

Proposal Summary

General Information

Organization:	ISD #273 – Edina Public Schools	Date:	4/27/2022
Department:	Administration	Category:	Food Service Management

Process Notes

Process used	Minnesota Department of Education (MDE)-designed Request for Proposal Process				
Vendors:					
	Service Provider	Attended Mand. Meeting	Formerly Declined	Submitted Fixed Cost Quote	Submitted Cost-Reimb. Quote
	Aramark	Yes	No	No	No
	Chartwells*	Yes	No	Yes	Yes
	Genuine Foods	No	Yes	No	No
	SFE	Yes	No	Yes	Yes
	Sodexo	No	Yes	No	No
	Taher	Yes	No	Yes	Yes
*Incumbent					

*Incumbent

Eligibility Requirements

Question	Chartwells	SFE	Taher
Authorized to do business with public school districts in the State of MN? [Y/N]	Y	Y	Y
Included required bid security? [Y/N]	Y	Y	Y
Included signed Independent Price Determination Certificate (MDE)? [Y/N]	Y	Y	Y
Included signed Certification Regarding Debarment, Suspension, etc. (MDE)? [Y/N]	Y	Y	Y
Included signed Certification Regarding Lobbying (MDE)? [Y/N]	Y	Y	Y
Included signed MDE-provided Fixed Cost Quote Worksheet? [Y/N]	Y	Y	Y
Included signed MDE-provided Cost-Reimbursable Quote Worksheet? [Y/N]	Y	Y	Y

FSMC Profile Data

FSMC Name	Corporate Office Address	Website	Employees	Years in Business	K-12 School Districts	MN K-12 School Districts
Chartwells	2400 Yorkmont Road Charlotte, NC 28217	www.chartwellsk12.com/	16,000	81 years	675	15
SFE	9366 E Raintree Dr, Scottsdale, AZ 85260	www.sfellc.com	6,800	18 years	160	1 (and charter school)
Taher	5570 Smetana Dr, Minnetonka, MN 55343	www.taher.com/	3,200	41 years	100	6

FSMC-provided References

FSMC Name	Reference	State	Enrollment
Chartwells	Albert Lea Public Schools	Minnesota	3,500 students
	Big Lake Public Schools	Minnesota	3,000 students
SFE	Elk River Public Schools	Minnesota	13,191 students
	Bastrop Public Schools	Texas	11,059 students
Taher	North Branch Public Schools	Minnesota	3,032 students
	Marshall Public Schools	Minnesota	2,354 students

Proposal Summary

Pricing - Fixed Price Structure

Meal Type	Proj Annual Meals	Chartwells - Per Unit	SFE - Per Unit	Taher - Per Unit	Chartwells - Net	SFE - Net	Taher - Net
Breakfast	106,166	\$1.73	\$2.06	\$1.59	\$183,667.18	\$218,701.96	\$168,803.94
Lunch	485,886	\$3.51	\$3.46	\$3.23	\$1,705,459.86	\$1,681,165.56	\$1,569,411.78
Ala Carte Equivalent	260,393	\$3.51	\$4.01	\$3.40	\$913,979.43	\$1,044,175.93	\$885,336.20
Milk	15,776	\$0.65	\$0.25	\$0.35	\$10,254.40	\$3,944.00	\$5,521.60
Totals					\$2,813,360.87	\$2,947,987.45	\$2,623,551.92

Pricing - Cost-Reimbursable Structure

Meal Type	Proj Annual Meals	Chartwells - Per Unit	SFE - Per Unit	Taher - Per Unit	Chartwells	SFE	Taher
Breakfast	106,166	\$1.55	\$3.68	\$3.38	\$164,557.30	\$390,935.06	\$358,841.08
Lunch	485,886	\$3.23	\$3.68	\$3.38	\$1,570,869.44	\$1,789,178.02	\$1,642,294.68
Ala Carte Equivalent	260,393	\$3.23	\$3.68	\$3.38	\$841,850.57	\$958,845.14	\$880,128.34
Milk	15,776	\$0.30	\$0.25	\$0.35	\$4,732.80	\$3,944.00	\$5,521.60
Admin Fee (excludes Milk)	852,445	\$0.18	\$0.13	\$0.06	\$153,440.10	\$109,283.45	\$51,146.70
Totals					\$2,735,450.21	\$3,252,185.67	\$2,994,699.81

Pricing Points - Fixed Price

Description	Chartwells	SFE	Taher
Est. Annual	\$2,813,360.87	\$2,947,987.45	\$2,623,551.92
Percentage reduction for premium	93%	89%	100%
Point Award	28	27	30

Pricing Points - Cost-Reimbursable

Description	Chartwells	SFE	Taher
Est. Annual	\$2,735,450.21	\$3,252,185.67	\$2,994,699.81
% for lowest	100%	84%	91%
Point Award	26	22	24

The district recommends the selection of the Chartwells Cost-Reimbursable proposal based on the evaluation results of the bid process. The agreement selected is a one-year agreement with three (4) additional one-year option years that can be exercised by the district for school years 2023-2024, 2024-2025, and 2025-2026 should the district be satisfied with the vendor's performance.

