Ohio Dept. of Education (ODE) School Food Authority (SFA) requirements when hiring a FOOD SERVICE MANAGEMENT COMPANY

✓ Every 5 Years the contract must go out for Public Bid per ODE

When preparing for the Request For Proposal (RFP), the following criteria must be meet:

1. The RFP must be reviewed and approved by ODE in advance of release.
2. The advertisement must be reviewed and approved before posting.
3. The evaluation criteria, contract language and financial statements must be reviewed and approved by ODE.
4. All requests for RFPs must be recorded and reported.
5. Any questions arising from the RFP must be answered at a required pre-bid meeting on-site in the District.
6. A pre-bid meeting on-site is required. If questions beyond those already answered arise at the pre-bid meeting, those must be answered in writing immediately following the pre-bid meeting.
7. Attendance and communication for any party must be recorded and reported to ODE.
8. The results of the RFP must be provided to ODE for their approval.
9. The recommendation to the Board must be provided and approved.
10. The awardee must submit a contract to the SFA for final approval by ODE.
11. Once approved, the Board acts on the recommendation.
12. The new contract will be effective 7/1/2019.
# Market Participation

<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Company Name and Address</th>
<th>Company Contact Name, Phone &amp; E-mail (Please Print)</th>
<th>Company Contact Signature</th>
<th>Accepted</th>
<th>Received</th>
<th>Bid</th>
<th>Signed</th>
<th>Awarded</th>
<th>Received</th>
<th>Bid Opening</th>
</tr>
</thead>
<tbody>
<tr>
<td>4/11/2019</td>
<td>9:14am</td>
<td>Aramark</td>
<td>Dave Willson, <a href="mailto:Dave.Willson@hboe.org">Dave.Willson@hboe.org</a></td>
<td>emailed electronic copy</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>4/11/2019</td>
<td>3:30pm</td>
<td>Sodexo</td>
<td>Dwight Michael, Director of Business Development</td>
<td>emailed electronic copy</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>4/15/2019</td>
<td>12:16pm</td>
<td>Southwest Food Service</td>
<td>Kelly Polechko, <a href="mailto:Kelly.Polechko@sfelco.org">Kelly.Polechko@sfelco.org</a></td>
<td>emailed electronic copy</td>
<td>X</td>
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<td></td>
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<tr>
<td>4/19/2019</td>
<td>11:17am</td>
<td>Chartwells Food Service</td>
<td>Troy Reger, <a href="mailto:Troy.Reger@compass-usa.com">Troy.Reger@compass-usa.com</a></td>
<td>emailed electronic copy</td>
<td>X</td>
<td></td>
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</tr>
<tr>
<td>4/17/2019</td>
<td>6:59am</td>
<td>Taher, Inc.</td>
<td>Erin Marissa, <a href="mailto:E.Marissa@taher.com">E.Marissa@taher.com</a></td>
<td>emailed electronic copy</td>
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<td></td>
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<td></td>
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<tr>
<td>4/17/2019</td>
<td>11:49am</td>
<td>Interflex</td>
<td>Lynn Williamson, <a href="mailto:lwilkinson@interflex.net">lwilkinson@interflex.net</a></td>
<td>emailed electronic copy</td>
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<tr>
<td>4/22/2019</td>
<td>8:10am</td>
<td>The Nutrition Group</td>
<td>Pam Harney, <a href="mailto:pam.harney@thenutritiongroup.biz">pam.harney@thenutritiongroup.biz</a></td>
<td>emailed electronic copy</td>
<td>X</td>
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<td></td>
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</tbody>
</table>
ODE Approved Documentation

1) ODE Procurement Documents page was submitted to verify our submission for ODE review and approval. As outlined in that document, HCSD has attached (by number and label) the following information to substantiate the requested items:

- Proof of publication of advertisement
- 2) Food Service Bid Notice (The Columbus Dispatch)
- 3) Bid Notice on District Website

List of FSMCs that received the solicitation/contract documents and all addenda issued (include date mailed/delivered)
- 4) Food Service Sign out and attendance log
- 5) FSMC QA
- 6) FSMC QA Attachments

List of Proposers in attendance at the pre-proposal meeting
- 4) Food Service Sign out and attendance log

Correspondence from proposers opting not to submit a proposal (or phone call documentation)
- • No Attachment: We did not receive any form of notification from proposers declining to submit a proposal.

