



MASTER

TEACH Public Schools
FSMC Food Service Proposal
RFP: 2019-2020-001

c/o Mr. Enrique Robles
1846. W. Imperial Hwy
Los Angeles, California 90047

May 25, 2019



Cover Letter

May 25, 2019

Dear Ms. Bakke

On behalf of Better 4 You Meals Inc., please allow us to express our gratitude for the opportunity to submit this Proposal for FSMC Food Services.

We are confident that Better 4 You Meals will prove to be the ideal meal provider to meet TEACH Public Schools' needs. We have the team, resources, menu, and customer service team in place to deliver excellent service to TEACH Public Schools' schools.

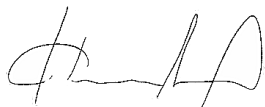
As a social venture launched by actual public-school leaders, B4YM's performance, growth, retention, and school feedback prove we know school meals like no other. We are committed to providing your scholars with fresh, tasty, and 100% compliant meals every day.

As a social venture launched by actual public-school leaders, B4YM's performance, growth, retention, and school feedback prove we know school meals like no other. We are committed to providing your scholars with fresh, tasty, and 100% compliant meals every day.

Should you or your staff have any questions or require additional information, please do not hesitate to contact us. Proprietary documents are clearly marked "Proprietary" in the upper right corner.

Thank you again for this opportunity. We look forward to working with TEACH Public Schools and believe we can build a partnership and collaboration with TEACH Public Schools that can grow and thrive for many years to come.

Sincerely,



Fernando Castillo
Chief Executive Officer
Authorized Corporate Officer for Binding Contract
fcastillo@better4youmeals.com
(323) 838-5555

By signing this cover letter, I (we) certify that the information contained in this proposal is accurate, and that all attachments required to be submitted as part of the proposal, are certified to be true and binding upon our company.

Federal Tax ID:	90-0657788
SFA Liaison:	Steven A Holguin sholguin@better4youmeals.com
Mailing Address:	5743 Smithway Street, Los Angeles, CA 90040
Contact Numbers:	Office (323) 838-5555 Fax (323) 838-5419

Table of Contents

About Us	- 5 -
School Food Authority & RFP Profile	- 6 -
Vendor Contact Information	- 7 -
B4YM Experience & Capacity Overview for TEACH Public Schools.....	- 8 -
B4YM Collaboration with Acclaimed Chef Antonia Lofaso.....	- 9 -
Proposed Scope of Services	- 10 -
Attachment A – Required Documents Checklist.....	- 13 -
Attachment B – Minimum Qualifications Questionnaire	- 14 -
Attachment D – FSMC Professional Standards	- 15 -
Attachment E – Proposal Questionnaire	- 16 -
Proposal Questionnaire #1	- 17 -
Proposal Questionnaire #2	- 19 -
Proposal Questionnaire #3	- 20 -
Proposal Questionnaire #4	- 23 -
Proposal Questionnaire #5	- 24 -
Proposal Questionnaire #6	- 25 -
Proposal Questionnaire #7	- 37 -
Proposal Questionnaire #8	- 38 -
Evidence of Permits, Licenses, & Health Inspection Report	- 39 -
Current Business License & Health Permit	- 39 -
Los Angeles County Health Department Inspection Report.....	- 40 -
Evidence of Insurance Coverage.....	- 41 -
Evidence of Safe Serve Certification	- 42 -
USDA Foods/Commodities Processor Agreement.....	- 43 -
Attachment F – Respondent References	- 44 -
Letter of Recommendation – Roses in Concrete Community School	- 46 -
Letter of Recommendation – Compton Unified School District	- 47 -
NSLP & CACFP Administrative Review Schools – Past 4 Years.....	- 48 -
California Charter Schools Served in 2018-19.....	- 49 -
California District Schools Served in 2018-19.....	- 50 -
California Charter Schools Served in 2017-18.....	- 51 -
Attachment G – Authorization Agreement.....	- 52 -
Attachment H – Fee Proposal.....	- 53 -
Attachment I – Required Certifications	- 55 -
Certifications Regarding Lobbying,	- 55 -
Disclosure of Lobbying Activities.....	- 56 -
Certification Regarding Lobbying.....	- 57 -

Debarment, Suspension, and Other Responsibility Matters - 58 -

Attachment J - Certificate of Independent Price Determination..... - 59 -

Attachment K - 21 Day Cycle Menu Sample - 60 -

 Breakfast - Sample Menu - 60 -

 Lunch – Sample Menu - 61 -

 Weekly Lunch Specials – Sample Menu - 62 -

 Lunch Cold Sandwich – Sample Menu - 63 -

 Vegetarian Lunch – Sample Menu - 64 -

 Lunch Entrée Salad – Sample Menu - 65 -

Additional Documents – Non-Required - 67 -

 Student Engagement & Participation for All - 67 -

 Methods to Help Increase Student Participation - 69 -

 Compliance & Training Assistance - 70 -

 Name Brand Partnerships..... - 71 -

 Support for Fresh Fruits & Vegetables Program..... - 72 -

 Sample Breakfast Items Served..... - 74 -

 Sample Lunch Items Served - 75 -

 USDA Commodities - 76 -

 Commitment to Ensuring Healthy Food Options - 78 -

 Meal Transportation and Holding – Procedures & Equipment..... - 80 -

About Us

Founded In 2011 Better 4 You Meals (B4YM) is the direct product of local California school leaders listening to the voices of their very own students and parents who wanted “better” food at their schools. After years of unsuccessfully working with existing meal vendors to improve meals and student participation, our founders decided to become part of the solution and offer a new option for school meals.

Serving school districts, charter schools, private schools, summer camps, and after-school care providers, B4YM has helped drive major increases in school meal participation throughout California. In seven short years, B4YM has grown from an idea of social change to the one of the most impactful members of the California school meal community.

We have no predefined values on food that we try and impose on schools. We do not jump on the latest food craze and shock students with food they cannot pronounce or have never seen or heard of. Simply put, we are a young organization with a cultural blend of confidence and craziness to believe that our small social venture will one day positively impact the school meal experience of every student in California.

We know a hungry child cannot learn. We know that behavior issues increase when children are hungry. We know there is still a perceptual stigma to receiving “free” meals at school. We know that for some of your kids, the meals they receive at school may be the only nutritious meals they receive all day. And at B4YM, we cannot and will not be part of a society that accepts this as norm. We believe that we can be a partner to schools all across California in helping to alleviate these issues and that starts with working with you.

School meals must be fresh, healthy, visual appealing, tasty, compliant, and most importantly, not something that is going to fill up trash cans. Together we can shake up the school meal world by bringing new comfort food style recipes, working with food makers manufacturers that have never made food for schools before, and consistently employing innovation and honest ideas in our work.

Providing school meals isn't a complicated business, but it is an extremely difficult one. Your schools have strict budgets for the meal program and you've expressed that you want and need your kids to eat. We absolutely agree and are committed to spending all our time working with the diverse communities in your school to create meals, menus, and service models that you and your stakeholders can be proud to offer.

With decades of combined school operation and food service experience, Better 4 You Meals is uniquely positioned to meet the needs of your school and your students. Our team looks forward to speaking with you soon and wish you a year of many great meals!

We look forward to the opportunity to work with your school and we thank you for the opportunity to submit this proposal.

School Food Authority & RFP Profile

SFA Name: TEACH Public Schools
Mailing Address: 1846 W. Imperial Hwy. Los Angeles, CA 90047

Contact Person: Mr. Enrique Robles
 TPS-Compliance@teachps.org

Submission Due Date: May 29, 2019 by 3:00pm

Overall Criteria

Criteria	Maximum Points	Corresponding & Relevant Pages
Cost	30	53
Administrative Requirements: did the Respondent include all required information in accordance with the General Instructions and Proposal Requirements?	20	2, 3 - 4, 7, 10 - 12, 13, 14, 15, 16 - 38, 39 - 43, 44 - 45, 52, 53, 55 - 58, 59, 60 - 68
Experience with School Breakfast & National School Lunch Programs and CACFP & Summer Feeding Program	20	2, 5, 8, 17 - 22, 44 - 51, 60 - 66
Based on the Proposal Questionnaire responses and the Cover Letter, the Respondent demonstrates a complete understanding of the SFA's food service program and its service requirements, as described in the RFP and the Scope of Work and can perform those services to the SFA's satisfaction.	20	16 - 38
The financial stability of the Respondent.	25	25 - 37
Corporate capability and experience as measured by performance record, years in the industry, relevant experience, number of SFAs served, client retention and satisfaction, and references.	20	Page 8, 24, 44 - 51
Tasting (Round 2 Candidates Only)	20	TBD
Total Points	155	

Vendor Contact Information

Better 4 You Meals
5743 Smithway St, Ste 103
Commerce, CA 90040
(323) 838-5555
www.better4youmeals.com

Primary Proposal Contact

Steven A. Holguin
Vice President of Sales & Marketing
(323) 838-5555 Office
(310) 678-5958 Cell
sholguin@better4youmeals.com

Additional Company Contacts

Fernando Castillo, MBA
Chief Executive Officer
(323) 838-5555
fcastillo@better4youmeals.com

Daphne Roberts
Chief Commercial Officer
(323) 838-5555 x108
droberts@better4youmeals.com

Better 4 You Meals Company Service Profile

- 190,000 – Average number of lunches served by B4YM every week
- 150,000 – Average number of breakfasts served by B4YM every week
- 73,400 – Total number of students enrolled in schools served by B4YM
- 70,000 – Square feet at the B4YM kitchen and distribution facility in the City of Commerce
- 20,000 – Average number of suppers served by B4YM every week
- 480 – Employees currently on the B4YM team
- 274 – Current number of school sites B4YM delivers
- 46 – Number of School Food Authorities B4YM supports

B4YM Experience & Capacity Overview for TEACH Public Schools

Better 4 You Meals has grown to become one of California's leading providers of school meal services because of our commitment to finding appropriate and creative solutions for each school. Below is a bit of key information on Better 4 You Meals.

- Serving 274 school sites in 2018-19 – in which 250 sites are in the Greater LA area
- We are currently serving schools through the following models
 - Ready to Eat hot pre-packed meals
 - Ready to Serve hot family style meals
 - Ready to Heat cold pre-packed meals heated on site
 - Day prior cold delivery and overnight storage pre-packed meals
- 46 total SFAs supported throughout California
- 45 schools heat our meals at their sites
- 21 schools currently operate on Prop 39 shared campuses

Daily Service Volumes in Greater Los Angeles Area

- Breakfast – 25,000 servings per day
- Lunch – 35,000 servings per day
- Supper – 5,000 servings per day
- Snack – 10,000 servings per day

Initial Years of Administering Food Service Programs

- School Breakfast Program – August 2011
- National School Lunch Program – August 2013
- Seamless Summer Feeding Option – June 2014
- Afterschool Meal Supplement – August 2013
- Child and Adult Care Food Program – August 2013

Current Charter Management Organizations served by Better 4 You Meals

- | | |
|---|---------------------------------|
| • Alliance College-Ready Public Schools | • LA Leadership Academies |
| • ICEF Public Schools | • STEM Public Schools |
| • Camino Nuevo Academy | • Today's Fresh Start |
| • ISANA Academies | • Richmond College Prep Schools |
| • Green Dot Public Schools | • Watts Learning Center |
| • Downtown Value Schools | • Endeavor College Prep |

Non-Charter School Organizations Served

- Archdiocese of Los Angeles – 68 schools
- Compton Unified School District – all 34 Schools
- Glendale Unified School District – 12 campuses
- West Covina Unified School District – all Middle & High Schools 1x weekly

B4YM Collaboration with Acclaimed Chef Antonia Lofaso

Celebrity Chef Antonia Lofaso

Better 4 You Meals is proud to announce a partnership with acclaimed chef and restaurateur Antonia Lofaso. Beginning in Fall 2019, Chef Antonia will be creating a line of monthly lunch specials for B4YM schools, inspired by the same passion and creativity that has propelled her to become one of the most sought-after chefs in America.

While Chef Antonia is recognized for her memorable performances on Bravo's Top Chef: Chicago and Top Chef: All Stars, CNBC's Restaurant Startup and Food Network's Cutthroat Kitchen, she continues to shine in front of the camera as a judge on Iron Chef America, Best Thing I Ever Ate and most recently, Food Network's Guys Grocery Games and Guy's Ranch Kitchen.

In 2011, Chef Antonia launched her first Los Angeles restaurant, Black Market Liquor Bar. Since then, Chef Antonia has gone on to launch wildly successful California restaurants Scopa - Italian Roots, DAMA, Antonia Lofaso Catering and her chef wear brand, Chefletics..

Throughout the years of raising her own daughter Xea, Chef Antonia has been very interested in what kids are eating and what schools are serving. This partnership with B4YM is a great opportunity for Chef Antonia to begin positively impacting the perception of school meals and the cafeteria experience for K-12 students across America.



*Chef Antonia's Meals
Coming Fall 2019*

Proposed Scope of Services

Overview of TEACH Public Schools Food Service Program

- A. Scale. The SFA employs 4 staff members who provide food service to approximately 1000 children at 4 sites, including 3 schools. The food service prepares approximately 150,000 meals annually.
- B. Financial Goals. TEACH Public Schools intends on serving as many students, as possible, with the lowest fiscal impact to our school's general fund. The FSMC will be required to provide a plan on how to support TEACH's goal on ensuring waste is not occurring and ensuring our students receive a healthy & nutritious meal, in addition to providing solutions on waste management and crediting for unserved meals.
- C. Management Goals. TEACH Public Schools expects the FSMC to be fiscally solvent, in compliance with all local, state and federal public health policies. In addition, the FSMC must have a clear business structure that allows TEACH's Management Team to clearly identify key decision makers to ensure the FSMC provides all items requested in a timely manner and has the least impact on students. The SFA's food service goals are to provide nutritious, high-quality meals to students and participants in the School Breakfast Program, School Lunch Program, Seamless Summer Option (SSO), and After School Snack Program. Additionally, the SFA strives to accommodate special diets where medically necessary, improve the nutritional quality of meals, and maintain a financially viable nonprofit food service program.
- D. Food Service Office & Staffing: The food service central office is located at TEACH Public School's Home Office. The Food Service Program is overseen by the Chief Operating Officer. In addition to the Chief Operating Officer, a Director of Program Compliance, Data & IT provides overall operations & general direct support within the TEACH network and it's SFA members. Lastly, the Business Operations Manager & School Officer Managers at each school will act as a liaison between the FSMC and the school.
- E. National School Lunch Program and School Breakfast Program. Our schools participate in the National School Lunch Program and School Breakfast Program. SFA's food service goals are to provide nutritious, high-quality meals to students and participants in the School Breakfast Program, School Lunch Program, Seamless Summer Option (SSO), and After School Snack Program.. Additionally, the SFA strives to accommodate special diets where medically necessary, improve the nutritional quality of meals, and maintain a financially viable nonprofit food service program. General food service goals are as to:
 - Provide an appealing and nutritionally sound program for students as economically as possible
 - Stimulate both student and adult participation in the program through improving relations with students, staff, and the community by creating awareness of the direct correlation between adequate nutrition for students and their ability to learn
 - Increase participation at all levels of the food service program by improving meal quality, seeking student and parent input, and successful menu variation and planning

- Maintain reasonable prices for students and adults participating in the food service program, while maximizing USDA commodities and any other local, state & federal compliant programs that support our Food Service Program
- Maintain student and staff morale at a high level

F. Participation:

TEACH Public Schools 2019-2020 Master Roster School Nutrition Program Projection (updated: 03-05-2019)										
PROGRAM	GRADES	Address	Service Type	Servers Required	POS Rep Required	MAX ENROLLMENT*	AVERAGE DAILY PARTICIPATION	FULL PAY*	FREE*	REDUCED*
TEACH Preparatory Mildred S. Cunningham & Edith H. Morris Elementary	Currently K-2 but will grow to be TK-5	8505 S. Western Ave. Los Angeles, CA 90047	Serve All (Provision 2 or CEP Candidate Site)	1	1	175 (for 19-20 but will grow to 400)				
National School Lunch (NSLP)							165	10	140	15
School Breakfast Program (SBP)							165	10	140	15
NSLP Afterschool Meal Supplements (AMS) (Snacks)							60	0	60	0
CACFP Supper**							60	0	60	0
TEACH Academy of Technologies	5th - 6th	10045 S. Western Ave. Los Angeles, CA 90047	Serve All (Provision 2 Site)	1	1	450				
National School Lunch (NSLP)				400	15		350	35		
School Breakfast Program (SBP)				350	10		315	25		
NSLP Afterschool Meal Supplements (AMS) (Snacks)				100	0		100	0		
CACFP Supper**				120	0		120	0		
Summer Food Service Program**			120	0	120	0				
TEACH Tech Charter High School	9th - 12th	10616 S. Western Ave. Los Angeles, CA 90047	Offer vs Serve (Provision 2 Site)	1	1	450				
National School Lunch (NSLP)							300	15	250	35
School Breakfast Program (SBP)							250	10	215	25
NSLP Afterschool Meal Supplements (AMS) (Snacks)							80	0	80	0
CACFP Supper**							80	0	80	0
Summer Food Service Program**			120	0	120	0				
** Contingent on Funding for After School and Summer Programs										

G. Buy American

The SFA participates in meal programs that require the use of nonprofit school food service funds, to the maximum extent practicable, to buy domestic commodities or products for Program meals. A 'domestic commodity or product' is defined as one that is either produced in the U.S. or is processed in the U. S. substantially (51 percent or more by weight or volume) using agricultural commodities that are produced in the U. S. as provided in 7 CFR, sections 210.21(d) and 220.16(d).