Edina Public Schools – Food Management – Bid Point Calculator

Cost-Reimbursable Proposal Evaluations

Vendor being evaluated:	Points	Chartwells	Chartwells	Chartwells	Chartwells	SFE	SFE	SFE	SFE	Taher	Taher	Taher	Taher
The vendor's REGIONAL/DISTRICT Manager experience managing K12 school food & nutrition services	0-20	18.0	20.0	18.0	20.0	18.3	20.0	17.0	20.0	20.0	20.0	15.0	20.0
The vendor's DIRECT Manager experience managing K12 school food & nutrition services													
The vendor's DIRECT Manager's experience with menu development and special events													
The vendor's DIRECT Manager's ability to be full-time on site													
The vendor's DIRECT Manager's experience in all aspects of state and federal reporting													
The VENDOR'S experience in providing Catering services													
The VENDOR management's experience working collaboratively with various school personnel (example - wellness programs)													
Vendor provided adequate data on Kitchen Manager turnover for the last 3 years													
Vendor is contracted as service provider for two (2) or more K-12 school districts in the US (MN districts preferred)													
Vendor has NEVER BEEN REMOVED from a MN school district prior to contract end term													
Vendor's described training program for food service employees (also including examples of training materials) used for foodservice employees to include how to communicate & work with children	0-5	4.7	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	2.0	5.0
Vendor's described food safety and sanitation training/Hazard Analysis and Critical Control Points (HACCP)													
Vendor conducts employee satisfaction surveys													
Vendor presented a plan for diversity/equity training													
Vendor has a successful employee retention plan	0-5	5.0	5.0	4.0	5.0	5.0	5.0	4.0	5.0	5.0	5.0	4.0	5.0
Reliability of forecast and financials [TYPO IN ANALYSIS]													
How would you rate the vendor's proposed Nutrition Education, Communication, & Marketing Strategy including: Use of promotions/promotional events (posters, theme days, branding, taste testing) to include incorporating school garden produce into promotional events (taste testing) Provide information about a variety of affordable, nutritious and appealing foods that meet the health and nutrition needs of students to include school garden produce. To include pricing at the point of sale for ala carte items. Methods used to obtain students, staff, and parent feedback/preferences Description of plans to use feedback obtained from students, staff, and parents Samples/examples of materials used to promote healthy messages/making healthy choices Availability of nutritional valuation of meals on-line or as an app for students, staff and families	0-6	3.3	5.0	5.0	6.0	5.0	5.0	4.0	5.0	5.7	5.0	4.0	5.0
Please rate the vendor's proposed Menu Planning strategy with consideration to the following specific points: Adherence to wellness/nutrition policies Alternate menu choices/offers (low fat, low sodium, for allergies and other dietary needs) Evidence of evaluation of wellness/nutrition plan and food quality monitors designed to meet our nutrition specifications policy Consider the religious, ethnic, and cultural diversity of the student body in meal planning	0-8	5.0	7.0	7.0	8.0	7.0	7.0	7.0	7.0	7.3	7.0	6.0	6.0
How would you rate the vendor's Food Quality based on the following factors: Offer fresh, high quality and minimally processed food Promote the use of whole grains, natural fibers, vegetables, fruits, and nutrient-rich foods Minimize the amount of saturated fats and added sugars and artificial colors, preservatives, and additive ingredients Menu emphasizes fresh/homemade food preparation Procurement of fresh, local and sustainable foods are priority vendors	0-15	8.3	13.0	13.0	15.0	11.7	13.0	13.0	13.0	14.7	13.0	12.0	12.0
How would you rate the vendor's description of their strategy to implement & audit a HACCP food safety plan	0-15	13.0	15.0	14.0	15.0	13.3	15.0	14.0	14.0	12.7	15.0	10.0	10.0
Does the vendor have the ability to offer electronic AND online payment options (in addition to cash/check)													
Did the vendor present that they have secured cost competitive sourcing agreements with food distributors that provide equal-to-or-greater discounts than current cooperative agreements available to local school districts?													
Did vendor propose a strategy to establish recycling/composting process?													
Does the vendor provide a full time ONSITE EXECUTIVE CHEF?													
Does the vendor provide a full time DIETICIAN ONSITE (separate from manager position)?	0-74	57.4	70.0	66.0	74.0	65.3	70.0	64.0	69.0	70.4	70.0	53.0	63.0
Non-Financial Points Subtotal													
Please rate the total cost based on total administrative fees/costs and proposed price per meal (compared to other proposals)	0-26	26.0	26.0	26.0	26.0	22.0	22.0	22.0	22.0	24.0	24.0	24.0	24.0
Total Points	0-100	83.4	96.0	92.0	100.0	87.3	92.0	86.0	91.0	94.4	94.0	77.0	87.0

