

Executive Summary:

Advertising and Bid Requests:

Bid requests were advertised in the Erie and Warren papers on May 18th, 21st and May 29th. Additionally, letters were specifically sent to eight specific Food Services Management (FSMC) to request their participation in the WCSD's RFP process for the 2012-2013 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 21, 2012.

Formation of Evaluation Team:

An Evaluation Team was formed to review the RFP's and provide the WCSD Board of School Directors a recommendation per the board's request. The team consisted of:
Michelle Streich - food services employee
Steve Parinella – Principal at AVE
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 – 35 pts
Service Capability – 10 pts
Financial Conditions/Stability, Business Practices – 10 pts
Accounting and Reporting Systems – 15 pts
Personnel Management – 10 pts
Experience and References – 5 pts
Promotion of the School Food Service Program – 10 pts
Involvement of Students, Staff and Patrons – 5 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 \$100,547.00 guarantee to SFA.
Nutrition provides a "Break Even" guarantee to SFA.
Chartwells School Dining Services provides for a (\$135,000.00) 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 is excitement at the high school levels on the new deli/salad bars. selections.
- Projected guarantees are higher by approx \$100,000 over closest bid based on this year's enrollment.
- WCSD staff members continue to build trust with a new senior management staff at Aramark.
- Aramark is a financially stable company that employees 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 \$500 each for a total of \$2,000.
- 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 to a group of 60-70 and offers Serv Safe Classes to the entire staff fee of charge to the WCSD.

RECOMMENDATION:

That the Warren County School District Board of School Directors award the 2012-2013 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.