The FSMC must:

Submit certification statements for all processed agricultural products. The Food Service Management Company (FSMC) must provide written documentation to the SFA at the time of delivery for each processed agricultural product certifying that the food product was processed 100 percent domestically and that the percentage of domestic content in the food component of the processed food product is over 51 percent, by weight or volume.


Or

Request SFA approval prior to delivering a nondomestic agricultural commodity or product. If the FSMC cannot comply with #1 above, the FSMC must notify the SFA in

writing 10 days prior to delivering a nondomestic agricultural commodity or product. This written notification must include the following:

- a) Whether the request to deliver a nondomestic food is because the product is not produced or manufactured domestically in sufficient and reasonably available quantities of a satisfactory quality, or competitive bids reveal the costs of a domestic product are significantly higher than the nondomestic product.
- b) The pricing of both domestic and nondomestic products and/or availability data to justify the use of one of the two allowable exceptions.
- c) A list of alternative domestic substitutes for the SFA to consider for delivery instead of the nondomestic agricultural product.

By signing below, Better 4 You Meals recognizes and accepts the stated Scope of Work and agrees to include all listed services as part of this bid and in any proposed contract.

Signature of Authorized Company Representative 	Title Vice President, Sales & Marketing	Date 5/20/2019
Name of Company Better 4 You Meals		

Attachment A – Required Documents Checklist

Better 4 You Meals
Respondent Company Name

Please complete this checklist to confirm that the items listed below have been included in your proposal. Place a checkmark or “x” next to each item you are submitting to the SFA. For your proposal to be considered, all required attachments must be returned, including this checklist.

Attachment	Included	Attachment Name	Corresponding Pages
A	X	Required Documents Checklist	13
B	X	Mandatory Tour	38
C	X	Minimum Qualifications	14
D	X	FSMC Professional Standards	15
E	X	Proposal Questionnaire	16 – 38
F	X	Respondent References	44 – 51
G	X	Authorization Agreement	52
H	X	Fee Proposal	53
I	X	Certifications Regarding Lobbying Activities, Debarment, Suspension and Other Responsibility Matters	55 – 58
J	X	Certificate of Independent Price Determination	59
K	X	21 Day Cycle Menu	60 – 66

Attachment B – Minimum Qualifications Questionnaire

A Respondent must meet all of the following minimum qualifications to the SFA's satisfaction to be given further consideration. Failure to satisfy ANY of the minimum qualifications may result in the immediate rejection of the proposal.

As of April 1, 2019, both the Respondent's company and its key personnel meet all the following minimum qualifications:

1. The responding company has at least 3 Years of experience with Food Service Programs.

Yes No

2. The Respondent has the resources and ability to provide 200,000 of meals per fiscal year.

Yes No

3. The Respondent has knowledge and experience with the School Breakfast Program and National School Lunch Program.

Yes No

4. The company has professional references that demonstrate and evidence the ability to perform the required services.

Yes No

5. The company is licensed to do business in the State of California.

Yes No

Attachment D – FSMC Professional Standards

FSMC Employees Professional Standards

Federal Register Vol. 80, No. 40, dated March 2, 2015, referred to as the “Final Rule,” establishes minimum professional standards for school nutrition personnel who manage and operate the National School Lunch and School Breakfast Programs. In the Final Rule, the following definitions are established:

1. **School Nutrition Program Director.** The school nutrition program director is any individual directly responsible for the management of the day-to-day operation of school food service for all participating schools under the jurisdiction of the school food authority.
2. **School Nutrition Program Manager.** The school nutrition manager is any individual directly responsible for the management of the day-to-day operation of school food service for a participating school(s).
3. **School Nutrition Program Staff.** School nutrition program staff are those individuals, without managerial responsibilities, involved in day-to-day operations of school food service for a participating school(s).

The Final Rule establishes that these definitions apply to the function/role rather than the specific title within the school food service structure, and that the definitions apply whether or not the school food service is operated by an FSMC. Therefore, as of the effective date of this contract, the minimum professional standards established by the Final Rule, and described therein, shall apply to FSMC staff performing any of the duties described above.

The FSMC shall only place staff for work in the school district that meet the minimum professional standards outlined in Title 7, *Code of Federal Regulations (7 CFR)*, Section 210.30, which can be viewed at the following Web page: http://www.fns.usda.gov/sites/default/files/cn/profstandards_flyer.pdf.

- The SFA shall ensure that all staff the FSMC proposes for placement meet the minimum professional standards.
- The FSMC shall ensure their employees take the required annual training as outlined in the professional standards and provide certification of such training to the SFA. The FSMC shall remove from the SFA premises any staff who fail to take the required annual training.
- The FSMC shall provide the SFA with a list of proposed employees and evidence that they meet the professional standards.



FSMC Signature

5/25/2019

Date

Attachment E – Proposal Questionnaire

This proposal questionnaire is intended to provide the SFA with specific information concerning the Respondent's capability to provide services as described in the RFP. Please be as concise as possible and limit your responses **to no more than two (2) pages per question, unless instructed otherwise. Type each question in the same order as listed in the questionnaire.**

1. Provide a general description of your company's qualifications and experience relevant to the minimum qualifications in Attachment C, along with any necessary substantiating information. Limit your responses to information about your company's capabilities.

Page(s) 17 - 18

2. Provide a statement indicating the year your company was founded; what the primary business(es) of the company is (are); the length of time the company has been providing food service management services (consulting, food purchase, etc.), and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA food management services.

Page(s) 19

3. Provide a general description of how your company will be able to provide the experience, ability, and financial stability necessary to meet the requirements set forth in this RFP.

Page(s) 20 – 22

4. Provide a complete list of SFAs that have discontinued or terminated your company's services in the last five years, and the reason(s) why.

Page(s) 23

5. Provide an organization chart for your company, a description of the lines of communication, and the responsibilities at each corporate level.

Page(s) 24

6. Provide a complete balance sheet or annual report (verified by a certified public accountant) for the last three years of operation.

Page(s) 25 – 36

7. Provide a description of promotional and/or marketing materials you will use to attract students to the program.

Page(s) 37

8. Provide a recommended transition plan that describes the steps the Respondent will take to begin providing the services described in this RFP.

Page(s) 38

Proposal Questionnaire #1

Provide a general description of your company's qualifications and experience relevant to the minimum qualifications in Attachment B, along with any necessary substantiating information. Limit your responses to information about your company's capabilities.

Our company leadership has helped launch charter schools, operated within the back offices of charter schools, started food programs at charters, and also operated general businesses over the last 25 years. Each year since 2014, we have met all targeted meal service and revenue goals and have grown from 30,000 meals per day to 80,000. We have maintained a laser like focus on customer service and overall product satisfaction. While not always achieving the daily goal of zero errors and 100% satisfaction, the entire B4YM team is dedicated to learning, growing, and improving every day and in every way.

Financially the company is very sound with a strong projected net income and access to capital. We have no liens, bankruptcies, or judgments against us.

Better 4 You Meals is holding our 2019-20 growth target to a modest projected growth rate, focusing on increasing customer satisfaction, creating model systems for replication, processes for optimal efficiency and meal consistency, and expanding our Northern California services.

Better 4 You Meals Experience & Customer Service

As the only school meal vendor founded by individuals with actual charter school operational leadership experience, our entire model was designed to better serve the charter schools throughout Southern California. The positive response and encouragement from the charter school community has been resounding and very humbling.

In Fall 2014, the first year of expansion from breakfast service to full meal operation, 120 charter schools approved Better 4 You Meals as their vendor of choice. Serving an average of 30,000 meals per day, we quickly developed the infrastructure and procedures to best serve our schools.

From there the request for service has continued to increase dramatically. In the Summer of 2015, we were awarded to be the vendor for 80 Los Angeles Archdiocese K-8 schools, while also contracting with an additional 25 charter schools for full service. In January 2016, we began service for Compton Unified, which employs a cold delivery and heat on site model.

We are now serving an average of 80,000 meals per day across 274 sites throughout California.

Even with our rapid growth, we have continued to keep laser focus on what has helped our meal service endeavor grow so significantly – our commitment to our schools and to our customer service.

No other vendor retains the wide array of services that Better 4 You Meals has such as:

- Therapeutic Meals for students with special meal needs

- On site BBQ's for special event days or to reward students for performance
- Partnership with popular known brands such as Pick Up Stix, Dominos Pizza, & Pizza Hut
- Catering for school special events, training, meetings, and more
- Approved USDA Foods Commodities processor – helping schools save thousands each year

Customer Service

Better 4 You Meals has also recently updated many features of our customer service model. Our online ordering system has been updated and improved to allow for ordering features such as milk type ratios, field trip lunches, therapeutic meals. Many technological upgrades have gone into, and will continue going into, our ordering system to make ordering faster and to reduce errors.

We have also changed our school support model to make it easier for schools to interact with the exact Better 4 You Meals team member that they need. Our customer service line is open every morning at 6:30am until 5:00pm to help with any immediate issues such as meal changes, missing items and delivery changes. Every school is also assigned a dedicated Account Manager to help with their student engagement, participation, troubleshooting, training, and more.

Client satisfaction is at the forefront of every decision and task that we take on. You have our commitment to continue to lead the path to providing your students with healthy and delicious meal options.

Buy American

B4YM is 100% compliant with the USDA Buy American provision and has had zero negative findings related to buying American products in our past 50 Administrative Reviews over the last 4 years.

Proposal Questionnaire #2

Provide a statement indicating the year your company was founded; what the primary business(es) of the company is (are); the length of time the company has been providing food service management services (consulting, food purchase, etc.), and related services described in this RFP. In addition, provide the duration and extent of experience the company has with similar SFA food management services.

Better 4 You Meals was founded as Better for You Breakfast in 2011 with the primary business goal of serving breakfast meals to charter and private schools throughout Southern California. In 2013, we became Better 4 You Meals and began bidding for lunch, snack, and supper meals. Almost 100% of all business that Better 4 You Meals performs is related to meal service for one of the following federally funded programs, School Breakfast Program, National School Lunch Program, Seamless Summer, Child & Adult Care Food Program, or the Summer Food Service Program.

- Began serving a full menu (Breakfast, Lunch, snack, & Supper) of meal options to charter schools in August 2013.
- Became an approved processor of USDA Foods/Commodities in 2014
- Began serving the Archdiocese of Los Angeles under the NSLP in August 2015.
- Began serving Compton Unified School District as our first public school district in January 2016.

Initial Years of Administering Food Service Programs

- | | | |
|---------------------------------------|---|-------------|
| • School Breakfast Program | – | August 2011 |
| • National School Lunch Program | – | August 2014 |
| • Afterschool Meal Supplement (Snack) | – | August 2014 |
| • Child and Adult Care Food Program | – | August 2014 |
| • Seamless Summer Feeding Option | – | June 2015 |

From the very beginning of our full meal service in 2014, B4YM became entrenched in supporting SFA's through the vended meal route and also through the FSMC agreement. Current and past FSMC clients that B4YM supports include:

- | | |
|--|----------------------------------|
| • Alliance College Ready Public Schools | • Celerity Schools |
| • Green Dot Public Schools | • Camino Nuevo Charter Academy |
| • Compton Unified School District | • Los Angeles Leadership Academy |
| • Inner City Educational Foundation (ICEF) | • Multicultural Learning Center |
| • Downtown Value Charter Schools | • SOAR Charter Academy |
| • Archdiocese of Los Angeles | • Oakland Military Institute |

In addition to our meal preparation and delivery to our FSMC and Vended Meal clients, we have contracted to assume roles such as ordering meals, serving meals, heating meals on site, employing waste management methods, delivering cold meals for heat on site, and much more.

Proposal Questionnaire #3

Provide a general description of how your company will be able to provide the experience, ability, and financial stability necessary to meet the requirements set forth in this RFP.

B4YM has become California area leader in FSMC and Vended Meal service, supporting an average of 274 sites every day. In our short time since being founded, B4YM has recruited and tapped into extensive expertise from school business operations, school nutrition, food production, and logistics professionals. B4YM was not founded on any preset personal values or food beliefs that we have imposed on our schools. Rather we listen to school leaders and students and strive to attain a strong understanding of what their goals, wishes, and challenges are for their food program. We have worked tirelessly to create a service model that is easy to work with, culturally relevant, and affordable to schools.

The founders of B4YM have worked in public education for over a combined 30 years and have been influential in helping other food vendors grow and refine their product and service model over the years. But despite all those years of helping other vendors, there was still significant short comings in the day to day service and that was the initial driver to launch B4YM.

Production Capacity:

- a. B4YM has one central kitchen and distribution center in Los Angeles, located at 5743 Smithway St, in the City of Commerce and a 2nd facility in the City of Millbrae to support Northern California school meal services. Our Millbrae facility covers about 20,000 square feet, and all meal preparation is performed on site such as food receiving, refrigerated and frozen storage, meal preparation, meal heating/sorting, and loading for delivery.
- b. B4YM's current average daily breakfast volume in California is about 25,000 cold and hot meals. We have current capacity to support an additional 20,000 daily cold or hot breakfast.
- c. B4YM's current average daily lunch volume is about 40,000 cold and hot meals with an additional 5,000 daily average supper meals. We have current capacity to support an additional 35,000 daily cold or hot lunch and supper meals.

Transportation Capacity:

- a. B4YM currently has a fleet of 58 delivery trucks and vans. We have 36 breakfast routes that go out each day and 42 lunch routes.
- b. Each delivery truck/route has 4-6 schools on it, depending on the volume of meals on the route and the proximity of the schools to each other. We are adding additional trucks in July 2019 to accommodate anticipated growth, reduce identified high volume routes, and add operational features like electrical capability in the trucks.

Describe the efforts that B4YM takes to ensure all meals are compliant with USDA weekly and daily requirements.

The monthly menu build-out is a very in-depth process that involves 6-10 individuals each month. We begin working on menus 2-3 months in advance and out a cycle that provides for ample variety of

flavors, proteins, ingredients, and cultural inspirations. We solicit school information and send out proposed menus to selected schools for input and feedback. We strive to not repeat any dishes throughout the month. From there we input each meal selection in to NutriKids Software for meal component balance and to assure that each week meets the target USDA NSLP nutrition and component requirements. Once each week is verified balanced and approved, then the meal is locked in and then the menu is then shared around various departments for approval and recipe training if needed.

Describe B4YM's experience in handling special meal accommodations. Include the process and timeline starting from when it is identified that a special meal is required for a student.

Special or therapeutic meals are a service that B4YM is very proud to provide in greater depth than most vended meal or FSMC companies do in California. All special meal requests must be completed on the CDE Special Therapeutic Meal Needs form and signed by a license medical physician.

Once the medical statement is submitted to B4YM, on average it takes 1-3 weeks to begin meal service, depending on the allergy profile or meal needs. Special meals must be prepared with extreme care as to not cross contaminate the food with potential allergens so the ingredients are sourced through personal B4YM shoppers and prepared in a special area of the kitchen separate from all other food preparation.

Once the menu is prepared for that student, it will continue on a monthly cycle and meals will be sent daily for that student; ordering is not required by school staff. Meals are sent separately from regular meals and therefore must be sent cold with on-site microwavable heating instructions. School staff are responsible for heating the meal on-site according to stated directions.

Describe B4YM's process for handling meals during field trips.

B4YM has a simple 1-page request form for field trip sack lunches. That form is sent to B4YM's special "fieldtrip" email address, and then confirmed by our in-house ordering manager. Field trip requests generally require a 1-2 week notice and special services such as separating the meals by bus count or site can be provided at no additional charge. Sack lunches are then delivered to the school at the requested time. Sack lunches for those students that receive special meals must be identified on the Field Trip request form.

Describe B4YM's ability to operate in different school environments and settings and to meet different meal requirements (e.g., indoor vs. outdoor, prepacked vs. family style service).

With over 250 meal sites in current operation, B4YM can accommodate any set-up and serving situation. We currently serve indoors, outdoors, in cafeterias, in parking lots, in areas with permanent covers, and also in areas with pop up tents. Our model can be adapted to meet the needs of any site. We currently employ family style serving, pre-pack serving, a blended version of the two, ready to eat (hot meal delivery), and ready to heat (cold meal delivery with heat on site).

We currently support 195 unique sites with daily hot, ready to eat meal delivery throughout Southern California. While flexible and able to adapt to almost any service style requested, our primary model is built on hot meal delivery.

