

Winslow Township School District Evaluation Committee Recommendation for the Food Services RFP

1. List of Proposers:

- Aramark
- Nutri-Serve
- Sodexo

2. List of Evaluation Committee Members:

- Ms. Tyra McCoy-Boyle
- Mr. Kurt Marella
- Ms. Gina Chico
- Mr. Jack Mills

3. Financial Comparison of Proposal:

Winslow Township Financial Comparison of FSMC's Proposals			
Name of FSMC	Sodexo	Nutri Serve	Aramark
REVENUE TOTAL			
	\$2,670,305.57	\$2,629,320.08	\$2,616,606.29
NET FOOD COST			
	\$1,199,688.51	\$967,965.28	\$1,052,757.38
Percent of Revenue	45%	37%	40%
NET PAPER AND CLEANING COST			
	\$78,000.00	\$76,883.91	\$76,118.67
Percent of Revenue	3%	3%	3%
NET OTHER COST			
	\$17,000.00	\$36,584.71	\$115,637.97
Percent of Revenue	1%	1%	4%
LABOR			
Total Hourly Payroll	\$754,023.52	\$728,779.29	\$752,572.53
Total Hourly Taxes & Benefits	\$247,135.47	\$274,007.01	\$257,595.15
Total Hourly Wages, Taxes & Benefits	\$1,001,158.99	\$1,002,786.30	\$1,010,167.68
Total Yearly Hourly Work Days	182	182	182
Total Daily Hourly Food Service Workers Hours	328.50	328.50	328.50
Total Hourly Positions	56	56	56
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General Manager/Food Service Director	\$77,818.00	\$66,560.00	\$86,287.09
Chef	\$0.00	\$0.00	\$0.00
Food Service Manager/Assistant Director	\$46,134.00	\$37,440.00	\$54,923.38
	\$0.00	\$0.00	\$0.00
Total Management Taxes & Benefits	\$31,854.00	\$27,040.00	\$72,197.53
Total Management & Culinary	\$155,806.00	\$131,040.00	\$213,408.00
Total Hourly & Management Wages, Taxes & Benefits	\$1,156,964.99	\$1,133,826.30	\$1,223,575.68
Percent of Revenue	43%	43%	47%
-			
General Manager/Food Service Director	1	1	1

Winslow Township Financial Comparison of FSMC's Proposals			
Name of FSMC	Sodexo	Nutri Serve	Aramark
Chef	0	0	0
Food Service Manager/Assistant Director	1	1	1
	0.00	0.00	0.00
Total Management Position Count	2	2	2
BREAKFAST and LUNCH MEAL RATES			
Total FSMC Meal Rate-Breakfast	\$1.7000	\$2.7526	\$1.7500
Order Lowest to Highest	1	3	2
Total FSMC Meal Rate-Lunch	\$3.3670	\$2.7526	\$3.4025
Order Lowest to Highest	2	1	3
Total FSMC Meal Rate-ASSP	\$0.6500	\$0.0000	
BILLABLE MEAL EXPENSE			
Projected Billable Meal Rate-Breakfast	\$351,580.72	\$606,774.89	\$392,227.50
Projected Billable Meal Rate-Lunch	\$1,702,432.10	\$1,405,667.49	\$1,795,601.33
Projected Billable Meal Rate-Meal Equivalent	\$394,394.37	\$277,817.81	\$319,504.87
Projected Billable Meal Rate-ASSP	\$39,000.00	\$0.00	
Projected Commodity Credit	\$117,557.31	\$0.00	\$169,475.85
Projected total Billable Expense	\$2,369,849.88	\$2,290,260.19	\$2,337,857.85
Order Lowest to Highest	2	1	3
SFA SURPLUS/DEFICIT (form 23, page 1)			
SFA Surplus/Deficit with out Commodity Credit	\$182,898.38	\$339,059.89	\$109,272.59
Commodity Credit	\$117,557.31	\$0.00	\$169,475.85
Total SFA Surplus/Deficit	\$300,455.69	\$339,059.89	\$278,748.44
Guarantee Return	\$300,455.69	\$339,059.89	\$278,348.44
Order Highest to Lowest	2	1	3

4. Recommendation of the Winslow Township School District Food Services RFP Evaluation Committee: The following was the criteria used by committee in evaluating the proposals:

The Criteria Used in Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>	Weighting Factor	Points
1. Total Meal Rate and FSMC Guarantee Return (if any). 1 to 5 points will be awarded to both a. and b.: a. The points awarded to meal rate will be based upon the lowest meal rate receiving the most points (5) with decreasing points for each FSMCs higher meal rate. b. The guaranteed return will be based upon the highest guaranteed return receiving the most points (5) with decreasing points for each FSMC's lower guarantee return. If no guarantee is offered then the points awarded will be zero.	26%	1 to 5 for a. and b.
2. FSMCs capability, record of performance and financial condition: Corporate capability and experience will be measured by performance record, years in the industry, relevant experience, ability to successfully operate a non NSLP and a NSLP food service program, number of districts served, client retention, references and the financial condition of the FSMC.	12%	1 to 5
3. Proposed onsite management: Considers the number of the management team proposed, references; proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of the onsite manager.	22%	1 to 5
4. The Food Service program proposed by the FSMC: Considers how the FSMC will provide good variety, great taste, freshness, authenticity, healthy choices, ambiance, and excellent service that will be the norm, not the exception. Did the FSMC provide appropriate food concepts that will attract and retain the students in a comforting and comfortable atmosphere? How will the FSMC operate the satellite program to the elementary school? Did the FSMC show how they used their creativity, skills, resources	20%	1 to 5

The Criteria Used in Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>	Weighting Factor	Points
and staff to propose and provide a program that meets the District’s stated goal? Did and will the FSMC propose a program which increases the frequencies of vegetables and fruit and less reliance on starches? How will the FSMC pricing strategy increase sales?		
5. FSMC’s Start Up/Transition Plan: Is the FSMC’s start up plan customized to the start of this program? Is the plan detailed plan from pre- planning (10 days prior to the start of the contract) through the start of the contract through the first two months to September 30, 2019? Did it detail the additional management/resources they will be providing as well as the startup task, any requirements for the District, implementation date, estimated completion date, and who is responsible (name and title)? Did the plan have enough different (not repetitive) tasks listed covering the startup activities in implementation, management, HR, food services and training? Was it submitted in Excel format or a Gantt chart?	10%	1 to 5

Upon review of the proposals submitted, and based upon the RFP evaluation criteria, the committee concludes that the Sodexo’s proposal is the most advantageous for the Winslow Township Board of Education. The following evaluation scores resulted as scored by the evaluation committee:

1. Aramark – 17.66
2. Nutri-Serve – 16.56
3. Sodexo – 21.31

The following details the summary for each company.

TOTALS							
CRITERIA	Weight %	Points Awarded (1 to			Weighted Points		
		Aramark	Nutri	Sodexo	Aramark	Nutri	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return							
a. Meal Rate	26%	16.00	12.00	20.00	7.280	8.320	9.360
b. Guaranteed Return		12.00	20.00	16.00			
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	18.00	14.00	20.00	2.160	1.680	2.400
Criteria 3-Proposed Onsite Management	22%	16.00	13.00	17.50	3.520	2.860	3.850
Criteria 4-Food Service Program Proposed by FSMC	20%	15.50	11.00	19.00	3.100	2.200	3.800
Criteria 5-FSMCs Startup/Transition Plan	10%	16.00	15.00	19.00	1.600	1.500	1.900
TOTALS	90%	93.50	85.00	111.50	17.660	16.560	21.310

- A. Sodexo 21.31 weighted points – Sodexo came in first for their proposed Meal Rate(breakfast, lunch, meal equivalents) and second for Guaranteed Return. Sodexo was first in Capability, Record of Performance and Financial Condition. In reviewing the resume of the company’s’ candidates Sodexo’s proposed candidate received the highest ranking for On-Site Management. Their proposed program scored first place because it met and exceed the stated objectives. Finally, their Startup Plan/Transition Plan ranked highest.
- B. Aramark 17.66 weighted points – Aramark came in second place for Meal Rate (breakfast, lunch, meal equivalents) and third place for Guaranteed Return. Aramark was second in terms of their Capability, Record of Performance and Financial Condition. Aramark also placed second in the area of On-Site Management. Aramark’s Proposed Program earned them the second-place score because it met the District’s stated objectives but did not exceed them to the level of the other proposer. Finally, their Startup Plan/Transition Plan was rated second
- C. Nutri-Serve 16.56 weighted points – Nutri-Serve came in third place for Meal Rate (breakfast, lunch, meal equivalents) and first place for Guaranteed Return. Nutri-Serve was Third in terms of their Capability, Record of Performance and Financial Condition. Nutri-Serve also placed third in the area of On-Site Management. Nutri-Serve Proposed Food Service Program and their Start-up/Transition plan scores also finished in third place behind Sodexo and Aramark.

5. Recommendation of the Winslow Township School District Food Services RFP Evaluation Committee:

Upon review of the proposals submitted, and based upon the RFP evaluation criteria, the committee concludes that the Sodexo’s proposal is the most advantageous for the Winslow Board of Education.

