

Executive Summary:

Advertising and Bid Requests:

Bid requests were advertised in the Erie and Warren papers on April 29th, May 6th and 9th. Additionally, letters were specifically sent to seven specific Food Services Management (FSMC) to request their participation in the WCCSD's RFP process for the 2011-2012 school year. PDE mandates that five FSMC's be personally contacted. Three FSMC's responded to the RFP and submitted bids that were opened in a public setting on June 8, 2011.

Formation of Evaluation Team:

An Evaluation Team was formed to review the RFP's and provide the WCCSD Board of School Directors a recommendation per the board's request. The team consisted of:
Michelle Streich - food services employee
Delores Berry – Principal at WCCC
Jim Grosch – Director of Business Services

Award Criteria:

The evaluation team was directed by PDE guidelines to evaluate the FSMC's bid documents using 8 criteria for the basis of the award. The **Award Criteria** are:

Cost and Performance Bond – 51 pts
Service Capability – 7 pts
Financial Conditions/Stability, Business Practices – 7 pts
Accounting and Reporting Systems – 7 pts
Personnel Management – 7 pts
Experience and References – 7 pts
Promotion of the School Food Service Program – 7 pts
Involvement of Students, Staff and Patrons – 7 pts
TOTAL = 100 PTS

Each team member evaluated the bids and prepared their own individual RFP Evaluation Score Sheet as directed by PDE guidelines.

Financial Implications:

Aramark provides a \$80,475 guarantee to SFA.
Nutrition provides a \$75,000 guarantee to SFA.
Metz provides for a "Break even or better" guarantee to SFA.

All guarantees are based off proposal criteria such as Government commodities received, service days, student enrollment, payroll and operating expenses to name a few.

Overall Consideration:

Aramark is a proven leader in their industry and was ranked #1 in its industry in Fortune magazine's list of "World's Most Admired Companies" for 2011. With 75 years of experience, Aramark is a leader in professional services, providing award-winning food

services, facilities management, and uniform and career apparel to health care institutions, universities and school districts, stadiums and arenas, and businesses around the world.

- Aramark has been providing quality food to our student's that follows the Federal nutrition guidelines.
- There are very few complaints about the food or selections.
- Students have expressed that they are satisfied with the food through increased purchases. Daily average meals have increased from 3,312 meals in 2006-07 to 4,107 daily average meals in 2010-11 or by over 24%. This increase is observed even though our enrollment has declined 10.6% over the same period.
- Projected guarantees are higher by approx \$5k over closest bid based on this year's enrollment.
- Staff members have a good working relationship with Aramark.
- Aramark is a financially stable company that employs approximately 255,000 employees in 22 countries. Aramark is currently partnering with over 500 school districts throughout the nation.
- Aramark promotes the food services program by delivering wellness and healthy food presentations for classrooms, parent groups, local community, outside agencies and other companies in Warren County which all promote healthy eating all with no charge to the WCSD.
- Aramark continues to provide the students with many selections for their meals. The following choices for Elementary and Middle/High School students:

Elementary School:

Breakfast 6-7 choices
Lunch – 7 choices

Middle/High School:

Breakfast 6-7 choices
Lunch 11-13 choices

Ala-carte: Elementary has reduced fat and non-fat ice cream, baked chips or pretzels, soft pretzels, cookies, fruits, vegetables, water and juice.
Middle/High school has all the above and Gatorade, ice tea and izee's.

- Aramark provides the WCSD with 4 scholarships per year ranging from \$250 - \$500 each or \$1,000 - \$2,000 in total.
- Aramark supports our School District and communities by supporting such local efforts as the BWMS relay for life, WAHS flower fund, provides free Community Cooking Classes 5 times per year to a group of 60-70 and offers Serv Safe Classes to the entire staff free of charge to the WCSD. Aramark also provides healthy eating demonstrations at the Warren County Fair.

RECOMMENDATION:

That the Warren County School District Board of School Directors award the 2011-2012 FSMC contract commencing on July 1, 2012, with four one-year renewals upon the mutual consent of the WCSD and Aramark. This recommendation is being forwarded to the board with consideration being given to the Award Criteria, Financial Implications and Overall Considerations listed above.