Our kitchen is outfitted with 10 large industrial ovens and we have the capacity to heat an average of 12,000 meals per hour. We have over 700 commercial grade Cambro insulated food carriers in rotation

and used each day for hot and cold meal delivery. We support hot breakfast at least two times per week and hot lunch is available daily in our featured meal or in our vegetarian lunch. With our fleet of delivery trucks and vans, there are no challenges to sustaining high quality, consistent, and on time meal delivery.

Each school currently has the daily option of at least 4 hot or cold lunch items to order from. Schools are encouraged to mix up their orders to provide their students with the greatest amount of variety possible. Each day we offer a hot featured dish, a hot vegetarian dish, a cold full meal salad, and cold freshly made sandwich meal.

B4YM has no specific requirements for our service other than an area with enough space suitable for proper serving and line management. For schools that need or request them, we provide tables and pop-up tents. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed. B4YM needs access for parking and unloading, and an agreed upon staging area for the food containers.

Describe B4YM’s requirements for meal storage, preparation, and serving equipment at the school site (e.g., ovens, refrigerators, storage space, tents, tables).

B4YM has no specific requirements for our service other than an area with enough space suitable for proper serving and line management. For schools that need or request them, we provide tables and pop-up tents. In those cases, the schools are expected to handle the set-up, storage, and take-down of the tables and tents if needed. Heating on-site with either school owned or B4YM loaned ovens is an option for schools, but not required. B4YM needs access for parking and unloading, and then an agreed upon staging area for the food containers.

Describe B4YM’s ordering process including how orders are submitted.

- *How frequently are orders submitted?*

Menus for the subsequent month are released by the 5th of each month. TEACH Public Schools’ assigned Account Manager would collaborate with school site staff to go over the menu and use the feedback along with hard POS data to build the order. Orders would be fully submitted by the 15th of each month and TEACH Public Schools staff would be provided a copy of the menu along with exact amounts for each item ordered. TEACH Public Schools staff can also request specific changes to the order as needed up to 3 business days from serving.

- *How can schools modify their orders? How close to the service date can school modify their orders?*

School site staff can collaborate with their Account Manager and modify the orders up to 3 business days prior to serving. Options to modify include changing the item ordered, increasing or decreasing orders, adding sack lunches, and more. At 3 business days from serving, the system locks the order in. In cases of emergency, we are usually able to increase or decrease orders with 24-hour notice by calling the B4YM Ordering Manager.

How does B4YM work with the school on its orders to reduce or minimize food waste?

Various B4YM staff are involved in assisting schools to reduce food waste. Account managers will view and evaluate food service and provide tips on how to increase participation, speed the line up, and reduce overall waste. Every aspect will be evaluated included consumption of milk, fruit, vegetable, and disposables.

Proposal Questionnaire #4

Provide a complete list of SFAs that have discontinued or terminated your company's services in the last five years and the reason(s) why.

June 2014

1. Charter High School of the Arts Multimedia and Performing - SFA went to bid and chose to go with another vendor

June 2015

1. North Valley Military Academy - SFA moved to a LAUSD Prop 39 campus and was required to use LA Café
2. Metro Charter – SFA went to bid and chose to go with another vendor
3. Los Angeles Arts & Enterprise Academy – SFA went to bid and chose to go with another vendor
2. PUC Schools – SFA went to bid and chose to go with another vendor
4. REAL Journey Academies - Chose to use district services
5. Gabriella Charter School – SFA went to bid and chose to go with another vendor
6. Academia Moderna – SFA went to bid and chose to go with another vendor

June 2016

1. ICEF Schools - SFA chose to go with another vendor (returned to B4YM in June 2017)
2. TEACH LA - SFA chose to go with another vendor (returned to B4YM in April 2017)
3. Valor Academy – SFA chose to consolidate service with Centinela School District (returned to B4YM in June 2018)
4. Samueli Academy - SFA went to bid and chose to go with another vendor
5. Lashon Academy - SFA chose to go with another vendor that could serve Kosher food
6. Student Empowerment Academy – School ceased all operations & closed

June 2017

1. Synergy Academy – SFA went to bid and chose to go with another vendor
2. Equitas Academy – SFA went to bid and chose to go with another vendor
3. Games Charter – SFA went to bid and chose to go with another vendor
4. Apple Academy – School ceased all operations & closed
5. Academy of Science & Engineering – School ceased all operations & closed

June 2018

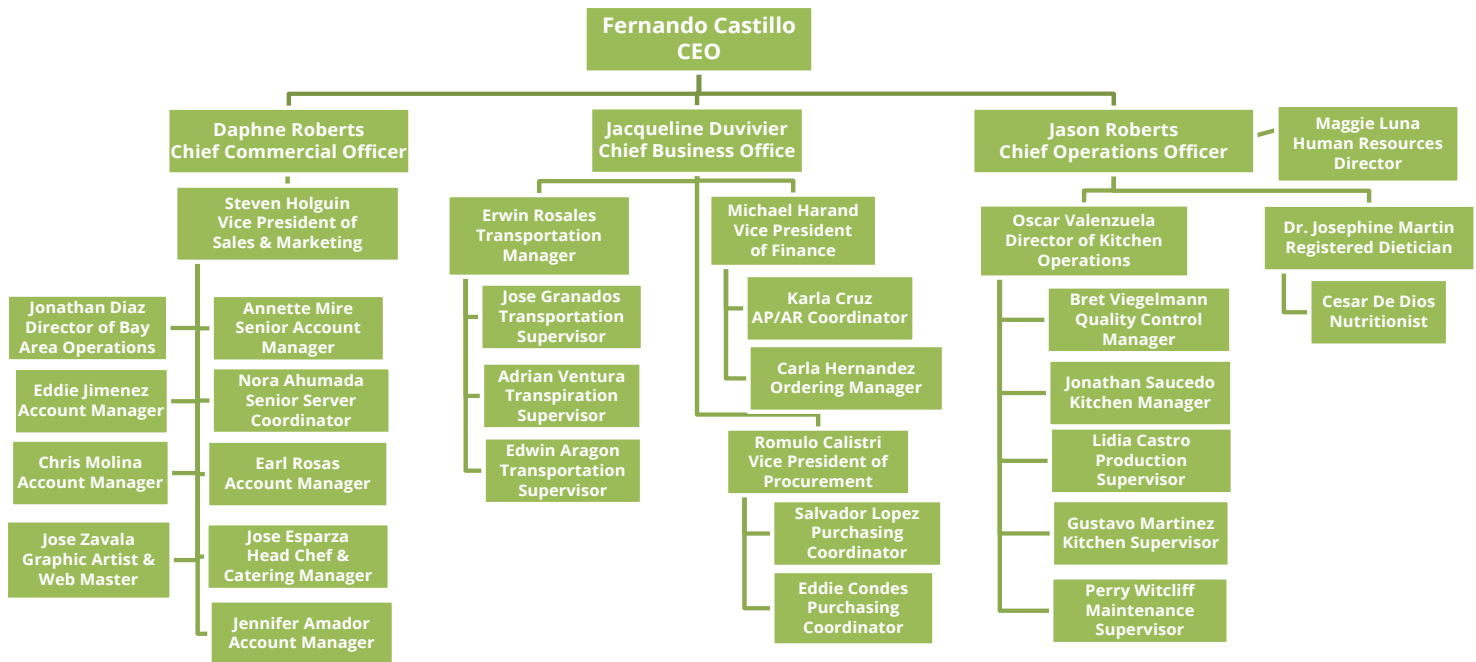
1. TEACH LA – SFA went to bid and chose to go with another vendor
2. Para Los Niños - SFA went to bid and chose to go with another vendor
3. Escuela Popular – SFA chose to take food services in-house
4. The Primary School – SFA went to bid and chose to go with another vendor
5. Inyo County Office of Education Youthbuild Charter Schools – B4YM opted not to renew vended meals contract

Proposal Questionnaire #5

Better 4 You Meals Organizational Chart

Proprietary

Provide an organization chart for your company, a description of the lines of communication, and the responsibilities at each corporate level. Identify the main FSMC contacts for the SFA.



Communication Lines

As a small, owner operated business with all operations in a single location, Better 4 You Meals operates as a relatively flat organization for communication. This means there are often very few layers of management between workers and top management. Better 4 You Meals realizes many advantages from such a lean structure, including improved communications. Communication within our company is faster, easier and less prone to mistakes or misunderstandings. Better 4 You Meals takes pride that in our flat structure, can react to changes or needs rapidly and spend less time with cumbersome and ineffective communications.

The significant benefits of our operation and communication lines are speed, accuracy, and task ownership. With less layers of management or procedural formalities, our staff receive a clear and consistent message without a loss in content or intention.

Being in a very fast paced and time sensitive business, our staff and management are also empowered with the training and authority to make on-demand decisions that are necessary in the best interest of the school and company. Our employees are the closest to each individual school and are more prepared to make necessary decisions and can take action on the spot to address a school's needs. Our employees feel more empowered and responsible for their actions know they do not have to immediately seek permission from several layers of management to address an issue.

Proposal Questionnaire #6

Proprietary

Provide a complete balance sheet or annual report (verified by a certified public accountant) for the last three years of operation.

Budget Narrative

Better 4 You Meals (B4YM) is a growing company with strong financial stability. Our stability is demonstrated by the continuing capital investment in our 50,000 square foot kitchen and distribution facility, our increase in staffing levels, and the acquisition of synergistic brands like Balance Foods. We added a 2nd facility in the city of Millbrae, CA, to support our growing requests for service throughout Northern California and are preparing to open our 3rd facility outside of Phoenix, AZ.

As requested, please find the Better 4 You Meals balance statements for the past three-year end closures. Since our inception, Better 4 You Meals' revenue has grown consistently and witnessed a 266% growth rate from 2014. In 2018-19 we are serving an average of 80,000 meals per day, reflecting a 6% growth from previous year, thus allowing the company to focus on quality, processes and procedures, and new market evaluation.

Some key points about Better 4 You Meals growth and stability:

- Currently employing 485 employees
- Fleet of 62 delivery trucks and vans
- Purchased Balance Foods and began making our own line of NSLP compliant chips
- Awarded 100% of fresh meal delivery contract for Compton Unified School District
- Zero vendor or client collections, lawsuits, judgments, or liens.
- Sole non-store licensee of Pick Up Stix in America approved to cook and serve a projected 500,000 school meals in 2018-19

The following pages include the Balance Sheets and Income Statements covering the previous three years of operation. They demonstrate our continued growth and fiscal ability as an organization to meet all of the operational needs of TEACH Public Schools.

Proprietary

BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
FINANCIAL STATEMENTS
JUNE 30, 2018

Proprietary



INDEPENDENT ACCOUNTANT'S REVIEW REPORT

Board of Directors
BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
Commerce, California

We have reviewed the accompanying balance sheet of BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY (a Corporation) as of June 30, 2018, and the related statements of income, retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of my procedures provide a reasonable basis for our report.

Accountant's Conclusion on the Financial Statements

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Supplementary Information

The schedules of selling and general and administrative expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. we are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.


Riley, Akopians & MSA CPAS, LLP

Pasadena, California
November 27, 2018

200 E. Del Mar Blvd., Suite 304 | Pasadena, CA 91105 | Phone: 626.844.3855 | Fax: 626.844.3755

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2018**

ASSETS

Current assets:		
Cash and cash equivalents	981,076	
Accounts receivable, net of Allowance for uncollectible accounts of \$10,000	\$ 6,523,135	
Inventories	2,219,297	
Prepaid expenses and other current assets	<u>1,018,902</u>	
Total current assets		\$ 10,742,410
Equipment and leasehold improvements		4,854,213
Intangible assets		1,510,590
Long-term prepaid transportation		141,153
Other assets		<u>55,443</u>
Total assets		<u><u>\$ 17,303,809</u></u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2018
(continued)**

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities		
Accounts payable	\$ 4,492,588	
Accrued liabilities	470,166	
Bank line of credit	5,494,233	
Note payable, current portion	<u>468,933</u>	
Total current liabilities		\$ 10,925,920
Long-term liabilities		
Loan payable, net of current portion	1,341,410	
Note payable related party	389,965	
Deferred income taxes, net of current portion	<u>59,178</u>	
Total long-term liabilities		1,790,553
Stockholders' equity		
Common stock, 1 cent par value, 8,000,000 shares authorized, 1,600,000 issued and outstanding	16,000	
Series A Perferred stock, \$1 par value, 5,000,000 shares authorized, 3,369,600 issued and outstanding	3,369,600	
Series B Perferred stock, \$3.793 par value, 790,931 shares authorized, 263,644 issued and outstanding	1,000,000	
Retained earnings	<u>201,736</u>	
Total stockholders' equity		<u>4,587,336</u>
Total liabilities and stockholders' equity		<u>\$ 17,303,809</u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
STATEMENT OF INCOME
FOR THE YEAR ENDED JUNE 30, 2018**

	<u>Amount</u>	<u>Percent</u>
Revenues		
Meals		
Breakfast	8,906,485	23.9 %
Lunch	23,669,452	63.5
Other	4,805,429	12.9
Total	<u>37,381,366</u>	<u>100.3</u>
Less: returns and discounts	<u>(127,073)</u>	<u>(0.3)</u>
Net sales	37,254,293	100.0
 Cost of sales		
Food cost	15,716,508	42.2
Direct labor	3,702,681	9.9
Payroll taxes	294,689	0.8
Packaging	1,730,606	4.6
Freight and delivery	237,662	0.6
Total cost of sales	<u>21,682,146</u>	<u>58.1</u>
 Gross profit	15,572,147	41.9
 Operating expenses		
Selling expense	5,001,707	13.4
General and administrative expenses	9,364,756	25.2
Interest expense	1,156,403	3.1
Total expenses	<u>15,522,866</u>	<u>41.7</u>
 Income before other Income/expenses and provision for taxes	<u>49,281</u>	<u>0.2</u>
 Other		
Income	(87,774)	(0.2)
Expenses	79,401	0.2
Total other (income)/expenses	<u>(8,373)</u>	<u>-</u>
 Provision for income taxes	<u>28,662</u>	<u>0.1</u>
 Net income	<u>\$ 28,992</u>	<u>0.1 %</u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2017**

ASSETS

Current assets:			
Cash and cash equivalents		963,125	
Accounts receivable, net of Allowance for uncollectible accounts of \$10,000		\$ 5,918,680	
Inventories		1,944,154	
Prepaid expenses and other current assets		<u>751,580</u>	
Total current assets			\$ 9,577,539
Equipment and leasehold improvements			4,351,078
Intangible assets			1,519,950
Long-term prepaid transportation			197,615
Other assets			<u>140,247</u>
Total assets			<u>\$ 15,786,429</u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2017
(continued)**

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities		
Accounts payable	\$ 3,230,270	
Accrued liabilities	582,033	
Bank line of credit	5,492,433	
Note payable, current portion	362,318	
Capital lease payable, current portion	<u>6,787</u>	
Total current liabilities		\$ 9,673,841
Long-term liabilities		
Loan payable, net of current portion	1,006,587	
Note payable related party	479,772	
Capital lease payable, net of current portion	18,707	
Deferred income taxes, net of current portion	<u>49,178</u>	
Total long-term liabilities		1,554,244
Stockholders' equity		
Common stock, 1 cent par value, 8,000,000 shares authorized, 1,600,000 issued and outstanding	16,000	
Series A Preferred stock, \$1 par value, 5,000,000 shares authorized, 3,369,600 issued and outstanding	3,369,600	
Series B Preferred stock, \$3.793 par value, 790,931 shares authorized, 263,644 issued and outstanding	1,000,000	
Retained earnings	<u>172,744</u>	
Total stockholders' equity		<u>4,558,344</u>
Total liabilities and stockholders' equity		<u>\$ 15,786,429</u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proprietary

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
STATEMENT OF INCOME
FOR THE YEAR ENDED JUNE 30, 2017**

	<u>Amount</u>	<u>Percent</u>
Revenues		
Meals		
Breakfast	8,572,901	25.4 %
Lunch	21,842,660	64.8
Other	<u>3,412,877</u>	<u>10.1</u>
Total	33,828,438	100.3
Less: returns and discounts	<u>(108,334)</u>	<u>(0.3)</u>
Net sales	33,720,104	100.0
Cost of sales		
Food cost	15,369,088	45.6
Direct labor	2,954,571	8.8
Payroll taxes	244,259	0.7
Packaging	1,226,485	3.6
Freight and delivery	<u>140,884</u>	<u>0.4</u>
Total cost of sales	19,935,287	59.1
Gross profit	13,784,817	40.9
Operating expenses		
Selling expense	3,840,329	11.4
General and administrative expenses	8,456,217	25.1
Interest expense	<u>702,842</u>	<u>2.1</u>
Total expenses	<u>12,999,388</u>	<u>38.6</u>
Income before other expenses and provision for taxes	<u>785,429</u>	<u>2.3</u>
Other expenses	<u>562,571</u>	<u>1.6</u>
Provision for income taxes	<u>64,837</u>	<u>0.2</u>
Net income	<u>\$ 158,021</u>	<u>0.5 %</u>

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

VAROOJAN AKOPIANS, CPA
200 E. DEL MAR BLVD. #304
PASADENA, CA 91105
TEL: 626-844-3802
FAX: 626-844-3755

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INDEPENDENT ACCOUNTANT’S REVIEW REPORT

Board of Directors
BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
Commerce, California

I have reviewed the accompanying balance sheet of BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY (an Corporation) as of June 30, 2016, and the related statements of income and retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management’s financial data and making inquiries of Company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, I do not express such an opinion.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant’s Responsibility

My responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require me to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. I believe that the results of my procedures provide a reasonable basis for my report.

