

SCHOOL LUNCH CATERING SERVICES BID PROPOSAL

Proposal #: 02	Date: May 17, 2024
Flo's Friendly Foods	Prospective Client Name: Oakland Military Institute
6232 La Salle Avenue Suite E	3877 Lusk St.
Oakland CA 94611	Oakland, CA 94609
Phone: 415-244-3234	Phone:
Fax/Email: fceriksson@gmail.com	Fax/Email:
Prepared By: Florence Cruz Eriksson	Contact Name: Chief James, SSG Little, SFC Delgadillo

Dear Ma'am and Sirs,

We hereby submit estimates for the Catering Services of your school located at the 3877 Lusk Street Oakland CA 94609 for the 2024 – 2025 school year.

Executive Summary: Flo's Friendly Foods is a small woman owned business located in the Montclair Village area of Oakland. Our diverse pool of employees includes, African, Filipino, Latino and Americans, 90% of whom live in Oakland. Flo's Friendly Foods (FFF) is owned and operated by Chef Florence Eriksson. FFF was created as a response to Flo's son's severe food allergies.

Statement of Firm Qualifications: We have operated in Oakland since 2013. We count the City of Oakland, Oakland Unified School District (vendor ID:009041) and Redwood Day School as our clients. In our 10 years of operations, we have grown from serving one single day care (Pixar day care) to serving approximately 40,000 meals June -August for the children of Oakland through the City of Oakland's summer food program. In addition, we serve children during the school year through their weekend athletics program between 150 – 300 on weekends.

Staff Qualifications: On Flo's staff are five Food Management Certified employees, other employees at minimum hold their food handlers and food allergy certifications. FFF is a current OUSD vendor (vendor id: 009041) and has fingerprint and background checks on file. Florence Eriksson has over 11 years of delivering ready to serve meals. She has delivered meals for the city of Oakland for the last five years, 2 years with OUSD and 5 years with Redwood Day School. References are provided on Exhibit B.

The Services we will provide are as follows:

No	Service Description	Amount Payable (Daily / Weekly / Monthly)
1	Provide and deliver NSLP compliant Breakfast, Lunch, Snacks Monday through Friday.	Monthly
2	Provide assistance with lunch as needed Mondays and Fridays with 1 -2, Food Management licensed and insured Flo's employees	No charge
3	Deliver, provide assistance in serving open serve meals Tuesday – Thursday week (1 manager and 1-2 Flo's staff members)	No charge
4	Supplies provided: Serving trays for meals Tuesday through Thursday, 5 lbs. serving trays for Monday and Friday meals, gloves, sanitary wipes, plastic wrap and foil	No charge

TERMS AND CONDITIONS

1. **Additional Services:** Flo's to provide in lieu of prewrapped meals the following supplies needed to open serve cadets: utensils, condiments, 5lbs trays, open serve trays, gloves, sanitary wipes, plastic wrap and foil.

The estimated value is as follows:

Serving trays (550 + 200)20 days X \$.12= \$1750.00 value per month

Other supplies (2 rolls of foil, 1 cases of gloves, cleaning supplies)

Foil \$100 per/roll, gloves \$65 per/case, Soap \$52, Paper towels \$42 per/case, Spray cleaner \$53)

Value approximately= \$412 per month


Annual value: \$19,458.00

2. Milk will be **offered versus serve**. The balance of unconsumed milk will be realized through other items with **equal to or greater dollar and nutrition value**.

3. **BUDGET:** total costs of service will **not increase:** \$3.50 for breakfast, \$5.00 for Lunch, \$.98 for Snack (by request only). Payable monthly on an agreed upon date each month.

4. **SAMPLE WORK:** can be provided upon request. Proposed menus are attached.

5. In the event this proposal or finally agreement proves unsatisfactory by either party. It may be terminated by a 30-day written notice by either party.

Quoted By:  _____ Florence Cruz Eriksson 05/17/2024

Acceptance of Proposal- The above prices and specifications are satisfactory and are hereby accepted. You are authorized to do the work as described above to do the work in a timely and professional manner. Payment will be made on the date described above.

Approved by: _____ Date: