank	Selrico	Scored By
A – Experience, Background, Qualifications	30	29.00	12.50	Evaluation Team
B – Proposed Plan	35	30.83	13.33	Evaluation Team
B – Subcontracting	5	0.00	5.00	Evaluation Team
A-B Subtotal	70	59.83	30.83	
C – Price Schedule	15	15.00	8.09	Finance
D – SBEDA	15	0.00	15.00	Economic Development
Total Score	100	74.83	53.92	
Rank Based on Overall Score		1.00	2.00	

NUTRITION CONTRACT TERMS



Contract Terms and Enhancements

- San Antonio Food Bank
- 3 year contract, 2 one year renewal options
- Total Estimated Value: \$12,795,502

Enhancements to Existing Contract

- Family Style Serving
- Nutrition Education Services at no extra cost to Pre-K 4 SA

PROPOSED CONTRACT PRICING

Academic Year	Annual Breakfast	Annual Lunch	Annual Snack 1	Annual Extended Day Snack	Total
2018-19	\$641,979	\$1,239,089	\$303,732	\$155,760	\$2,340,560
2019-20	\$673,043	\$1,277,055	\$320,990	\$164,610	\$2,435,697
2020-21	\$693,752	\$1,294,313	\$331,344	\$169,920	\$2,489,328
2021-22	\$724,815	\$1,328,828	\$345,150	\$177,000	\$2,575,793
2022-23	\$752,427	\$1,359,891	\$362,408	\$185,850	\$2,660,576

CURRENT V. PROPOSED CONTRACT PRICING



Meal	Current Contract	Future Contract (Avg. of 5 Years)	Difference
Breakfast	\$1,218,380	\$697,203	\$521,176
Lunch	\$1,463,436	\$1,301,215	\$162,220
Snack 1	\$503,919	\$331,344	\$172,575
Extended Day Snack	\$258,420	\$169,920	\$88,500
Total	\$3,444,155	\$2,499,682	\$944,471

RECOMMENDATION



Staff recommends for the Board to authorize acceptance of a contract with the San Antonio Food Bank to provide student nutrition services and nutritional education services for Pre-K 4 SA for three years, with two, one-year options to renew with a total contract value not to exceed \$12,795,502.



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QUESTIONS?