Accountant’s Conclusion on the Financial Statements

Based on my review, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Other Matter

The schedules of selling and general and administrative expenses is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. I have reviewed the information and, based on my review, I am not aware of any material modifications that should be made to the information in order for it to be in accordance the applicable financial reporting framework. I have not audited the information and, accordingly, do not express an opinion on such information.

Varoojan Akopians, CPA

Pasadena, California
December 30, 2016

DRAFT

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2016**

ASSETS

Current assets:		
Cash and cash equivalents	\$	148,271
Accounts receivable, net of Allowance for doubtful accounts of \$10,000		3,651,162
Inventories		1,407,989
Prepaid expenses and other current assets		<u>344,329</u>
 Total current assets	\$	 5,551,751
 Equipment and leasehold improvements		 3,876,325
 Intangible assets		 1,484,980
 Long-term prepaid transportation		 254,077
 Long-term receivables		 562,623
 Other assets		 <u>78,180</u>
 Total assets	\$	 <u><u>11,807,936</u></u>

DRAFT

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

**BETTER 4 YOU BREAKFAST, INC & SUBSIDIARY
BALANCE SHEET
JUNE 30, 2016
(continued)**

LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities		
Accounts payable	\$ 3,444,560	
Accrued liabilities	327,519	
Bank line of credit	3,343,000	
State tax payable	37,808	
Note payable, current portion	186,947	
Capital lease payable, current portion	<u>90,300</u>	
 Total current liabilities		\$ 7,430,134
Long-term liabilities		
Loan payable, net of current portion	101,709	
Note payable related party	799,772	
Capital lease payable, net of current portion	66,320	
Deferred income taxes, net of current portion	<u>9,678</u>	
 Total long-term liabilities		977,479
Stockholders' equity		
Common stock, 1 cent par value, 8,000,000 shares authorized, 1,600,000 issued and outstanding	16,000	
Series A Preferred stock, \$1 par value, 5,000,000 shares authorized, 3,000,000 issued and outstanding	3,000,000	
Retained earnings	<u>384,323</u>	
 Total stockholders' equity		<u>3,400,323</u>
 Total liabilities and stockholders' equity		<u>\$ 11,807,936</u>

DRAFT

See Independent Accountant's Review Report
The accompanying notes are an integral part of this statement.

Proposal Questionnaire #7

Provide a description of promotional and/or marketing materials you will use to attract students to the program.

Marketing & Awareness

Better 4 You Meals staff can collaborate with school staff to help create school centric and branded marketing materials of the school nutrition program. Our outreach team can help design and create posters, flyers, and informational materials that can be given out or placed around the school. We can also work with the various school marketing or communication committees to draft newsletter articles for web or print.

Ticket 2 Wellness

Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools will be given posters announcing the T2W prize for the month. Each day, a winning ticket is taped to the bottom of a meal. One student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they participate in the meal program, the greater their chances in the drawing.

B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, Clippers & Dodgers tickets, and more.

Workshops & Engagement

B4YM staff members are trained and experienced at engaging with students and parents. We conduct meetings at schools with student groups to gauge preferences and solicit feedback regarding the meals they would like to have. We also provide parent informational sessions with training on NSLP standards and requirements.

Mechanism(s) in place to gather feedback from students and school staff

B4YM was the first vendor to create a locally based Menu Advisory Committee which is comprised of staff members from schools that we serve. The MAC meets 3 times per year and reviews new menu ideas, gives feedback on current items, and helps build the menu for the coming 2-3 months.

B4YM Account Managers are also versed in actively engaging students for get feedback and ideas on the meal program. They'll meet with ASB officers, school chosen focus groups, and others to go over current and proposed meals.

Different participation and engagement activities provided for students and parents throughout the school year

B4YM provides presentations on nutrition, fresh cooking, NSLP Guidelines, and more for parents and students alike. Presentations are offered in English and Spanish and can be offered at the school or at the B4YM kitchen facility. Additional activities include field trips to our kitchen, on-site BBQs at the schools, and special event catering.

Proposal Questionnaire #8

Provide a recommended transition plan that describes the steps the Respondent will take to begin providing the services described in this RFP.

Once notified of an award and subsequent contract approval, Better 4 You Meals staff arranges visits to each school site to view its current meal service set-up and learn all we can about what is working and where opportunities for improvement exist. We discuss with school staff the current operational functions that work and those that create service challenges. We work to maintain the best of the current operations while providing solutions to any existing challenges. B4YM does not have a one size fits all service model and every school is unique in its needs and logistics.

With the wide breadth of schools that we serve and as a former client of B4YM, we are very familiar with the common needs and operations TEACH Public Schools and are confident we can build on our experience to further improve the overall meal program. TEACH Public Schools would be assigned a Senior Account Manager who would serve as the designated point of contact for all onboarding and training. All B4YM Senior Account Manager have a minimum of 10 years in the School Nutrition Industry, and have worked for entities such LAUSD, Revolution Foods, Choice Lunch, Preferred Meals, and more.

From there we'd like to sit down as soon as possible with school staff and create a plan evaluating the current location(s), timing, and processes for delivery, set-up, and service. It is our goal to seamlessly fit within the daily schedule of the school and not interfere with any current instructional or operational activities.

In those meetings, we will solicit feedback on a desired menu, highly successful recipes and dishes, and those dishes that would be desired to have on the menu. A menu cycle will be finalized and proposed to TEACH Public Schools for evaluation and feedback.

All needed delivery drivers and service staff will be identified, screened, hired, and trained by July 15th in the various daily needs of the particular sites. We have created standard operating procedures for delivery drivers and meal servers based on industry best practices along with thorough understanding the needs of various schools.

Menu's for August ordering would be available to parents by early July. All food orders, training, and test runs would be complete with TEACH Public Schools staff by August 1 to assure that the school year begins with no challenges.

As service commences at each school site, various members of B4YM leadership will be on site to observe the quality, interaction, processes, and line flow. B4YM management will be available to school staff as needed to make changes to assure the highest quality service. Staff will also have a list of B4YM contact numbers and emails, to help assist with any suggestions or concerns that may arise.

A first impression is key for your students each new school year and our goal is to be a true partner to the school and keep every student engaged and enjoying your meal service.

Evidence of Permits, Licenses, & Health Inspection Report

Current Business License & Health Permit

THE SECURITY FEATURES PRESENT ON THIS DOCUMENT INCLUDE: 1. FLUORESCENT FIBERS IN THE PAPER

BUSINESS LICENSE CERTIFICATE

The person, firm or corporation named below is granted this certificate pursuant to the provisions of the City Business Tax Ordinance to engage in, carry on or conduct the business, trade, calling, profession, exhibition or occupation described below. Issuance of certificate is not an endorsement, nor certification of compliance with other ordinances or laws, nor an assurance that the proposed use is in conformance with the city zoning regulations. This certificate is issued without verification that the taxpayer is subject to or exempt from licensing by the State of California.

BUSINESS NAME: Better 4 You Meals

BUSINESS LOCATION: 5743 SMITHWAY ST #103
COMMERCE, CA 90040-1548

BUSINESS OWNER: Fernando Castillo

JASON ROBERTS
BETTER 4 YOU MEALS
5743 SMITHWAY ST #103
COMMERCE, CA 90040-1548

CITY OF COMMERCE

DESCRIPTION: Provide School Meals By Storing, Reheating, Distributing, Assembling


Business License Number: 300136

Effective Date: January 01, 2019

Expiration Date: December 31, 2019

TO BE POSTED IN A CONSPICUOUS PLACE NOT TRANSFERABLE

2. FLUORESCENT ARTIFICIAL WATERMARK ON REVERSE SIDE 3. ALL EACH ACTIVE VOID 4. SOLVENT BLUE AND BROWN STAINS





Jeffrey D. Gunzenhauser, M.D., M.P.H.
Interim Health Officer

THIS PERMIT MUST BE CONSPICUOUSLY DISPLAYED ON THE PREMISES

Public Health Permit

FY 2018/2019

Valid Until 6/30/2019

PR Number: PR0156068

Program ID: SCHOOL LUNCH CATERER

Description: CATERER (2,000 + SQ. FT.)

Facility Owner - Mail Address

BETTER 4 YOU MEALS
c/o OSCAR VALENZUELA
5743 SMITHWAY ST STE 103
COMMERCE, CA 90040

Facility Location

BETTER 4 YOU MEALS
5743 SMITHWAY ST STE 103
COMMERCE, CA 90040

SFC

Los Angeles County Health Department Inspection Report



RETAIL FOOD OFFICIAL INSPECTION REPORT

COUNTY OF LOS ANGELES ♦ DEPARTMENT OF PUBLIC HEALTH
 OFFICE: SPECIALIZED FOOD ♦ CHIEF: ANHDAO TRUONG
 5050 COMMERCE DR, BALDWIN PARK, CA 91706 - Phone: (626) 430-5421
WWW.PUBLICHEALTH.LACOUNTY.GOV/EH



Facility Name: BETTER 4 YOU MEALS		Inspection Date: 12/4/2018	
Owner/Permittee: BETTER 4 YOU MEALS		Re-inspection Date: N/A	
Facility Address: 5743 SMITHWAY ST 103	City/Zip: COMMERCE, CA 90040	Phone #: (323) 838-5555	
Email Address: OVALENZUELA@BETTER4YOUMEALS.COM		EHS: LARRY REGALADO	
Mailing Address: 5743 SMITHWAY ST STE 103, COMMERCE, CA 90040		Time In: 07:10 AM	Time Out: 08:40 AM
EH Office Number: (626) 430-5421		Program Identifier: SCHOOL LUNCH CATERER	
Certified Food Protection Manager: OSCAR VALENZUELA		Service: ROUTINE INSPECTION	
Expiration Date: 04/09/2020		Result: CORRECTIVE ACTION NOT REQUIRED	
FA: FA0165889	PR: PR0156068	SR: N/A	PE: 1603
		Action: NO FURTHER ACTION REQUIRED	

Facility Status
Score: 100
Grade
A

IN = In compliance
 N/A = Not applicable
 N/O = Not observed
 COS = Corrected on-site
 Out = Items not in compliance
 MAJ = Major Violation
 MIN = Minor Violation

CRITICAL RISK FACTORS						
The following pose a threat to public health and must be corrected immediately.						
EMPLOYEE HEALTH, HYGIENE & KNOWLEDGE	IN	N/A	N/O	COS	OUT	
					Maj	Min
1a. Demonstration of knowledge	✓					2
1b. Food safety certification	✓					2
2. Communicable disease; reporting, restrictions & exclusions	✓				4	
3. No discharge from eyes, nose and mouth	✓					2
4. Proper eating, drinking, or tobacco use	✓					2
PREVENT CONTAMINATION BY HANDS						
5. Hands clean and properly washed; proper glove use	✓				4	2
6. Adequate hand washing facilities: supplied and accessible	✓					2
TIME AND TEMPERATURE RELATIONSHIP						
7. Proper hot and cold holding temperatures	✓				4	2
8. Time as a public health control; procedures & records		✓			4	2
9. Proper cooling methods	✓				4	2
10. Proper cooking time and temperature	✓				4	
11. Proper reheating procedures for hot holding	✓				4	
PROTECTION FROM CONTAMINATION						
12. Returned and re-service of food	✓					2
13. Food in good condition, safe and unadulterated	✓				4	2
14. Food contact surface; clean and sanitized	✓				4	2
FOOD FROM APPROVED SOURCES						
15. Food obtained from approved source	✓				4	2
16. Compliance with shell stock tags, condition, display		✓				2
17. Compliance with Gulf Oyster Regulations		✓				2
ADDITIONAL CRITICAL RISK FACTORS						
18. Compliance with variance, specialized process & HACCP		✓				2
19. Consumer advisory provided for raw/undercook food		✓				2
20. Licensed health care facilities/public & private schools: prohibited foods not offered		✓			4	
21a. Hot water available	✓				4	2
21b. Water available	✓				11	
22. Sewage and wastewater properly disposed	✓				11	2
23. No insect, rodent, birds or animals present	✓				11	2

GOOD RETAIL PRACTICES	
Preventive measures that can reduce food borne illness.	
SUPERVISION	OUT
24. Person in charge present and performs duties	1
25. Personal cleanliness and hair restraints	1
GENERAL FOOD SAFETY REQUIREMENTS	
26. Approved thawing methods used, frozen food	1
27. Food separated and protected	1
28. Washing fruits and vegetables	1
29. Toxic substances properly identified, stored and used	1
FOOD STORAGE/DISPLAY/SERVICE	
30. Food storage; food storage containers identified	1
31. Consumer self service	1
32. Food properly labeled & honestly presented	1
EQUIPMENT/UTENSILS/LINENS	
33. Nonfood-contact surfaces clean	1
34. Warewash facilities: installed, maintained, used; test equipment	1
35. Equipment/utensils approved; installed; good repair; capacity	1
36. Equipment, utensils and linens: storage and use	1
37. Adequate ventilation and lighting; designated areas, use	1
38. Thermometers provided and accurate	1
39. Wiping cloths; properly used and stored	1
PHYSICAL FACILITIES	
40. Plumbing; fixtures, backflow devices, drainage	1
41. Garbage and refuse properly disposed; facilities maintained	1
42. Toilet facilities: properly constructed, supplied, cleaned	1
43. Premises; personal/cleaning items; vermin proofing	1
44. Floors, walls and ceiling: properly built, maintained and clean	1
45. No unapproved sleeping quarters	1
SIGNS/REQUIREMENTS	
46. Signs posted; last inspection report available	1
47. Permits available	1

COMPLIANCE & ENFORCEMENT	
	OUT
48. Plan review	
49. Samples Collection	
50. Impoundment/VC&D	
51. Permit Suspension	
52. Multiple Major Critical Risk Violations / Increased Risk to Public Health	3

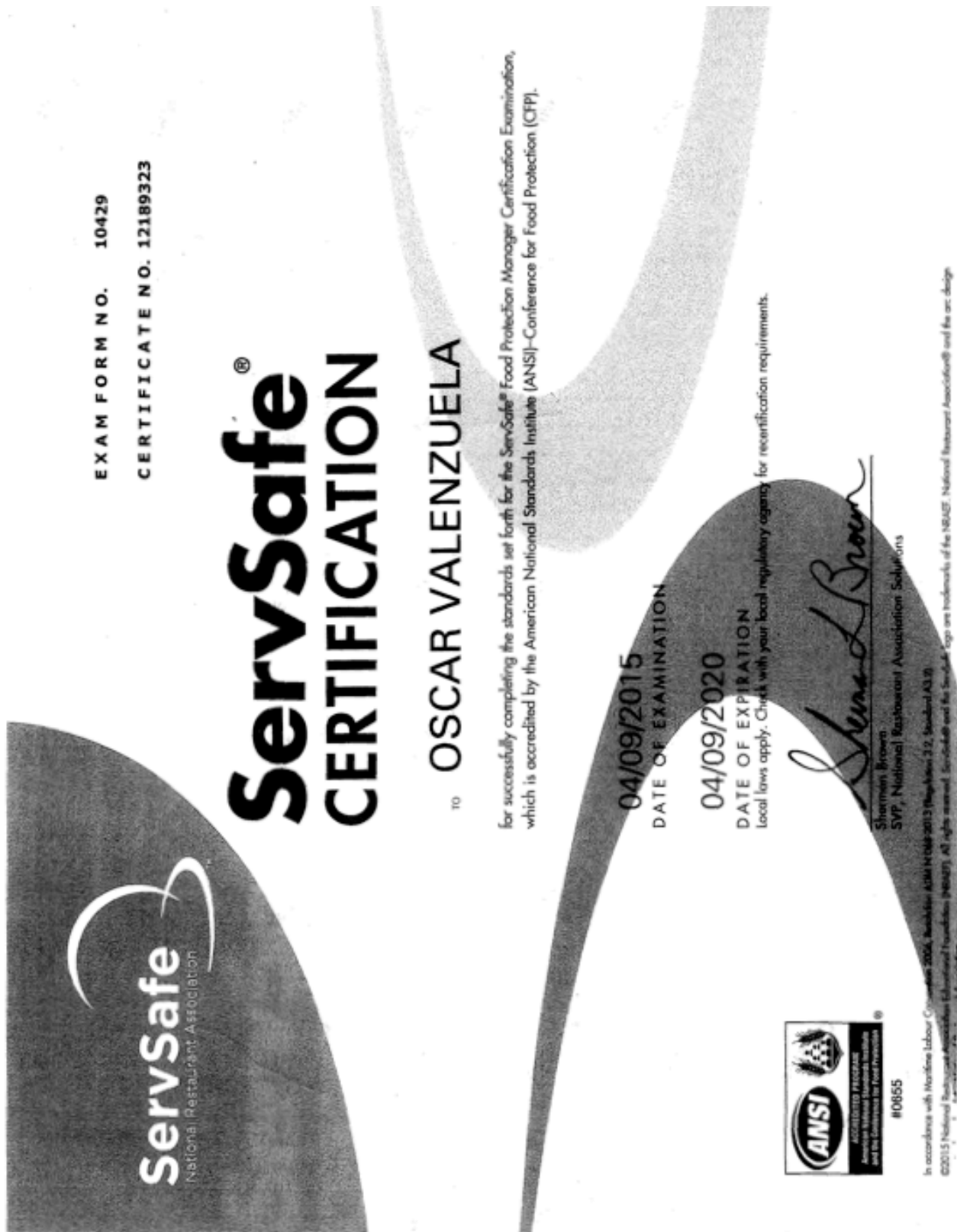
PIC/Owner Signature

LARRY REGALADO

EHS Signature

Help us serve you better by completing a short survey. Visit our website at www.publichealth.lacounty.gov/eh.

