

# MEMO

To: Directors and board  
From: Director of Operations

RE: Food Service Selection 2022-23

Amani sent out an RFP to all available food service companies that provide vended meal service, of which there are 3 in our geographic area. Additionally, the RFP was posted on the school website. Each company presented a food tasting to our student/parent committee.

After all proposals were received the food service selection committee met. (Bruce Tanner, Ashley Davenport, Brittany Woodley, and Rikki Childs). Each individual submitted a "food service scoring rubric." Attached to this memo is the overall total from the scoring..

Revolution Foods: 65  
Regina Catering: 84  
Red Rabbit: 69

Flexibility of ordering  
Description of service  
Compliance with the RFP  
Taste/presentation (survey from student committee)  
References

## Narrative

Revolution Food, our partner for the last 6 years, scored lowest, primarily based on the low score for food taste and presentation. Additionally, students have been voicing negative opinions for a few years. Regina Catering and Red Rabbit scored fairly equally in the food taste category from our student tasting committee. The largest difference is on price and confidence of service. Red Rabbit was the school's first food service provider. At the time the company had many problems with delivery of products. .

## Pricing:

Regina: \$1.38 breakfast, \$2.60 lunch, \$.80 snack  
Red Rabbit: \$2.42 breakfast, \$3.96 lunch, \$.98 snack  
Revolution: \$2.33 breakfast, \$3.68 lunch, \$1.00 snack

State reimbursement rates for 2022-23 have not been published yet.

## Delivery of product

Regina can deliver either a unitized meal or family style meal.  
Red Rabbit can deliver family style only.

*So the option of the committee is that with Regina we can start with Family style service and find if it does not work well, we can pivot to unitized meals. The lower pricing gives Amani the opportunity to save money.*

Example

NSLP pre-covid reimbursement Rate	Breakfast \$1.99	Lunch \$3.59	Snack \$.96
Meals consumer monthly average	1300	3000	800
Reimbursed to Amani	\$2587.	\$10,770.	\$768.
Regina's meal cost	\$1794.	\$7800.	\$640.
Profit* monthly	\$763.	\$2970.	\$128.

\*technically it's not a profit, but the funds that can be applied to food service expenses.

## 2022-23 Food Service Scoring Rubric

The selection of vendors shall be based upon 100 point scale. Please review the “request for proposal” first, then read each bid.

If you are unable to score any criteria indicate with NEI ( for Not Enough Information)

	Description of Service (10pt)	Ease & flexibility of ordering system (10 pt)	Taste/presentationvariety (student survey) (20 pt)	Proposed Price (20 pt-lowest cost)	Confidence in the provider -track record/testimonials (30 pt)	Compliance with RFP (10 pt)	TOTAL ( up to 100 pts)
R e v o l u t i o n F o o d s	5	10	9	8	25	8	65
R e g i n a C a t e r i n g	10	7	18	20	20	9	84
R e d R a b b i t	10	6	20	10	12	10	69