Cost-Reimbursable Contract Proposal Scoring

FSMC	Chartwells				SFE				Taher			
Evaluator	PTO	Admin/School Board			PTO	Admin/School Board			PTO	Admin/School Board		
Score	83.4	92	100	96	87.3	86	91	92	94.4	77	87	94
Composite Score		92.8			Composite Score		89.1		Composite Score		88.1	

Fixed-Price Proposal Evaluations

Vendor being evaluated:	Points	Chartwells	Chartwells	Chartwells	Chartwells	SFE	SFE	SFE	SFE	Taher	Taher	Taher	Taher
The vendor's REGIONAL/DISTRICT Manager experience managing K12 school food & nutrition services	0-20	18.0	19.0	20.0	20.0	18.7	14.0	20.0	20.0	20.0	17.0	20.0	20.0
The vendor's DIRECT Manager experience managing K12 school food & nutrition services													
The vendor's DIRECT Manager's experience with menu development and special events													
The vendor's DIRECT Manager's ability to be full-time on site													
The vendor's DIRECT Manager's experience in all aspects of state and federal reporting													
The VENDOR'S experience in providing Catering services													
The VENDOR management's experience working collaboratively with various school personnel (example - wellness programs)													
Vendor provided adequate data on Kitchen Manager turnover for the last 3 years													
Vendor is contracted as service provider for two (2) or more K-12 school districts in the US (MN districts preferred)													
Vendor has NEVER BEEN REMOVED from a MN school district prior to contract end term													
Vendor's described training program for food service employees (also including examples of training materials) used for foodservice employees to include how to communicate & work with children	0-5	4.7	5.0	5.0	5.0	5.0	5.0	5.0	5.0	5.0	3.0	5.0	5.0
Vendor's described food safety and sanitation training/Hazard Analysis and Critical Control Points (HACCP)													
Vendor conducts employee satisfaction surveys													
Vendor presented a plan for diversity/equity training													
Vendor has a successful employee retention plan													
Reliability of forecast and financials [TYPO IN ANALYSIS]	0-1	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
How would you rate the vendor's proposed Nutrition Education, Communication, & Marketing Strategy including: Use of promotions/promotional events (posters, theme days, branding, taste testing) to include incorporating school garden produce into promotional events (taste testing) Provide information about a variety of affordable, nutritious and appealing foods that meet the health and nutrition needs of students to include school garden produce. To include pricing at the point of sale for ala carte items. Methods used to obtain students, staff, and parent feedback/preferences Description of plans to use feedback obtained from students, staff, and parents Samples/examples of materials used to promote healthy messages/making healthy choices Availability of nutritional valuation of meals on-line or as an app for students, staff and families	0-6	2.7	5.0	6.0	5.0	4.7	6.0	5.0	5.0	5.3	4.0	6.0	4.0
Please rate the vendor's proposed Menu Planning strategy with consideration to the following specific points: Adherence to wellness/nutrition policies Alternate menu choices/offering (low fat, low sodium, for allergies and other dietary needs) Evidence of evaluation of wellness/nutrition plan and food quality monitors designed to meet our nutrition specifications policy Consider the religious, ethnic, and cultural diversity of the student body in meal planning	0-8	5.0	7.0	8.0	7.0	6.3	7.0	7.0	7.0	7.7	6.0	7.0	7.0
How would you rate the vendor's Food Quality based on the following factors: Offer fresh, high quality and minimally processed food Promote the use of whole grains, natural fibers, vegetables, fruits, and nutrient-rich foods Minimize the amount of saturated fats and added sugars and artificial colors, preservatives, and additive ingredients Menu emphasizes fresh/homemade food preparation Procurement of fresh, local and sustainable foods are priority vendors	0-15	8.7	13.0	13.0	13.0	11.7	13.0	13.0	13.0	14.7	13.0	12.0	13.0
How would you rate the vendor's description of their strategy to implement & audit a HACCP food safety plan	0-15	14.3	13.0	15.0	15.0	14.3	12.0	15.0	15.0	12.0	12.0	12.0	15.0
Does the vendor have the ability to offer electronic AND online payment options (in addition to cash/check)													
Did the vendor present that they have secured cost competitive sourcing agreements with food distributors that provide equal-to-or-greater discounts than current cooperative agreements available to local school districts?													
Did vendor propose a strategy to establish recycling/composting process?													
Does the vendor provide a full time ONSITE EXECUTIVE CHEF?													
Does the vendor provide a full time DIETICIAN ONSITE (separate from manager position)?													
Non-Financial Points Subtotal	0-70	54.4	63.0	68.0	66.0	61.7	58.0	66.0	66.0	65.7	56.0	63.0	65.0
Please rate the total cost based on total administrative fees/costs and proposed price per meal (compared to other proposals)	0-30	28.0	28.0	28.0	28.0	27.0	27.0	27.0	27.0	30.0	30.0	30.0	30.0
Total Points	0-100	82.4	91.0	96.0	94.0	88.7	85.0	93.0	93.0	95.7	86.0	93.0	95.0