Evidence of Safe Serve Certification



USDA Foods/Commodities Processor Agreement



CALIFORNIA DEPARTMENT OF EDUCATION

TOM TORLAKSON
STATE SUPERINTENDENT OF
PUBLIC INSTRUCTION

1430 N STREET, SACRAMENTO, CA 95814-5901 • 916-319-0800 • WWW.CDE.CA.GOV

February 22, 2018

Dear Processor:

Subject: California Master Processing Agreement Renewal

The California Department of Education (CDE), Food Distribution Program (FDP), in accordance with 7 *CFR* Part 250.30(c)(1) of the FDP Regulations, is pleased to present the School Year (SY) 2018–19 California Master Processing Agreement (MPA) Letter of Renewal. This is the **fifth** year of the five year cycle of the MPA. In accordance with the MPA, upon completion of the renewal process and FDP approval, your current MPA will be extended through **June 30, 2019**.

A portion of the application process must be completed on the Child Nutrition Information and Payment System (CNIPS) Web site. You will also be required to submit a portion of your agreement via mail or e-mail.

Documents required for approval (via mail or e-mail)

- California MPA Letter of Renewal (Attached: Original signature required. **Hard copy must be mailed**)
- Original Surety Instrument (Letter of Credit or Bond – **Hard copy must be mailed**)
- U.S. Department of Agriculture (USDA) Entity Profile Form (Complete for all new, changed, or deleted locations.)
- End Product Data Schedule (EPDS). Required for new or reformulated products.
- Summary End Product Data Schedule (SEPDS).
- Nutrition Information (Sample form attached)
- Subcontractor Agreement(s), required if applicable (Sample form attached)
- List of Commercial Distributors with contact information (Template attached)

Items required to be completed in the CNIPS:

- Processor Application
- Storage Facilities
- Checklist
- Donated Foods Processed

Attachment F – Respondent References

Proprietary

Reference 1

Organization Name	Compton Unified School District			
Contact Person	Ms. Antoinette Pearce			
Title	Assistant Director of Nutrition Services			
Mailing Address	2300 West Caldwell Ave. Compton, CA 90220			
Phone Number	(310) 639-4321 ext. 56674			
Email Address	apearce@compton.k12.ca.us			
Dates of Service	2015 - Present			
Number of Sites	33			
Enrollment Count	22,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast N/A	Lunch 3,000	Snack N/A	Supper 2,600

Reference 2

Organization Name	Alliance College Ready Public Schools			
Contact Person	Rose Mary Garcia			
Title	Operations Analyst			
Mailing Address	38601 S Figueroa St, Los Angeles, CA 90017			
Phone Number	213-943-4930 x1101			
Email Address	rmgrcia@laalliance.org			
Dates of Service	August 2014 - Present			
Number of Sites	18			
Enrollment Count	9,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast 3,600	Lunch 6,000	Snack 1,200	Supper 600

Reference 3

Organization Name	Archdiocese of Los Angeles Education & Welfare Corp.			
Contact Person	Lillia Chavez			
Title	Director, Externally Funded Programs			
Mailing Address	3424 Wilshire Blvd., Sixth Floor, Los Angeles, CA 90010			
Phone Number	(213) 637-7915			
Email Address	lschavez@la-archdiocese.org			
Dates of Service	August 2015 - Present			
Number of Sites	68			
Enrollment Count	12,000+			
Meals Served	Breakfast <input checked="" type="checkbox"/>	Lunch <input checked="" type="checkbox"/>	Snack <input checked="" type="checkbox"/>	Supper <input checked="" type="checkbox"/>
Average Daily Meals	Breakfast 5,500	Lunch 6,800	Snack N/A	Supper N/A

Reference 4

Organization Name	Camino Nuevo Charter Academy
Contact Person	Esperanza Bacilio
Title	Operations Specialist
Mailing Address	3435 W. Temple Street, Los Angeles, CA 90026
Phone Number	(213) 417-3400
Email Address	esperanza.bacilio@caminonuevo.org
Dates of Service	2015 - Present
Number of Sites	3
Enrollment Count	1500
Meals Served	Breakfast <input checked="" type="checkbox"/> Lunch <input checked="" type="checkbox"/> Snack <input checked="" type="checkbox"/> Supper <input type="checkbox"/>

Reference 5

Organization Name	ICEF Public Schools
Contact Person	Behzad Sadeghi
Title	Senior Director of School Support
Mailing Address	3855 W Slauson Ave. Los Angeles, CA 90043
Phone Number	(323) 290-6902
Email Address	bsadeghi@icefps.org
Dates of Service	August 2017 - Present
Number of Sites	13
Enrollment Count	3600
Meals Served	Breakfast <input checked="" type="checkbox"/> Lunch <input checked="" type="checkbox"/> Snack <input checked="" type="checkbox"/> Supper <input checked="" type="checkbox"/>

Reference 6

Organization Name	Oakland Military Institute
Contact Person	CSM Cathy Ann Depp
Title	Director of Operations/Facilities
Mailing Address	3877 Lusk St, Oakland, CA 94608
Phone Number	510-594-3982
Email Address	cdepp@omiacademy.org
Dates of Service	2017 - Present
Number of Sites	1
Enrollment Count	719
Meals Served	Breakfast <input checked="" type="checkbox"/> Lunch <input checked="" type="checkbox"/> Snack <input checked="" type="checkbox"/> Supper <input type="checkbox"/>

Letter of Recommendation – Roses in Concrete Community School

February 23, 2019

To Whom It May Concern:

This year it has been a pleasure to work with Better 4 You Meals, Jonathan Diaz and his incredible team to support our meal program here at Roses in Concrete Community School. We have gone through a total of three meal vendors in the past four years and I am pleased with the level of satisfaction the partnership with Better 4 You Meals has brought to our school, students and families.

Better 4 You Meals has incredible customer service. We have invited them out to our family welcome events, back to school nights, and they are consistently showing up and showcasing their program to increase our participation. They are quick to reply to our needs and concerns. When orders need to be adjusted or any errors on our end, their team is available to support us and get us what we need correctly. They are constantly providing updates and stopping by to ensure the program is running smoothly. This is not only in concern to the food tasting good and being delivered as needed, but all the forms and records needed as part of NSLP. Better 4 You Meals is more than a vended meal provider for us, they are partners in rolling out our National School Lunch Program.

For our students, our partnership with Better 4 You Meals has given them a great food option at school for breakfast, lunch & snack. Students are participating in our meal program at a higher rate than previous year. Our families are happy that their students are eating and enjoying their meals at school. We have increased breakfast participation by 20% this year. Our students are extremely happy with Better 4 You Meals. The increase in our breakfast participation do not only benefit the students eating the breakfast but have made an impact on our playground with decrease conflict due to students being hungry at recess. All in all, it has been a win overall on our campus.

Please feel free to reach out to me if you have any questions or concerns.

Sincerely,



Leslye Salinas - Business Manager

Roses in Concrete Community School

4551 Steele Street
Oakland, CA 94619
510-698-3794

www.rosesinconcrete.org
community@rosesinconcrete.org



Letter of Recommendation – Compton Unified School District



Compton Unified School District
Student Nutrition Services
2300 West Caldwell Street, Room K1
Compton, CA 90220
Phone (310) 639-4321, Ext. 56673 Fax (310) 635-7740

July 12, 2018

To Whom It May Concern:

I first began working with Better 4 You Meals during the 2015/2016 school year.

Our goal in working with Better 4 You Meals (B4YM) was to have meals ready to eat that were hearty and provided some of the components of a reimbursable meal. We also wanted to increase student participation in our secondary schools where we were only serving a third of the school's enrollment due to time constraints. The students only had 30 minutes for lunch.

When my team and I met with B4YM, we were able to design our menu to offer meals that were hearty and would resonate with our student population. The Cheese Tamale and Carne Asada Fries are two favorites.

During the past school year, we began using Better 4 You Meals exclusively in our Child and Adult Care Food Program (CACFP) to serve supper meals. This enables us to offer hot meals in addition to sandwiches, salads and shelf stable meals for supper. We saw a significant increase in student participation when we introduced hot supper meals like the BBQ Meatball Sandwich with Cheesy Mashed Potatoes.

During our most recent menu engineering session, we introduced several new items including Upside Down Chicken and Vegetable Pot Pie, Baked Ziti with Meat Sauce and Penne Alfredo with Broccoli. That is the most exciting thing about working with B4YM, designing our menu and trying new entrees.

I greatly value our menu engineering sessions that my team and I have had with Better 4 You Meals and I feel very comfortable giving a solid recommendation.

Sincerely,



Antoinette Pearce
Assistant Director of Student Nutrition
Student Nutrition Services
(310) 639-4321 ext. 56674
(310) 635-8268 (fax)
Email: <mailto:apearce@compton.k12.ca.us>

NSLP & CACFP Administrative Review Schools – Past 4 Years

2018-19

1. Endeavor College Prep Charter School
2. Los Feliz Charter for the Arts
3. Today's Fresh Start
4. Watts Learning Center
5. Global Education Academy
6. James Jordan Middle School
7. Lifeline Education Center
8. Children of Promise Preparatory Academy

2017 – 18

1. Life Source International Charter School
2. Inner City Ed Foundation (ICEF) Public Schools
3. Para Los Niños
4. New Academy (NASA)
5. Archdiocese Los Angeles
6. Compton Unified School District
7. Oakland Military Institute
8. The Primary School
9. Magnolia Public Schools
10. Today's Fresh Start
11. Downtown Value Schools
12. Youth Policy Institute Charter Schools
13. Public Safety Academy
14. Schools in Action

2016 – 17

1. Academy of Science and Engineering
2. Apple Academy Charter Public School
3. Camino Nuevo Charter Academy
4. Soar Charter Academy
5. Casa Ramona Charter School Inc.
6. Celerity Charter School
7. Endeavor College Preparatory Charter School
8. Libertas College Preparatory
9. Resolute Academy Inc.
10. Synergy Academy
11. The Guidance Charter School
12. The Palmdale Aerospace Academy
13. The School of Art and Enterprise
14. Woodward Leadership Academy, Inc.

2015 – 16

1. Green Dot Public Schools
2. Arts in Action
3. Children of Promise
4. Equitas Academies
5. IDEAP Program Services
6. Inland Leaders
7. Inyo County Office of Education
8. James Jordan Middle School
9. Los Angeles Leadership Academies
10. Learning Enrichment After-School Programs
11. Multicultural Learning Center
12. TEACH LA Public Schools
13. Watts Learning Center

California Charter Schools Served in 2018-19

Proprietary

Alliance College Ready #4 MS	Alliance College Ready #5 MS	Alliance Collins Family High School
Alliance Gertz-Ressler High School	Alliance Health Services Academy	Alliance Jack H. Skirball Middle School
Alliance Kory Hunter	Alliance Leadership Middle Academy	Alliance Margaret M. Bloomfield
Alliance Marine Tech Middle & HS	Alliance O'Donovan Middle Academy	Alliance Renee & Meyer Luskin
Alliance Richard Merkin Middle	Alliance Stern Math & Science Center	Alliance Susan & Eric Smidt Technology
Alliance Ted Tajima HS	Alliance William & Carol Ouchi High	Amethod Benito Juarez Elem (Supper)
Amethod Downtown Charter (Supper)	Amethod Oakland Charter (Supper)	Animo Florence-Firestone Charter MS
Animo Jackie Robinson HS	Animo Jefferson MS	Animo Pat Brown HS
Animo Ralph Bunche	Animo South LA Charter High School	Animo Venice High School
Animo Westside Middle	Arts in Action Elem & Middle School	Boys & Girls Clubs of Oakland (Supper)
Camino Nuevo High School	Camino Nuevo Jane B. Eisner Middle	Camino Nuevo Jose Castellanos
Children of Promise Prep Academy	Conservatory of the Visual & Performing Arts HS of Oakland	De Marillac Academy
Endeavor College Preparatory	Global Education Academy	Global Education Academy #2
GOALS Academy	High Tech Los Angeles HS	High Tech Los Angeles MS
ICEF Inglewood Elementary Grevilla	ICEF Inglewood Elementary Hillcrest	ICEF Inglewood Middle School
ICEF Innovation Elementary School	ICEF Lou Dantzler Prep Academy	ICEF View Park Elementary
ICEF View Park High School	ICEF View Park Prep Middle School	ICEF Vista Academy Middle School
ICEF Vista Elementary	Ideal Program Services	Invictus Academy of Richmond
ISANA Achernar	ISANA Cardinal	ISANA Himalia
ISANA Nascent	ISANA Octavia	ISANA Palmati Charter
ISANA Rolas	James Jordan Middle School	KIPP San Francisco College Prep
Libertas College Prep	Lifeline Charter Elementary	Lifeline Charter Middle & High School
Los Angeles Leadership High School	Los Angeles Leadership Middle School	Los Angeles Leadership Elementary
Los Feliz Charter School for the Arts	Magnolia Science Academy 1	Magnolia Science Academy 2
Magnolia Science Academy 4	Magnolia Science Academy 6	Magnolia Science Academy 7
Magnolia Science Academy Santa Ana	Manzanita Charter MS	Multicultural Learning Center Elem
Multicultural Learning Center MS	New Academy of Science & Arts	Oakland Military Institute
Palmdale Aerospace Academy	Public Safety Academy High School	REALM Charter School
Resolute Academy	Richmond College Prep	Roses in Concrete Charter School
SOAR Academy	STEM - Crown Preparatory Academy	STEM - Math & Science College Prep
STEM Prep Elementary School	Sunrise Charter MS - San Jose	Today's Fresh Start Compton
Today's Fresh Start Inglewood	Today's Fresh Start Vernon	Value School - University Prep High School
Value Schools - Downtown Value	Value Schools - Everest School	Value Schools - Central City HS
Watts Learning Center Charter School	Watts Learning Center Middle School	Woodward Leadership Academy
YPICS- Bert Corona HS	YPICS- Bert Corona MS	YPICS- Msgr Oscar Romero

California District Schools Served in 2018-19

Proprietary

Compton Unified School District	
Compton High School	Dominguez High School
Centennial High School	Compton Early College High School
Bunche Middle School – Compton	Davis Middle School
Enterprise Middle School	Roosevelt Middle School
Vanguard Learning Center	Walton Middle School
Whaley Middle School	Willowbrook Middle School
Anderson Elementary School	Bunche Elementary School – Compton
Bursch Elementary School	Carver Elementary School
Clinton Elementary School	Dickison Elementary School
Emerson Elementary School	Foster Elementary School
Jefferson Elementary School	Kelly Elementary School
Kennedy Elementary School	King Elementary School
Laurel Elementary School	Lincoln Drew Elementary School
Longfellow Elementary School	Mayo Elementary School
McKinley Elementary School	McNair Elementary School
Roosevelt Elementary School	Rosecrans Elementary School
Tibby Elementary School	Washington Elementary School
Glendale Unified School District	
Balboa Elementary School	Cerritos Elementary School
Columbus Elementary School (K-5th)	Dunsmore Elementary School
Thomas A. Edison Elementary School	Benjamin Franklin Elementary School
John C. Fremont Elementary School	Glenoaks Elementary School
Thomas Jefferson Elementary School	Mark Keppel Elementary School (K-5th)
La Crescenta Elementary School	Abraham Lincoln Elementary School
Horace Mann Elementary School	John Marshall Elementary School
Monte Vista Elementary School	Mountain Avenue Elementary School
John Muir Elementary School	Verdugo Woodlands Elementary School
Valley View Elementary School	Richardson D. White Elementary School
West Covina Unified School District (Pick Up Stix Meals)	
Edgewood Middle School	Hollencrest Middle School
West Covina High School	Walnut Grove Intermediate
Edgewood High School	