Scoring information for each proposal
- 7) HCSD_FSMC Scoring Results_2019

Detailed cost information for each proposal
- 8) Cost information for each proposal

The sample contract with all attachments completed
- 9) Sample Contract – Financial Considerations
- 10) Completed Documents – Required Documents
### Evaluation Scoring

- 7 Companies requested RFPs: 4 Companies Bid

#### 2019 FSMC Proposal Evaluations

<table>
<thead>
<tr>
<th>CRITERIA: Scale 1-5 (Highest)</th>
<th>Weight</th>
<th>Aramark</th>
<th>Sodexo</th>
<th>Southwest Foodservice Excellence (SFE)</th>
<th>Nutrition Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Description</td>
<td></td>
<td>Score</td>
<td>Value</td>
<td>Score</td>
<td>Value</td>
</tr>
<tr>
<td>Cost</td>
<td>20%</td>
<td>5</td>
<td>1</td>
<td>4</td>
<td>0.8</td>
</tr>
<tr>
<td>Food Service Management Team (technical training, education, experience)</td>
<td>15%</td>
<td>5</td>
<td>0.75</td>
<td>3</td>
<td>0.45</td>
</tr>
<tr>
<td>Financial Performance Record (proven track record of profitability with similar SFA(s) of 10,000 students or more, include references)</td>
<td>15%</td>
<td>5</td>
<td>0.75</td>
<td>5</td>
<td>0.75</td>
</tr>
<tr>
<td>Alignment with District Priorities (Present examples of unique or non-routine client accommodations for menu &amp; diet planning, dining experience, innovation, and staffing)</td>
<td>10%</td>
<td>5</td>
<td>0.5</td>
<td>5</td>
<td>0.5</td>
</tr>
<tr>
<td>Employee Retention, Training and Development.</td>
<td>10%</td>
<td>5</td>
<td>0.5</td>
<td>4</td>
<td>0.4</td>
</tr>
<tr>
<td>Food Production System (preparation methods, equipment preferences, satellite capabilities, purchasing program advantages)</td>
<td>10%</td>
<td>5</td>
<td>0.5</td>
<td>5</td>
<td>0.5</td>
</tr>
<tr>
<td>Communication Plan (education, promotions, special events, participation-drivers)</td>
<td>10%</td>
<td>4</td>
<td>0.4</td>
<td>5</td>
<td>0.5</td>
</tr>
<tr>
<td>Sustainability (describe your role in energy or waste conservation)</td>
<td>10%</td>
<td>5</td>
<td>0.5</td>
<td>4</td>
<td>0.4</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>100%</td>
<td><strong>39</strong></td>
<td><strong>4.9</strong></td>
<td><strong>35</strong></td>
<td><strong>4.3</strong></td>
</tr>
</tbody>
</table>

Aramark is being recommended to the Hilliard School District Board of Education as the Proposal Winner.
1. **COST (20%)** - Highest value Measure as required by ODE

- Financial Templates provided by ODE
- Assumptions:
  - No equipment purchases
  - No expected staffing increases
  - Financials were provided
  - Claims history was provided
  - Menus were made available
  - Site visits were provided to:
    1. HS
    2. MS
    3. Elementary

1. Aramark
   - +$425,174 (current P&L)
   - Best based on actual performance
   - Used ODE template

2. SFE
   - Guaranteed +$500,000 gain
   - Assumed +$500,000 increase in revenue
   - Did not use ODE template

3. Sodexho
   - +$208,524 (current P&L)
   - Used ODE Template

4. Nutrition Group
   - +392,293.38 (current P&L)
2. Food Service Management Team (15%)

- Technical Training
- Education
- Experience

The local team is who the District works with everyday.

