



May 11, 2021

2021-2022 CNCA-Vendor Partnership Recommendation for Food Service Management Company

Recommendation:

CNCA carefully considered several critical factors (CDE compliance, financial stability, food quality, cost, stakeholder preference, etc.), and recommends the following Food Service Management Company (FSMC) for the 2021-22 school year, with the option to renew for the next four years:

- Camino Nuevo High School Dalzell Lance Campus: **Better 4 You Meals**
- Camino Nuevo Charter Academy Burlington Campus: **Better 4 You Meals**
- Camino Nuevo Charter Academy Kayne Siart Campus: **Better 4 You Meals**
- Camino Nuevo Charter Academy Castellanos Campus and Jane B. Eisner School: **Better 4 You Meals**
- Camino Nuevo Charter Academy Cisneros Campus: **Better 4 You Meals**

Better 4 You Meals has provided excellent audit and compliance support to CNCA in past Administrative Reviews, had the best scores among our stakeholder food tastings, and proposed the most flexible services and meal offerings. Better 4 You Meals has an excellent track record with the Castellanos, Eisner, and Dalzell Lance campuses and are confident of a seamless expansion to the rest of the CNCA campuses.

Methodology:

Camino Nuevo Charter Academy posted a ***Request for Proposal for Food Service Management Companies*** on the CNCA website (<https://www.caminonuevo.org/apps/pages/RFP>) and purchased two weeks of public notice from a local publication per the CDE RFP guidelines, and directly contacted six known meal vendors to ask for bids. Three vendors answered the Request for Proposal. All three passed the RFP compliance check and were asked to present samples for stakeholder tastings. Better 4 You Meals received the highest marks for breakfast and lunch, K-12 by Elior received the highest mark for snack.

Proposed Pricing Information:

<u>Vendor</u>	<u>Lunch</u>	<u>Breakfast</u>	<u>Snack</u>
Reimbursement*	\$3.53	\$2.26	\$.96
Revolution Foods	\$2.98	\$2.03	\$0.90
Better 4 You Meals	\$2.90	\$1.85	\$0.90
K-12 by Elior	\$3.11	\$2.15	\$0.95

*based on current reimbursement rates for the 2020-21 school year. Actuals not released by the CDE as of the date of this report.