California Charter Schools Served in 2017-18

Proprietary


Alliance O'Donovan Middle Academy	ISANA Executive Prep	Magnolia Science Academy 7
Alliance College Ready Middle #4	ISANA Himalia	Magnolia Science Academy Santa Ana
Alliance College Ready Middle Academy 8	ISANA Nascent	Multicultural Learning Center
Alliance College-Ready Middle Academy 5	ISANA Octavia	New Academy of Science & Arts
Alliance Collins Family High School	ISANA Palmati Charter	Palmdale Aerospace Academy
Alliance Environmental Science & Tech HS	ISANA Rolas	Para Los Niños Elementary
Alliance Gertz-Ressler High School	Children of Promise Prep Academy	Para Los Niños Gratts Primary
Alliance Health Services Academy	Endeavor College Preparatory	Para Los Niños Middle School
Alliance Jack H. Skirball Middle School	GOALS Academy	Public Safety Academy High School
Alliance Kory Hunter	High Tech Los Angeles HS	Resolute Academy
Alliance Leadership Middle Academy	ICEF Inglewood Elementary Grevilla	SOAR Academy
Alliance Stern Math & Science Center	ICEF Inglewood Elementary Hillcrest	STEM - Crown Preparatory Academy
Alliance Margaret M. Bloomfield	ICEF Inglewood Middle School	STEM - Math & Science College Prep
Alliance Morgan McKinzie High School	ICEF Innovation Elementary School	TEACH Academy of Tech Middle
Alliance Neuwirth Leadership Academy	ICEF Lou Dantzler Prep Academy	TEACH Tech High
Alliance Renee & Meyer Luskin	ICEF View Park Elementary	The Guidance Charter
Alliance Richard Merkin Middle	ICEF View Park High School	The School of Arts & Enterprise
Alliance Susan & Eric Smidt Technology	ICEF View Park Prep Middle School	Today's Fresh Start Compton
Alliance Ted Tajima HS	ICEF Vista Academy Middle School	Today's Fresh Start Inglewood
Alliance William & Carol Ouchi HS	ICEF Vista Elementary	Today's Fresh Start Vernon
Animo Florence-Firestone Charter Middle	ICEF Vista Elementary K-2 Stoner	Value School - University Prep HS
Animo Jackie Robinson	Ideal Program Services	Value Schools - Downtown Value School
Animo Jefferson Middle	James Jordan Middle School	Value Schools - Everest School
Animo Pat Brown High School	Libertas College Prep	Value Schools Central City High School
Animo Ralph Bunche	Lifeline Charter Elementary	Watts Learning Center Charter School Elementary
Animo South LA Charter High School	Lifeline Charter Middle & High School	Watts Learning Center Middle School
Animo Venice High School	Los Angeles Leadership High School	Woodward Leadership Academy
Animo Westside Middle	Los Angeles Leadership Middle School	YouthBuild Charter Schools of Inyo County
Arts in Action Elem School	Los Angeles Leadership Primary Academy	YPI - Bert Corona HS
Arts in Action Middle School	Los Feliz Charter School for the Arts	YPI - Bert Corona MS
Camino Nuevo High School	Magnolia Science Academy 1	YPI - Monseñor Oscar Romero
Camino Nuevo Jane B. Eisner Middle	Magnolia Science Academy 2	
Camino Nuevo Jose Castellanos	Magnolia Science Academy 3	
ISANA Achernar	Magnolia Science Academy 4	
ISANA Cardinal	Magnolia Science Academy 6	

Attachment G – Authorization Agreement

Request for Proposal for Food Service Management Company
RFP Number: #2019-2020-001

We, Better 4 You Meals, by our signature on this document certify the following:

1. That we will operate in accordance with all applicable California state and federal laws, regulations, and statutes.
2. That the terms, conditions, warranties, and representations made within this RFP and our proposal shall be binding upon us and shall be considered a part of the Contract as if incorporated therein.
3. That the proposal submitted is a firm and irrevocable offer good for one (1) year.
4. That we have carefully examined all terms and conditions set forth in the Model Fixed-price Contract issued by TEACH Public Schools.
5. That we have made examinations and verifications, and are fully conversant with all conditions under which services are to be performed for TEACH Public Schools.
6. That negligence in the preparation or presentation of errors in, or omissions from proposals, shall not relieve us from fulfillment of any and all obligations or requirements in the resulting contract.

FSMC Name:	Better 4 You Meals
Address:	5743 Smithway St, Commerce, CA 90040
Email Address:	sholguin@better4youmeals.com
Website:	www.better4youmeals.com
Name of Authorized Representative:	Steven A. Holguin
Title of Authorized Representative:	Vice President – Sales & Marketing
Signature of Authorized Representative:	
Date Signed:	May 25, 2019

Attachment H – Fee Proposal

TEACH Public Schools

All costs are based on ADP of 850 number of meals served on 185 number of school days.

COST BREAKDOWN			
Item #	Description <i>(Include All Goods and Services included in the Fixed Price)</i>	Annual Cost	
1.	Breakfast Meals -equipment, delivery, & disposable goods	\$283,050.00	
2.	Lunch Meals -equipment, delivery, & disposable goods	\$440,300.00	
3.	Snacks - equipment, delivery, & disposable goods	\$23,587.50	
4.	Summer - equipment, delivery, & disposable goods	\$10,500.00	
5.	CACFP - equipment, delivery, & disposable goods	\$79,087.50	
Sub Total			\$836,525.00
	Personnel Costs	Rate	Annual Cost
4.	Site Based Servers est: (24hrs a day x 185days) = 4,440hrs	\$17.50	\$77,700.00
5.	Consultant Fee Per Meal	\$0.00	\$0.00
Sub Total		\$	\$84,175.00
GRAND TOTAL			\$914,225.00

FIXED COST PER MEAL				
1. Line Item	2. Units	3. Rate	4. Total	5. Total X 185 Days
Breakfast	850	\$1.80	\$1,530.00	\$283,050.00
Lunch	850	\$2.80	\$2,380.00	\$440,300.00
Snacks	150	\$.85	\$127.50	\$23,587.50
Nonreimbursable Meals	0	Same	\$0.00	\$0.00
Summer (x 25 days)	150	\$2.80	\$420.00	\$10,500.00
CACFP	150	\$2.85	\$427.50	\$79,087.50
TOTAL x 185 Days			\$836,525.00	

Attachment I – Required Certifications

Certifications Regarding Lobbying, Debarment, Suspension, and Other Responsibility Matters

Applicants should refer to the regulations cited below to determine the certification to which they are required to attest. Applicants should also review the instructions for certification included in the regulations before completing this form. Signature of this form provides for compliance with certification requirements under 7 CFR, Part 3018, “New Restrictions on Lobbying,” 7 CFR, Part 3017, “Government-wide Debarment and Suspension (Nonprocurement)” and 7 CFR, Part 3021, “Government-wide Requirements for Drug-Free Workplace (Grants).” The certification shall be treated as a material representation of fact upon which reliance will be placed when the SFA determines to award the covered transaction, grant, or cooperative agreement.

1. Lobbying

As required by Title 31, U.S. Code (U.S.C.) Section 1352, and implemented at 7 CFR, Part 3018, for a person entering into a grant or cooperative agreement over \$100,000, as defined at 7 CFR, Section 3018.105, the applicant certifies that:

- (a) No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the making of any federal grant, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal grant or cooperative agreement;
- (b) If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form - LLL, “Disclosure Form to Report Lobbying,” in accordance with these instructions; and
- (c) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subgrants, contracts under grants and cooperative agreements, and subcontracts) and that all subrecipients shall certify and disclose accordingly.



5/25/2019

Signature

Date

Certification Regarding Lobbying

The undersigned certifies, to the best of his or her knowledge and belief, that:

- 1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal contract, grant, loan, or cooperative agreement.
- 2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
- 3) The undersigned shall require that the language of this certification be included in the award documents of all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub- recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, United States Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Organization: Better 4 You Meals
Address: 5743 Smithway St, Commerce, CA 90040

Certified By: Steven A. Holguin, Vice President of Sales & Marketing

Signature: 

5/25/ 2019

Debarment, Suspension, and Other Responsibility Matters

As required by Executive Order 12549, Debarment and Suspension, and implemented at 7 CFR Part 3017, Section 3017.510, for prospective participants in primary covered transactions, as defined at 7 CFR Part 3017.200:

- A. The contractor certifies that it and its principals:
- a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
 - b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or Local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or Local) with commission of any of the offenses enumerated in paragraph (1)(b) of this certification; and
 - d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or Local) terminated for cause or default.
- B. Where the applicant is unable to certify to any of the statements in this certification, he or she shall attach an explanation to this application.

Better 4 You Meals

Contractor/Company Name

TEACH Public Schools RFP#2019-2020-001

PR/Award Number or Project Name

Steven A. Holguin - Vice President of Sales & Marketing

Name and Title of Authorized Representative



Signature

5/25/2019

Date

Attachment J - Certificate of Independent Price Determination

Both the SFA and Meal Vendor shall execute this Certificate of Independent Price Determination

Better 4 You Meals _____
Name of Meal Vendor

TEACH Public Schools _____
Name of School Food Authority

- A. By submission of this offer, the offeror (Meal Vendor) certifies and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:
 - 1. The prices in this offer have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other offeror or with any competitor;
 - 2. Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the offeror and will not knowingly be disclosed by the offeror prior to opening the case of an advertised procurement, directly or indirectly to any other offeror or to any competitor; and
 - 3. No attempt has been made or will be made by the offeror to induce any person or firm to submit or not to submit, an offer for the purpose of restricting competition.
- B. Each person signing this offer on behalf of the offeror certifies that:
 - 1. He or she is the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein and has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above; or
 - 2. He or she is not the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein, but that he or she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated and will not participate, in any action contrary to (A)(1) through (A)(3) above, and as their agent does hereby so certify; and he or she has not participated, and will not participate, in any action contrary to (A)(1) through (A)(3) above.

To the best of my knowledge, this vendor and its affiliates, subsidiaries, officers, directors and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract, except as follows (provide detail):



Signature of Vendor's Authorized Representative

Vice President, Sales & Marketing

Title

5/25/2019

Date

In accepting this offer, the SFA certifies that no representative of the SFA has taken any action that may have jeopardized the independence of the offer referred to above

Signature of SFA's Authorized Representative

Title

Date

NOTE: Accepting a Respondent's offer does not constitute award of the contract.

Attachment K - 21 Day Cycle Menu Sample

Breakfast - Sample Menu

Breakfast Menu		2019 Sample		better 4 you MEALS	
Monday	Tuesday	Wednesday	Thursday	Friday	
1 Pan Dulce Fruit Cup Fruit Milk	2 Chicken & Waffle Syrup V: Waffles Fruit Milk	3 Yogurt Granola Apple Sauce Fruit Milk	4 Apple Jacks Cereal Whole Grain Bites Fruit Milk	5 Mini Confetti Pancakes Fruit Milk	
8 Mango Bar Dried Fruit Fruit Milk	9 NEW Pancake & Chicken Sausage Patty V: Pancakes Syrup Fruit Milk	10 Coffee Cake Apple Sauce Fruit Milk	11 Frosted Flakes Cereal Whole Grain Bites Fruit Milk	12 Breakfast Cheese Tamale Fruit Milk	
15 Strawberry Bagelful Fruit Milk	16 Bean & Cheese Burrito Hot Sauce Fruit Milk	17 Blueberry Muffin Flat Apple Wedges Fruit Milk	18 Fruit Loops Whole Grain Bites Fruit Milk	19 Deluxe Breakfast: Sausage, French Toast & Tots V: French Toast & Tots Syrup Fruit Milk	
22 Pan Dulce Fruit Milk	23 French Toast Sticks Fruit Milk	24 Mini Loaf & String Cheese Apple Sauce Fruit Milk	25 Apple Jacks Cereal Whole Grain Bites Fruit Milk	26 NEW Boom Chicken Boom Breakfast Sandwich V: Cheese Sandwich Fruit Milk	
29 Banana Bread Fruit Cup Fruit Milk	30 NEW Cinnamon Waffle Bites Fruit Milk	1 Cinnamon Waffle Bites Fruit Milk	2 Cinnamon Waffle Bites Fruit Milk	3 Cinnamon Waffle Bites Fruit Milk	

MENU SUBJECT TO CHANGE WITHOUT NOTICE

Breakfast includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk. This institution is an equal opportunity provider.

*Pork items can always be substituted or removed from menus per school request

Lunch - Sample Menu

Hot Featured Lunch Menu				
2019 Sample				
Monday	Tuesday	Wednesday	Thursday	Friday
1 Breaded Chicken Leg w/ Mac & Cheese Baby Carrots Fruit Milk	2 Cheeseburger OR BBQ Western Burger Oven Baked Fries Fruit Milk	3 Turkey Chili Corn Muffin Baby Carrots Fruit Milk	4 Beef Hot Dog Oven Baked Fries Side Salad Orange Wedges Milk	5 Special Spaghetti w/ Meat Balls Baby Carrots Fruit Milk
8 Special Chicken Alfredo Steamed Broccoli Fruit Baby Carrots Milk	9 Chicken Patty Burger Oven Baked Fries Fruit Cup Milk	10 Beef & Broccoli Not So Fried Rice Baby Tomatoes Fruit Milk	11 Beef Nacho Potato Burrito Side Salad Premium Fruit Day Milk	12 Special Chicken Nuggets Cheesy Mashed Potatoe Baby Carrots Fruit Milk
15 Chicken Teriyaki Chow Mein Noodles Edamame Beans Fruit Milk	16 Corn Dog Oven Baked Fries Dried Fruit Milk	17 Chicken Tamale Mixed Vegetables Baby Carrots Fruit Milk	18 Hamburger Pickles, Tomato, & Lettuce Kit Fruit Milk	19 Baked Ziti w/ Meat Sauce Baby Carrots Fruit Milk
22 Chicken BRC Burrito Baby Carrots Fruit Milk	23 Cheeseburger Oven Baked Fries Fruit Milk	24 Special Carnitas Nachos *Contains Pork* Tortilla Chips Baby Carrots Fruit Milk	25 Pancakes, Sausage & Potato Tots Side Salad Apple Wedges Milk	26 Green Chicken Enchiladas Baby Carrots Fruit Milk
29 Breaded Chicken Leg w/ Mac & Cheese Baby Carrots Fruit Milk	30 Special BBQ Western Burger Oven Baked Fries Fruit Milk	1 1	2 2	3 3



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

*Pork items can always be substituted for or removed from any menu per school request

Weekly Lunch Specials - Sample Menu

		Wednesday May 29th	Monday May 20th	Wednesday May 15th	Friday May 10th	Tuesday May 7th
		Mexican Chicken Tortilla Soup	Meaty Potato Pie w/ Dinner Roll	Chicken Burrito Bowl	Breaded Chicken Leg w/ Mashed Potatoes & Gravy	Spicy Chicken Patty Sandwich w/ Baked Fries
		A tangy and flavorful soup broth mixed with chicken, beans, vegetables and brown rice. Served with a side of tortilla chips.	A twist on a traditional Shepard's Pie. A mixture of seasonings, ground beef and vegetables, topped with cheesy mashed potatoes. Served with a whole grain dinner roll.	Grilled chicken seasoned with our in-house taco seasoning, brown rice, pinto beans and corn, with a scoop of mild salsa.	Our popular breaded drumstick served with mashed potatoes topped with brown gravy. Served with a whole grain dinner roll.	A spicy twist on our traditional breaded chicken patty burger! Served with a side oven baked French fries.
			MENU SUBJECT TO CHANGE WITHOUT NOTICE Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk. This institution is an equal opportunity provider.			