1. Aramark
   - HCSD Team identified
   - Director: 18 years in District leadership
   - Asst. Director: Parent in Community

2. Sodexho
   - No local team provided
   - Corporate team only

3. SFE
   - No local team provided
   - Corporate team only

4. Nutrition Group
   - No local team provided
   - Corporate team only
3. Financial Performance Record (15%)

- Financial Performance Record
- Proven track record of profitability with similar SFA(s) of 10,000 students or more, include references

1. Aramark
   - Largest in Revenue: $10.1B
   - Meets reference criteria
   - Largest Ohio footprint

2. Sodexo
   - Second largest in Revenue: $9.6B
   - Meets reference criteria
   - Strong Ohio Footprint

3. SFE
   - Third Largest in Revenue: $350M
   - No Ohio clients

4. Nutrition Group
   - Fourth Largest in Revenue: $167M
   - Largest Ohio School client has 2,500 students
4. **Alignment with District Priorities (10%)**

- Present examples of unique or non-routine client accommodations for menu & diet planning, dining experience, innovation, and staffing.

1. Aramark
   - Responsive to District needs and requests
   - Competitive Menus/Themes/Concepts

2. Sodexho
   - Positive success stories
   - Competitive Menus/Themes/Concepts

3. SFE
   - Positive success stories
   - K-8 menus are limited
   - Competitive Menus/Themes/Concepts (HS)

4. Nutrition Group
   - Positive success stories
   - Not to our scale
   - Competitive Menus/Themes/Concepts
5. EMPLOYEE RETENTION, TRAINING & DEVELOPMENT (10%)

- Ohio Market Recognition
- Safety
- Advancement Programs
- Familiarity w/SERS
- Employment Experience in Ohio
- Experience with Franklin County Health Dept.

Expressed confidence w/Transitioning existing labor pool

1. Aramark
   - Experienced pool of Ohio SMEs
   - Competitive Training Programs
   - No EE complaints

2. Sodexho
   - Experienced pool of Ohio SMEs
   - Competitive Training Programs

3. SFE
   - No employment experience in Ohio

4. Nutrition Group
   - Lesser resources
6. **FOOD PRODUCTION SYSTEM (10%)**

- Preparation Methods
- Equipment Preferences
- Satellite Capabilities
- Purchasing Program Advantages

1. Aramark
   - Healthy Methods with Variety
   - $759,647 (PPA)

2. Sodexho
   - Healthy Methods with Variety
   - $872,929 (PPA)

3. SFE
   - Healthy Methods with Variety
   - Needs some capitalization

4. Nutrition Group
   - Healthy Methods with Variety
   - Needs some capitalization
   - $506,790 (PPA)
7. COMMUNICATION PLAN (10%)

- Education
- Promotions
- Special Events
- Participation-drivers

1. Aramark
   - High Quality
   - Interactive
   - Evidence-based

2. Sodexho
   - Highest Quality
   - Interactive
   - Evidence-based

3. SFE
   - High Quality
   - Interactive
   - Evidence-based

4. Nutrition Group
   - High Quality
   - Interactive
   - Evidence-based
8. SUSTAINABILITY (10%)

• Describe roles in conservation.

1. Aramark
   • Organic Food Waste Diversion Leader in Ohio Schools

2. Sodexho
   • Extensive experience
   • No Ohio School program was noted

3. SFE
   • No Ohio School program was noted

4. Nutrition Group
   • No Ohio School program was noted
Achievements of Note

• 2 successful ODE Administrative Reviews over the last 5 years.
• Financial Solvency: over $2M surplus.
• Have not increased meal prices since 2012
• Advancing Student Achievement (working w/Nurses & Principals to improve attendance)
• D&D w/funding support on new MS Building.
• HS/ILC: School Stores, Panini, Sushi, etc.
• 2019 Student Survey: 61% of students state it was the best cafeteria possible.
  o (216 MS / 250 HS Respondents)
• Composting Commitment: 100+ tons of organic food waste diverted.