Winslow Township Evaluations of Award Criteria for Food Services

Committee Member: Kurt Marella							
CRITERIA	Weighing Percent	Points Awarded (1 to 5)			Weighted Points		
		Aramark	Nutri Serve	Sodexo	Aramark	Nutri Serve	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return							
a. Meal Rate	26%	4.00	3.00	5.00	1.040	0.780	1.300
b. Guaranteed Return		3.00	5.00	4.00	0.780	1.300	1.040
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	4.00	3.00	5.00	0.480	0.360	0.600
Criteria 3-Proposed Onsite Management	22%	3.00	4.00	5.00	0.660	0.880	1.100
Criteria 4-Food Service Program Proposed by FSMC	20%	4.00	3.00	5.00	0.800	0.600	1.000
Criteria 5-FSMCs Startup/Transition Plan	10%	4.00	4.00	5.00	0.400	0.400	0.500
TOTALS	90%	22.00	22.00	29.00	4.160	4.320	5.540
Committee Member: Jack Mills							
CRITERIA	Weighing Percent	Points Awarded (1 to 5)			Weighted Points		
		Aramark	Nutri Serve	Sodexo	Aramark	Nutri Serve	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return							
a. Meal Rate	26%	4.00	3.00	5.00	1.040	0.780	1.300
b. Guaranteed Return		3.00	5.00	4.00	0.780	1.300	1.040
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	4.00	3.00	5.00	0.480	0.360	0.600
Criteria 3-Proposed Onsite Management	22%	4.00	4.00	4.00	0.880	0.880	0.880
Criteria 4-Food Service Program Proposed by FSMC	20%	4.00	2.00	5.00	0.800	0.400	1.000
Criteria 5-FSMCs Startup/Transition Plan	10%	4.00	3.00	4.00	0.400	0.300	0.400
TOTALS	90%	23.00	20.00	27.00	4.380	4.020	5.220
Committee Member: Gina Chico							
CRITERIA	Weighing Percent	Points Awarded (1 to 5)			Weighted Points		
		Aramark	Nutri Serve	Sodexo	Aramark	Nutri Serve	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return							
a. Meal Rate	26%	4.00	3.00	5.00	1.040	0.780	1.300
b. Guaranteed Return		3.00	5.00	4.00	0.780	1.300	1.040
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	5.00	4.00	5.00	0.600	0.480	0.600
Criteria 3-Proposed Onsite Management	22%	4.00	3.00	4.50	0.880	0.660	0.990
Criteria 4-Food Service Program Proposed by FSMC	20%	4.50	3.00	5.00	0.900	0.600	1.000
Criteria 5-FSMCs Startup/Transition Plan	10%	4.00	4.00	5.00	0.400	0.400	0.500
TOTALS	90%	24.50	22.00	28.50	4.600	4.220	5.430

Winslow Township Evaluations of Award Criteria for Food Services

Committee Member: Ms. McCoy-Boyle							
CRITERIA	Weighing Percent	Points Awarded (1 to 5)			Weighted Points		
		Aramark	Nutri Serve	Sodexo	Aramark	Nutri Serve	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return	0%						
a. Meal Rate	26%	4.00	3.00	5.00	1.040	0.780	1.300
b. Guaranteed Return		3.00	5.00	4.00	0.780	1.300	1.040
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	5.00	4.00	5.00	0.600	0.480	0.600
Criteria 3-Proposed Onsite Management	22%	5.00	2.00	4.00	1.100	0.440	0.880
Criteria 4-Food Service Program Proposed by FSMC	20%	3.00	3.00	4.00	0.600	0.600	0.800
Criteria 5-FSMCs Startup/Transition Plan	10%	4.00	4.00	5.00	0.400	0.400	0.500
TOTALS	90%	24.00	21.00	27.00	4.520	4.000	5.120
TOTALS							
CRITERIA	Weight %	Points Awarded (1 to 5)			Weighted Points		
		Aramark	Nutri Serve	Sodexo	Aramark	Nutri Serve	Sodexo
Criteria 1-Total Meal Rate and FSMC Guarantee Return							
a. Meal Rate	26%	16.00	12.00	20.00	7.280	8.320	9.360
b. Guaranteed Return		12.00	20.00	16.00			
Criteria 2-FSMCs Capability, Rec. of Performance and Financial	12%	18.00	14.00	20.00	2.160	1.680	2.400
Criteria 3-Proposed Onsite Management	22%	16.00	13.00	17.50	3.520	2.860	3.850
Criteria 4-Food Service Program Proposed by FSMC	20%	15.50	11.00	19.00	3.100	2.200	3.800
Criteria 5-FSMCs Startup/Transition Plan	10%	16.00	15.00	19.00	1.600	1.500	1.900
TOTALS	90%	93.50	85.00	111.50	17.660	16.560	21.310