Lunch Cold Sandwich – Sample Menu

Cold Sandwich Lunch Menu		2019 Sample		better 4 you MEALS	
Monday	Tuesday	Wednesday	Thursday	Friday	
1 Turkey & Cheese Sandwich Baby Carrots Fruit Milk	2 Deli Chicken & Cheese Sandwich Oven Baked Fries Fruit Milk	3 Turkey Ham & Cheese Sandwich Side Salad Fruit Milk	4 Club Sandwich <i>*Contains Pork*</i> Side Salad Orange Wedges Milk	5 Wowbutter Sandwich Baby Carrots Fruit Milk	
8 Turkey Pastrami & Cheese Sandwich Baby Carrots Fruit Milk	9 Roast Beef Sandwich Oven Baked Fries Fruit Cup Milk	10 Ham & Cheese Sandwich Baby Carrots Fruit Milk	11 Turkey & Cheese Sandwich Side Salad Premium Fruit Day Milk	12 Build Your Own Tuna Sandwich Baby Carrots Fruit Milk	
15 Turkey & Cheese Sandwich Edamame Beans Fruit Milk	16 Deli Chicken & Cheese Sandwich Oven Baked Fries Dried Fruit Milk	17 Turkey & Cheese Sandwich Baby Carrots Fruit Milk	18 Deli Chicken & Cheese Sandwich Pickles, Tomato, & Lettuce Kit Fruit Milk	19 Wowbutter Sandwich Baby Carrots Fruit Milk	
22 Turkey Pastrami & Cheese Sandwich Baby Carrots Fruit Milk	23 Roast Beef Sandwich Oven Baked Fries Fruit Milk	24 Turkey Ham & Cheese Sandwich Baby Carrots Fruit Milk	25 Club Sandwich <i>*Contains Pork*</i> Side Salad Apple Wedges Milk	26 Build Your Own Tuna Sandwich Baby Carrots Fruit Milk	
29 Turkey & Cheese Sandwich Baby Carrots Fruit Milk	30 Deli Chicken & Cheese Sandwich Oven Baked Fries Fruit Milk	1	2	3	



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Vegetarian Lunch - Sample Menu

		Monday	Tuesday	Wednesday	Thursday	Friday			
1	Plant-based Chicken Tenders w/ Twisted Nacho Mac & Cheese <i>Baby Carrots Fruit Milk</i>	2	Vegetarian Cheeseburger <i>Oven Baked Fries Fruit Milk</i>	3	Plant-based "Beef" & Bean Chili Corn Muffin <i>Baby Carrots Fruit Milk</i>	5	Cheesy Spaghetti w/ Plant-based "Beef" <i>Baby Carrots Fruit Milk</i>		
8	Penne Alfredo <i>Baby Carrots Fruit Milk</i>	9	BBQ Vegetarian Western Burger <i>Oven Baked Fries Fruit Cup Milk</i>	10	Tofu & Broccoli Not So Fried Rice <i>Baby Carrots Fruit Milk</i>	11	Bean & Cheese Burrito <i>Side Salad Premium Fruit Day Milk</i>	12	Plant-based BBQ Chicken Tenders <i>Cheesy Mashed Potatoes Baby Carrots Fruit Milk</i>
15	Plant-based "Chicken" Teriyaki Chow Mein Noodles Edamame Beans <i>Fruit Milk</i>	16	Plant-based Chicken Tenders <i>Oven Baked Fries Dried Fruit Milk</i>	17	Cheese Tamale Mixed Vegetables <i>Baby Carrots Fruit Milk</i>	18	Vegetarian Burger <i>Pickles, Tomato, & Lettuce Kit Fruit Milk</i>	19	Baked Ziti w/ Plant-based "Beef" <i>Baby Carrots Fruit Milk</i>
22	Bean & Cheese BRC Burrito <i>Baby Carrots Fruit Milk</i>	23	Vegetarian Cheeseburger <i>Oven Baked Fries Fruit Milk</i>	24	Plant-Based "Beef", Bean & Cheese Nachos <i>Tortilla Chips Baby Carrots Fruit Milk</i>	25	Pancakes, Plant-based Chicken Tenders, & Potato Tots <i>Side Salad Apple Wedges Milk</i>	26	Green Cheese Enchiladas <i>Baby Carrots Fruit Milk</i>
29	Plant-based Chicken Tenders w/ Twisted Nacho Mac & Cheese <i>Baby Carrots Fruit Milk</i>	30	Vegetarian Cheeseburger <i>Oven Baked Fries Fruit Milk</i>	1		2		3	



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Lunch Entrée Salad – Sample Menu

Entrée Salad Lunch Menu		better 4 you MEALS		
Sample 2019				
Monday	Tuesday	Wednesday	Thursday	Friday
1 Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots Fruit Milk	2 Southwest Chicken Salad Dinner Roll Ranch Dressing Oven Baked Fries Fruit Milk	3 Chicken Taco Salad Popped Corn Chips Ranch Dressing Baby Carrots Fruit Milk	4 Buffalo Chicken Salad Dinner Roll Ranch Dressing Side Salad Orange Wedges Milk	5 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk
8 Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots Fruit Milk	9 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Cup Milk	10 Cobb Salad <i>*Contains Pork*</i> Dinner Roll Ranch Dressing Baby Carrots Fruit Milk	11 Chicken Taco Salad Popped Corn Chips Ranch Dressing Side Salad Premium Fruit Day Milk	12 Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots Fruit Milk
15 Chicken Taco Salad Popped Corn Chips Ranch Dressing Edamame Beans Fruit Milk	16 Southwest Chicken Salad Dinner Roll Ranch Dressing Oven Baked Fries Dried Fruit Milk	17 Chicken Taco Salad Popped Corn Chips Ranch Dressing Baby Carrots Fruit Milk	18 Southwest Chicken Salad Dinner Roll Ranch Dressing Side Salad Fruit Milk	19 Chicken Taco Salad Popped Corn Chips Ranch Dressing Baby Carrots Fruit Milk
22 Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots Fruit Milk	23 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk	24 Cobb Salad <i>*Contains Pork*</i> Dinner Roll Ranch Dressing Baby Carrots Fruit Milk	25 Chicken Taco Salad Popped Corn Chips Ranch Dressing Side Salad Apple Wedges Milk	26 Southwest Chicken Salad Dinner Roll Ranch Dressing Baby Carrots Fruit Milk
29 Mexican Chicken Salad Popped Corn Chips Hot Sauce Baby Carrots Fruit Milk	30 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk	1 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk	2 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk	3 Tuna Salad Wheat Crackers Ranch Dressing Baby Carrots Fruit Milk



MENU SUBJECT TO CHANGE WITHOUT NOTICE
Lunch includes one entrée, vegetable, 1/2 cup fruit serving, and fat free white milk or 1% white milk.
This institution is an equal opportunity provider.

Description of How Meals Comply with NSLP & SBP

Better 4 You Meals uses Food Based Menu Planning (FBMP) approach for all meals in accordance with NSLP and SBP guidelines established in 2012 and updated in subsequent years. Every meal that B4YM serves follows the meal pattern as outlined in Attachment I. All meal requirements such as Meat/Meat Alternative, Fruit, Vegetable, Grain, and Milk meet or exceed the standard requirements.

Below are four main dietary specifications as outlined by SBP and NSLP and the standards by which all meals served by B4YM abide.

Minimum and maximum calorie (kcal) daily averages over course of the week

	Breakfast	Lunch
• Grades K-5	350-500	550-650
• Grades 6-8	400-500	600-700
• Grades 9-12	450-600	750-850

Daily Sodium Limits SY 2014-15

	Breakfast	Lunch
• Grades K-5	≤540mg	≤1230mg
• Grades 6-7	≤6000mg	≤1360mg
• Grades 9-12	≤640mg	≤1420mg

Saturated Fats – Limit Saturated Fats

- Less than 10 percent of total calories

Trans Fats

- Nutrition label or manufacturer’s specifications must specify zero grams of trans fat per serving (less than 0.5 grams per serving)

Additional Documents – Non-Required

Student Engagement & Participation for All

Better 4 You Meals is so much more than just your everyday lunch provider. We know that fun activities, special events, and on-site food preparation can help engage your scholars at a much greater level.

Therapeutic Meals

Very few meal vendors meet the unique and often challenging needs of those students who require therapeutic meals. Working with our in-house nutritionist, we create a menu plan that will be enjoyable and hopefully increase the variety of tailored offerings available to your students with the need for therapeutic meals.



BBQs at Your School

B4YM can bring out the BBQ team to your school and prep an amazing and NSLP reimbursable lunch right in front of your students. B4YM team members can tow our state of the art BBQ trailer directly to your school, or if space is a challenge, we can bring one of our mobile BBQs. Schools enjoy our BBQs for special events like jog-a-thons, grade promotions, testing completion, and many other activities. If parents or community guests are going to be attending your special events, schools can order meals for those guests as well at a minimal cost.



Catering for Staff and Parent Special Events

Oftentimes schools host meetings and events such as Professional Development Training, Parent Appreciation Nights, Recognition Breakfasts, Board Meetings, and much more. Searching for a caterer that can provide an enjoyable and affordable meal for your events can be difficult and time consuming when you factor all your normal day-to-day duties. B4YM helps to take the burden off of your staff by serving as a one-stop shop for catering support.

We have provided special event meal services for groups as small as 10 and as large as 1,500. Along with the meals we are able to prepare in our 50,000 square foot kitchen facility, we have a large



number of catering partnerships that allow us the opportunity to create many different varieties of menus at an affordable and often below market cost.

Ticket 2 Wellness

Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools are given posters announcing the T2W prize for the month. Each day, a winning ticket is taped the bottom of a meal. One lucky student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they participate in the meal program, the greater their chances of entering the drawing. Announcing and then placing "winning" tickets under random school meals resulted in many schools increasing overall participation by over 4%.



B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, Clippers & Dodgers tickets, and more.



Field Trips & Learning Opportunities

We are very proud of our kitchen and distribution facility. Schools that have attended our recent Open Houses have expressed a desire to bring their students to our facility so they can see first-hand how their food is stored, prepared, packaged, and distributed to their schools. Daily work at B4YM is a great opportunity to engage students on health, nutrition, math, engineering, technology, safety, science, and much more. We encourage you to visit your current vendor's facility and compare it to the first-rate food-only center that we operate in. Our facility shares Millbrae facility was the former headquarters and sole production facility for Casa Sanchez Salsas & Chips.

Methods to Help Increase Student Participation

Targeted Increase

Based on an evaluation of the current participation rates at each of the various schools, it's is Better 4 You Meals' goal to increase overall participation by a minimum of 8%.

Enjoyable Meals

The B4YM team is constantly working on new meals that are designed with our end consumer in mind, your student. 90% of all the meals that B4YM serves end up in the hands of student who qualifies for a free or reduced lunch. Our team has deep roots in the communities we serve and every meal we test or place on our menu is designed to meet the likes of our local students.

Ticket 2 Wellness

Ticket 2 Wellness is B4YM's daily game to get students excited about participating in the school meal program. At the start of each month, schools are given posters announcing the T2W prize for the month. Each day, a winning ticket is taped to the bottom of a meal. One student will receive a ticket each day entering them into the drawing for the monthly prize. Students can receive more than one ticket per month and the more often they eat lunch, the greater their chances in the drawing.

B4YM encourages a focus on health and wellness by providing prizes that are significant, desirable and promote student physical activity and fun. Past prizes have included bicycles, skateboards, scooters, Beasts Headphones, waterproof Bluetooth speakers, Clippers & Dodgers tickets, and more.

Focus Groups & Engagement

B4YM staff members are trained and experienced at engaging with students and parents. We will conduct meetings at schools with student groups to gauge preferences and solicit feedback regarding the meals they would like to have. Tasting can be set-up at school request to go over multiple items from the menu to gauge preferences and overall student food likes. We also provide parent informational sessions with training on NSLP standards and requirements.

Marketing & Awareness

B4YM staff can collaborate with school staff to help create school centric branded marketing materials for school nutrition program. Our outreach team can help design and create posters, flyers, and informational materials that can be given out or placed around the school. We can also work with the various school marketing or communication committees to draft newsletter articles for web or print.

Improved Packaging

One area we consistently solicit feedback on each year was is packaging design. Schools have provided tremendously favorable and beneficial feedback on how it can be improved. This school year we changed the overwrap to more heat-sealed plastic with less waste and sturdier bowls. We also rolled out a new clear plastic bowl for our salads. Combined, these changes make for a better presentation of the meals. Responses to those changes was very positive! We are excited for the other new rollout of packaging that will be unveiled in 2018-19.

Compliance & Training Assistance

At Better 4 You Meals, we understand the many daily demands faced by school leaders. From the day you open your doors, you are often the principal, the nurse, the receptionist, the IT tech, and now the State even expects you to be a food service expert. B4YM is confident we can take at least one of those items off of your plate. We believe your main focus should be on expanding the learning and engagement opportunities for you students.

For this reason, the B4YM team is committed to supporting your school with a wide range of food compliance services, allowing you the freedom to concentrate on what's most important, educating your students. Our team is fully versed in State and Federal food program mandates and will assist you with meeting all of the day-to-day compliance obligations.

B4YM can provide your school with:

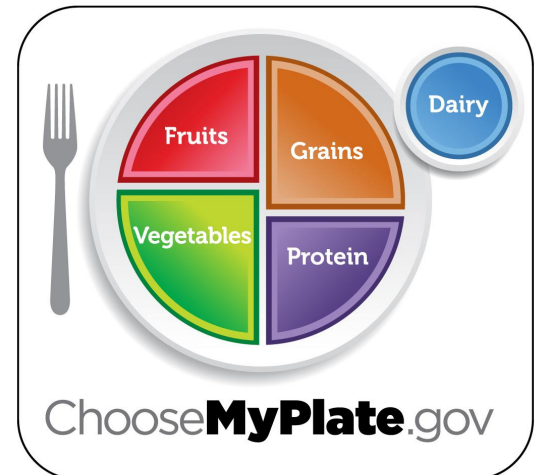
- Best practice operating procedures
- Nutritional analysis support using Nutrikids software
- Production and transportation records
- Therapeutic menus
- Analysis of your food program
- Waste management tools
- Hazard Analysis & Critical Control Points (HACCP)

We can also guide you through the process of:

- Administrative reviews (Audits)
- Enrollment in the USDA Commodities Co-Op for greater cost savings
- Health Inspections
- Developing a Wellness Policy
- Opportunities to participate in grant funding

Workshops that Better 4 You Meals provides include:

- Offer vs Serve Requirements & Best Practices
- Preparing for your Administrative Review
- Accessing CDE Equipment Grants for your school
- Marketing your meal program to parents & students
- Parent & student workshops on NSLP and Nutrition



Name Brand Partnerships

B4YM is committed to be a life-long learner of food services. We know we must consistently create new menu items, recipes, and improved methods of service to keep your students actively engaged in the meal program. A significant part of our drive is to stay fresh and innovative by seeking new and unique meal offerings.

Pick Up Stix

B4YM is currently the only vendor with a direct partnership with Pick Up Stix to serve Southern California charter schools. Based on Pick Up Stix's wildly popular NSLP compliant meals, B4YM is the first licensee approved to cook students in our own kitchen. In 2018-19, B4YM will have served over 500,000 Pick Up Stix meals and our schools increase their lunch order by an average of 15% on Pick Up Stix days.



Domino's Pizza Smart Slice

Better 4 You Meals currently is the only 3rd party meal vendor providing schools with Domino's Pizza for lunch and supper. Domino's Pizza has a NSLP compliant and reimbursable Smart Slice pizza that your students are sure to love. Compared with the standard Domino's pizza, the Smart Slice uses a whole grain crust, 1/3 less fat in the pepperoni, 1/3 less salt in the sauce, and cheese with just half the usual fat — all changes made to fit the new NSLP standards.



Pizza Hut A+ Pizza

Also joining the National School Lunch Program pizza party is Pizza Hut with their A+ Pizza. With a crust consisting of 18 grams of Whole Grain and 3 grams of fiber, Pizza Hut is working to help change the way school pizza is viewed. Featured A+ Pizzas also include toppings with 30% less fat and 55% less sodium. Pizza days at B4YM have become very popular and they can be the draw that excites your students too!



Ramona's Burritos

Making some of the freshest and tastiest burritos in Los Angeles since 1954, Ramona's Burritos is a family tradition and institution for many South Los Angeles and South Bay residents. In 2015, Better 4 You Meals partnered with Ramona's to create a line of preservative free, NSLP compliant burritos based on their widely popular existing burrito menu line.



Carmelita Chorizo

Founded in 1934 in East Los Angeles, Carmelita Chorizo is the oldest chorizo manufacturer in California. With a new line of clean label, no filler chorizo, made entirely of chicken, Carmelita exclusively provides Better 4 You Meals with the best chorizo product in the school meal industry.



Support for Fresh Fruits & Vegetables Program

B4YM is very experienced in helping to operate the Fresh Fruits & Vegetable Program (FF&VP) at schools. If your schools are interested in implementing the FF&VP, B4YM team can meet with school staff to go over the initial budget, goals, pricing, and a proposed menu.

We provide the schools with a list of possible fresh fruits and vegetables that are compliant and available to purchase. From there, we collaboratively create a menu and calendar for the fruits and vegetables. B4YM then delivers the produce directly to the school on designated days.

FFVP snacks must be offered to students at least two days per week, but many schools in California choose to serve three to five days per week. The program must be offered during the school day but cannot be offered during breakfast, lunch, or after school. FFVP cannot be served prior to the start of the school year or during summer school.

When planning FFVP menus, B4YM reminds schools that the goal of the program is to offer a variety of fresh fruits and vegetables in their natural state. There is no required portion size. We try “sample sizes” to introduce new items and then partner with your school to adjust ordering as needed. To the extent possible, we try not limit the choices you can offer. B4YM finds innovative and fun ways to encourage your students to sample different foods, sometimes through the cutting or through low salt seasonings added.

Fruits and vegetables should be appealing and easy to grab. If necessary, we cut produce items to make them easier to eat and reduce mess for younger children.

Here's a sample FF&VP Menu for a school that implements it 3 times per week.

Monday	Tuesday	Wednesday	Thursday	Friday
Jicama French Fries		Granny Smith Apple		Blueberries
Papaya Cubes		Carrot Shakers		Mandarin Cutie
Cucumber Coins w. Low Sodium Tajin Packet		Snap Peas		Pineapple Spear

Below are some samples of marketing materials that B4YM provides along with our FF&VP support.

broccoli

Choose bunches with tight florets that are dark green, purplish or bluish green. Stalks should be very firm. Florets are richer in beta-carotene than the stalks.

Broccoli are vegetables which grow as florets (clusters of flower buds) on stalks (stems).

Broccoli has been around for more than 2,000 years and was first grown in Italy. The name broccoli comes from the Latin word *brachium*, which means "branch" or "arm." Americans have grown broccoli for over 200 years.

Broccoli is a member of the cabbage family, which may help prevent certain types of cancer. Broccoli has as much calcium per ounce as milk.