Written Support from

• Building Administrators (16)
• Classified Union President
• Central Office Administration (5)
• Teachers (3)
• Wellness Coordinator
• Building Secretaries
• School Age Child Care (SACC)
FINAL OBSERVATIONS

See attached Partnership Timeline in support of recommending Aramark
PARTNERSHIP TIMELINE

2015 - 2019

- Seasonal kitchen and serving lines are replaced and reconfigured for service in cafeterias
  - Reason: kitchen remodel is an example of thinking outside the box to provide a human-like and 'breakfast' experience with limited spaces.
- At the suggestion of a new serving line is placed in the cafeteria, rather than the existing kitchen location. This permetting serving line is longer, allowing for more menu variety and a quicker pace.
  - Additionally, the space previously occupied by the serving line in the kitchen now up more needed space for dry and cold storage under.
- Aramark is put in charge of turning school spaces to ensure compliance with our 2016 NOHPI guidelines. New equipment installed over the summer.
- New computer system is purchased for all school campuses at Arecibo Elementary.
- Add security POS terminals to select elementary buildings (Dorson, Horizon, Arecibo) to increase speed of serving food at breakfast, and new terminals at lunch at Westway, Arecibo, and Golden Valley.
- Additional supplies realized in minimum cost of $168 in sanitation.
- Accomplished with minimal or no increase in labor costs.

- Annual $10,000 grant helps build new weight training facility at Davidson High School
- Community program is advertised to Allen Elementary, Horizon, and Golden Valley Elementary schools. Additional component before paper products are resold.
- Fruit and vegetables are ratios at Allen Elementary.
- $50,000 grant to build new weight training facility at Allen Elementary and the Elkhorn Education Foundation.
- As of 2018, the Florida school food service fund average $119,000 per the chart.
- Elementary menus: expand to include three hot meals: selection daily.
- In a survey audit of cafeteria district, we ask for the ability to serve three hot meals daily.
- New building for Memorial Middle School opens adjacent to Bradley High School.
- Former Memorial Middle School becomes new Allen Elementary. Former Allen Elementary becomes the golden valley.
- The LRC remains in the same building.
- The LRC and the Hub are used as a pilot location for new or existing meal ideas.
- In 2018, the LRC and the Hub for the first time.
- Unlike the preceding districts that have surveys, we don't go from outside vendors. Staff are trained to make it in house, allowing us to reduce it at a much lower price.
- During the approval of the building plans, one of the ideas has been the inclusion of the new cafeteria.
- He visits the architects, who schedule a follow-up visit to Weaver Middle School to make sure that the designs are compatible with the cafeteria.
- Successfully passed Administrative Review in 2018.
- Conduct comfort sampling day at LRC, as part of a student project. Samples include salads, sushi, and snacks.
- At the wrap-up meeting for the Administrative Review, the state Program Specialist comments that:
  - Staff have great engagement with students.
  - The facility is increased.
  - We need to school staff that says the way of doing things.
  - Food service funds are used to purchase kitchen and Cafeteria equipment for Memorial Middle School.
  - Lunch and breakfast prices increased since 2012, at a total of $3.00.
- Armona Grove and Colinda Adams join the staff as Food Service Managers.
- Dave Trumhauer's grant to provide a state certification training in food service to Food Service Department staff.
- Computer system is rolled out to all Elementary and Sixth Grade buildings. Complementary system also issued to replace non-compos. cups.
- A new training program is adopted for new hires in 2016.
  - The kitchen is divided into five work stations where new hires are given hands-on experience with tasks.
  - Procedures they will use every day.
- Feedback was extremely positive, with new hires feeling much more at home when they start.
- Committees are formed for all buildings, eliminating need to replace recently retired cafeteria driver.
- Leaving the cafeteria area seeing the district approximate portion accuracy in newness and cleanliness.
- In spite of an extremely tight labor market, positions are usually filled at start of the 2016-2017 school year.
- Since 2016, we've used Food Service Department income to purchase food and equipment for Memorial Middle School.
- Our Food Service Fund balance as of 2016's.
- In 2016, 200,000 students enrolled is over 12,000.
- 32% of students are eligible for reduced price lunch.
- We serve 4,000 average daily reimbursable lunches, 1,000 average daily reimbursable breakfasts, and 2,000 average daily meals equal meals.