Fresh broccoli contains more nutrients than frozen broccoli.

VARIETIES
There are many varieties. In the United States the most common type of broccoli is the Italian Green Sprouting variety.

California produces 90% of America's broccoli!

NUTRITION FACTS

- Fat free
- Cholesterol free
- Sodium free
- Good source of vitamin A
- Good source of folate, iron, calcium and fiber

USES
Steam broccoli or eat it raw with your favorite dip. Add broccoli to salads, soups, stews, casseroles and stir-fries.

www.Better4YouMeals.com - 5743 Smithway St, Commerce, CA 90040 - 323.838.5555

grapes

Grapes come in many colors; black, blue, blue-black, golden, red, green, and purple. When buying grapes look for firm, plump, well colored clusters that are securely attached to their green stems.

Grapes are fruit which grow in clusters on vines.

Grapes are one of the oldest fruits to be grown. Grapes can be traced back as far as biblical times. Spanish explorers introduced grapes to America about 300 years ago. Most grapes eaten in the United States are grown in California.

Grapes are about 80% water, making them a delicious low-calorie snack or dessert.

Raisins are dried grapes and contain only about 15% water. For this reason nutrients and calories are more concentrated in raisins.

NUTRITION FACTS

- Good source of fiber
- Sodium free
- Fat free
- Cholesterol free
- High in vitamin C
- High in potassium

VARIETIES
Grapes come in more than 50 varieties. The two main types are American and European, which are available as seeded or seedless. Common varieties include Thompson, Flame, Ruby, Perlette and Tokay.

USES
Some of the most popular ways in which grapes are used are eaten fresh, dried into raisins, or made into jam, jelly or 100% juice.

www.Better4YouMeals.com - 5743 Smithway St, Commerce, CA 90040 - 323.838.5555

Kiwifruit

Kiwifruits are small and round shaped. They are fuzzy brown on the outside and bright green with tiny black seeds on the inside. The skin can be eaten or it can be peeled.

Kiwifruits are fruit which grow on vines (similar to grapes).

The kiwifruit originated in China over 700 years ago where it was called "Yangtao." In 1905, seeds were sent to New Zealand and renamed the "Chinese Gooseberry." In 1962, it was first shipped to the United States and renamed "Kiwifruit" after New Zealand's national bird, the "kiwi." In North America, South America and Europe, the "fruit" part of the name is usually dropped, and simply called "kiwi."

California produces around 98% of the kiwifruits grown in the United States. Other countries which grow kiwifruits are Italy, New Zealand and Chile.

NUTRITION FACTS

- Fat free
- Cholesterol free
- Good source of fiber
- Good source of vitamin C
- Rich in vitamin E
- High in potassium

VARIETIES
There are over 400 varieties of kiwifruits. The Hayward is the most popular in the United States. Kiwifruits are available year round.

USES
Kiwifruits are usually eaten raw. They can be eaten whole like an apple or cut into quarters like an orange. Another way to eat them is to cut them in half and scoop out the flesh with a spoon. Add slices to fruit salads, salsa or cereal.

www.Better4YouMeals.com - 5743 Smithway St, Commerce, CA 90040 - 323.838.5555

Spinach

Spinach should have fresh, green leaves that are not limp, damaged or spotted. Leaves should be dull green on top and bright green on the underside. Wash under clean, running water.

Spinach is a vegetable which grows as plant leaves.

Spinach is believed to be of Persian origin and was introduced into Europe in the 15th century. Spinach was not commonly eaten in the United States until the early 19th century.

Most spinach is grown in Texas and California. Fresh spinach is available year round.

NUTRITION FACTS

- Fat free
- Cholesterol free
- Low sodium
- High in potassium
- High in vitamin C
- Good source of vitamin A
- Good source of iron, fiber and vegetable protein

VARIETIES
There are three basic types of spinach:

- Flat or smooth leaf – has unwrinkled, spade-shaped leaves (usually used for canned and frozen spinach or in other processed foods)
- Savoy – has crinkly, dark green curly leaves (usually sold fresh)
- Semi-Savoy – has slightly curly leaves (usually sold fresh)

USES
Spinach tastes good raw or cooked. Serve raw in salads or on sandwiches. It can be steamed, boiled, microwaved, sautéed or stir-fried. It can also be added to soups, lasagna or other vegetable dishes.

www.Better4YouMeals.com - 5743 Smithway St, Commerce, CA 90040 - 323.838.5555

Sample Breakfast Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

- Sausage and Cheese Bagel
- Green Chile & Potato Burrito
- Cheese & Green Chile Tamale
- Chicken & Waffle
- Whole Grain French Toast Sticks
- Whole Wheat Coffee Cake
- Apple Cinnamon Chewy Breakfast Bar
- Whole Grain Pan Dulce
- Whole Wheat Grilled Cheese Sandwich
- Blueberry Pancake Sandwich
- Breakfast Bean & Cheese Burrito
- Bagel-Ful Fruit Bars
- Egg & Sausage Burrito
- Turkey Sausage & Cheese Croissant
- Low Fat Yogurt & Nut Free Granola
- Country Biscuit w/ Turkey Sausage Gravy
- Apple Oatmeal Bar

- Mini Maple Corn Dogs
- Sausage Croissant Sandwich
- Mini Cinnamon Buns
- Reduced Sugar Frosted Mini-Wheats
- Reduced Sugar Frosted Flakes
- Reduced Sugar Cinnamon Toast Crunch
- Whole Grain Mini Pancakes
- Blueberry/Apple Mini Loafs
- Whole Wheat Pan Dulce
- Whole Wheat Zucchini Bread
- Whole Wheat Banana Bread
- Whole Grain Mini Pancake
- Whole Wheat Bagel with SunButter and Jelly
- Whole Wheat Bean and Cheese Burrito
- Whole Wheat Blueberry Muffin
- Proball and String Cheese
- Whole Wheat Round - Oatmeal Raisin Flavor



Sample Lunch Items Served

Below is a list of the wide array of products we serve throughout the school year. Every meal is served with 8 ounces of rBST-free non-fat or reduced fat milk. We are constantly evaluating our menu, testing new recipes, and sampling new products at schools. To better serve our students, we encourage schools to provide us feedback regularly and engage their parents and students on favorite healthy foods.

- Chicken & Cheese Tamales
- Diced Pollo Bowl w/ Beans & Mexican Brown Rice
- Ground Turkey & Cheese Lasagna
- Ground Turkey & Cheese Nachos
- Red or Green Chicken Enchiladas
- Chicken Chile Verde
- Pick Up Stix House Chicken & Veggies
- Domino's Pizza School Smart Slice
- Beef Hamburger w/ Lettuce, Tomato and Pickle
- Cheese Ravioli
- Teriyaki Chicken & Noodles
- Beef & Cheese Nachos
- Orange Chicken & Chow Mein Noodles
- Pizza Calzone
- Country "Fried" Pork Chop w/ Gravy
- Baked Fish Patty Burgers
- Sloppy Joe Burgers
- Bean & Cheese Burrito w/ Salsa
- Green Chile & Cheese Pupusas
- Chicken Fajitas & Beans
- Baked Breaded Chicken Patty Burgers
- Beef/Chicken & Bean Burritos
- Chicken & Cheese Burrito

- Chicken Fettuccini Alfredo
- Chicken Teriyaki w/ Vegetables and Brown Rice
- Sweet & Sour Chicken w/ Chow Mein Noodles
- Pizza Hut A+ School Slice
- Breaded Chicken Bites w/ Mashed Potatoes
- Chicken Fajitas w/ Spanish Brown Rice
- Beef & Bean Chili Bowl
- Chicken Italian Sandwich
- Beef & Vegetable Picadillo w/ Spanish Brown Rice
- Ham/Turkey & Cheese Sandwich
- Cajun Chicken Wrap
- BBQ Riblet Sandwich
- Chinese Chicken Salad
- Penne Pasta w/ Meat Sauce
- Philly Cheese Steak Sandwich
- Rotini Pasta w/ Meat Sauce
- Chicken Taquitos w/ Refried Beans
- Spaghetti w/ Ground Turkey Marinara
- Tuna Salad Sandwich
- Turkey Steak w/ Mashed Potatoes
- Turkey/Beef Hot Dog
- Macaroni & Cheese
- Hot Roast Beef Sandwich



USDA Commodities

Almost every week, a B4YM team member hears a school leader say, “I’ve heard about commodities, but what exactly are they and how do they work?” Helping schools understand how to participate in and utilize USDA Commodities, in their meal program, is something the team at B4YM takes great pride in.

What is the USDA Commodities Program?

Every year, with funding from the Federal Government, the USDA purchases 100% American grown foods from local farmers and growers. The USDA then makes those products available to community organizations and educational institutions at drastic discounts compared to the retail market.

USDA Commodities, also known as USDA Foods, currently account for 15%-20% of all food served to schools across the country. Until recently, only large school districts with significant storage capabilities participated in the Commodities Program because the purchases are so large. Based on your enrollment and lunches served the previous year, each of your schools will be issued an amount of eligible monetary credits to purchase USDA Commodities.

How Can Charters Take Maximum Advantage of Their USDA Entitlements?

In 2011, charter school leaders throughout Southern California created a Co-Op and requested the State approve them as eligible to access USDA Commodities. The California Charter School Commodities Co-Op is available to schools statewide and they meet annually to decide what products they’d like purchased with their USDA credits.



There is no cost to join the Co-Op, so there is no up-front money needed from your school. Items are purchased on your behalf by the Co-Op and transported to your food vendor for proper storage. Your vendor then incorporates those foods into meals for your students. Your food vendor must be an approved processor of USDA Commodities and must be willing to use the commodities of your choosing. The Co-Op retains a small administrative fee for the processing and oversight to offset the costs involved in the program.



What Are the Fiscal Benefits of Using USDA Commodities?

The savings to charter schools that use commodities are huge! On average, a charter school in the Co-Op can receive enough credits to offset a significant amount of their daily lunch cost. Over an entire year, schools can reduce their total lunch costs by 6%-8%, which can be translated into your school saving about \$.15 - \$.20 per lunch per day.

Imagine you are a school of 500 students and serve 400 lunches per day. If you were participating in the USDA Commodities Charter School Co-Op you could be eligible to receive

annual credits totaling around \$14,500. Those credits would be taken right off of your food vendor's invoice which helps your school's monthly cash flow output. Could your school use an additional \$14,500 per year?

What Kinds of Foods Does B4YM Make with USDA Commodities?

B4YM has become an expert in utilizing the commodities chosen by the Co-Op and turning them into meals that are extremely popular with students. Products eligible to be purchased through USDA Commodities include:

- Grilled chicken fajitas strips
- Lean ground beef & turkey
- Sliced turkey
- Sliced chicken breast
- Hamburger patties
- Fresh produce
- Frozen vegetables
- Whole grain tortillas & pasta
- Brown rice
- Low sodium cheese

Popular meals that B4YM makes with commodities food are:

- Chicken Fajitas w/ Rice & Beans
- Cheeseburgers
- Turkey & Hummus Pitas
- Rotini with Marinara Meat Sauce
- Chipotle Chicken Sandwich
- Cranberry Chicken Sandwich
- Chicken Fettuccine Alfredo
- Chicken Quesadilla
- Turkey Submarine Sandwich
- Chicken Chile Verde & Beans
- BBQ Chicken Sandwich
- Chicken & Veggie Stir-fry

What Can Your School Do with Savings from USDA Foods?

Federal and State law requires that all NLSP related reimbursements go directly to support the meal program at the school. If your school has significant cost savings from participating in the USDA Commodities Program, what can you spend those funds on? Some examples of allowable use of surplus meal funds are:

- Purchasing covered structures for the eating area
- New lunch benches
- Tables and chairs for eating area
- Serving carts for meal distribution
- Technology for operating the meal program (laptop, scanner, keypad)
- Insulated bags for food transporting
- Offsetting the cost of employees directly supporting the meal program



There are numerous ways to effectively use your surplus meal funds, but should you be unsure or question whether a purchase or use of funds is an allowable expense, we recommend that you contact the CDE for further clarification.

Commitment to Ensuring Healthy Food Options

Everyday, the Better 4 You Meals team is working tirelessly to ensure that every meal we serve is tasty, fresh, healthy, and is in line with all requirements of the Healthy, Hunger-Free Kids Act and the Let's Move Initiative of the White House. While definitely stringent, the new standards and initiatives of the USDA have placed students on a path to a healthier and more food conscience future.

Better 4 You Meals dietitians and culinary professionals have been working to develop menu strategies and systems that will help your school meet the new standards efficiently and cost-effectively, while maintaining student participation in, and satisfaction with, their school meal programs.

- Our menus feature low and non-fat dairy options; lean protein choices; access to a wide variety of fruits and vegetables; assorted whole grain products; and 100 percent fruit juice.
- We continue to reduce added fats, sugar, and salt while promoting and expand the availability of breakfast.
- Our recipes are designed to meet the nutritional standards, but also to focus on student acceptability, so students will participate in a healthy school food service program.

Expanded Vegetable & Fruit Option

In line with the USDA's initiative to increase the variety of fruits and vegetables that is offered to students, Better 4 You Meals has employed strategies to increase your student satisfaction and consumption of fresh fruit and vegetables.



- Offering a Salad Bar with a variety of fresh vegetables and salsa
- Providing Low Sodium Tajin with fresh vegetables
- Providing schools with food service tools like the Sunkist Sectionizer for easy and safe fruit cutting at the school site
- Offering schools a cut fruit and premium fruit upgrade to expand the current fruit rotation

Whole Grain Foods

All breads, pasta, tortillas, baked goods, other grain based items that Better 4 You Meals serves are Whole Grain rich and meet all USDA NSLP requirements. Whole grains contain fiber, vitamins, minerals, and antioxidants. Fiber helps children feel full longer. Whole grains may reduce the risk of several chronic diseases including coronary heart disease, and may help maintain a healthy weight.

Decreasing Sodium in All Meals

Sodium, also known as salt, is often added to foods during processing, cooking, or at the table. While the body needs some sodium, almost everyone eats more than the body needs. Too much sodium plays a role in high blood pressure, which makes it harder for the heart to do its job. By offering lower sodium versions of popular menu items and recipes at the beginning of a school year, students' tastes can change. Adding less or no salt and using tasty sodium-free alternatives, such as herbs and spices,

can help students learn to like foods with a less salty flavor. Our goal is that they will not even notice the difference!

Enjoyable & Culturally Relevant Meal Options

As the push to improve school meals grows, it's important to never lose focus that the student is the ultimate consumer of the meal. If the meal is not fresh, tasty, visually appealing, and overall enjoyable to your students, then the likelihood they will take and eat the meal decreases substantially. And those students who never take a meal or immediately throw it in the trash, the likelihood they go without food for the day or reach for the first junk food option in site rises very dramatically.

Better 4 You Meals seeks to find that allusive perfect balance of fresh, healthy, and tasty meals that speaks to the students and creates an enjoyable meal experience. Using meals that students recognize, associate good feelings with, and are interested in trying has been a significant factor in our rapid growth throughout Southern California.



We seek ways to replicate those meals that the students may have grown up with and that they love, but in a healthier version. This shows students that the extra salt, oil, fat, and grease is not needed to have a delicious meal.



Some meals that that Better 4 You Meals has recreated into a healthier version and have proven to be very popular with students include:

- Chicken chorizo & potato taco
- Baked breaded chicken nuggets
- Baked breaded orange chicken
- Baked sopes with refried beans and diced chicken breast
- Baked Pupusas with green chile and cheese
- Chicken and cheese tamales made without manteca (lard)
- Burritos in whole grain tortillas
- Whole grain rich croissants and bagels
- Whole grain breakfast coffee cake – reminiscent of the famous LAUSD coffee cake



Meal Transportation and Holding – Procedures & Equipment

Meal Transportation Procedures:

Meals are transported in fully enclosed delivery trucks or vans, which are free of odors and maintained clean at all times. Our fleet is covered by a complete pest control system that is conducted by a professional pest management company which specifically works in the food production industry. The vehicles are maintained by a Preventative Maintenance Program that is organized to prevent cross-contamination.

Specific equipment used for meal transport:

The transportation equipment may include, but is not limited to: ice chests for beverages, industrial transport tubs for items at room temperature and Cambro units (hot boxes) of various sizes. These units are used with the addition of Cam Chillers, Cam Warmers, and Ice Blankets, depending on the meal item temperature.

Additional equipment can consist of:

- Cam-Dollies
- Cam-Chillers
- Beverage Caddies
- Harnessing Equipment
- Delivery Trucks with Safety Lift-Gates
- Load Baring Bracers
- Hand Truck



Sample Holding Procedures:

Meal temperature should be taken at time of delivery and recorded on the Transportation Record. They should then be monitored once every two hours until food is served to assure that hot food is held above 135°F and cold foods are held below 41°F. Temperature control does not apply to whole fruit or packaged shelf stable items.

When meals are waiting to be served, Cambros and Coolers must be kept at least 6 inches off the ground/floor on tables, crates, hand trucks or counters. They can also be left on their Cambro Dollies.