Fixed Price Contract Proposal Scoring

FSMC	Chartwells				SFE				Taher			
Evaluator	PTO	Admin/School Board			PTO	Admin/School Board			PTO	Admin/School Board		
Score	82.4	91	96	94	88.7	85	93	93	95.7	86	93	95
Composite Score		90.8			Composite Score		90.0		Composite Score		92.4	

Cost-Reimbursable – Food Service Management Contract

The vendor proposes to operate the food service management program for Edina Public Schools ISD #273 School Food Authority (SFA) during school year 2022-2023, subject to the information provided by the SFA in its Request for Proposals (RFP), for the maximum per-meal costs to SFA shown below. The awarded contract will require the vendor to bill SFA for its actual direct costs plus the fixed administrative fees shown below for each meal / equivalent meal. The contract will be awarded based on the SFA's evaluation of lowest total costs, as shown below, and other non-price evaluation criteria established by the SFA.

Program	Fixed Administrative Fee per Meal & Ala Carte Meal Equivalent	+	Maximum Direct Costs per Meal and Ala Carte Meal Equivalent	=	Maximum Total Cost per Meal and Ala Carte Meal Equivalent	X	Total Meal and Ala Carte Meal Equivalents	=	Maximum Total Cost to SFA
Lunch (including At-Risk Supper)	\$0.18	+	\$3.233	=	\$3.413	X	485,886	=	\$1,658,328.90
A la Carte (Meal Equivalents)	\$0.18	+	\$3.233	=	\$3.413	X	260,393	=	\$888,721.31
Breakfast	\$0.18	+	\$1.55	=	\$1.73	X	106,166	=	\$183,667.18
Snacks	\$0.00	+		=		X		=	
Milk (Special and Kindergarten)	\$0.00	+	\$0.30	=	\$0.30	X	15,776	=	\$4,732.80

Company's proposed Total Cost to SFA: \$ 2,735,450.20

Submitted by:

Company: Compass Group USA, Inc., by and through its Chartwells Division

Address: 2400 Yorkmont Road, Charlotte, NC 28217

Name and Title of Authorized Representative: Belinda Oakley, CEO, Chartwells K12


Signature of Authorized Representative

3/23/2022

Date

Fixed Meal Prices – Food Service Management Contract

The undersigned Company proposes to manage the school food service for Edina Public Schools ISD #273 School Food Authority (SFA) during school year 2022-2023 at the fixed per-meal rates shown below, subject to the terms of SFA's Request for Proposals including SFA's estimated total numbers of meals shown below. If the contract is awarded, Company will bill SFA for meals and meal equivalents at the fixed rates shown below, without any additional charges.

The meal prices in this proposal do not take into account the value of U.S. Department of Agriculture (USDA) Foods that Company may receive for use during the year. If the contract is awarded, Company will fully credit SFA for the value of USDA Foods received for use.

Company acknowledges that the contract will be awarded based on the lowest proposed Total Cost to SFA, shown below, combined with SFA's evaluation of non-price criteria specified in the RFP.

Program	Company's Proposed Fixed Price per Meal or Equivalent		SFA's Estimated Annual Meals or Meal Equivalent (All sites)		Company's Proposed Cost to SFA (All sites)
Breakfast	\$1.73		106,166		\$183,667.20
Lunch	\$3.51		485,886		\$1,705,459.90
A la Carte (lunch equivalents)	\$3.51	X	260,393	=	\$913,979.43
Milk	\$0.65		15,776		\$10,254.40
Afterschool Snacks	\$				\$
At-Risk After-school Meals	\$				\$
Summer (SFSP)	\$				\$

Company's proposed Total Cost to SFA: \$ 2,813,360.90

Submitted by:

Company: Compass Group USA, Inc., by and through its Chartwells Division

Address: 2400 Yorkmont Road, Charlotte, NC 28217

Name and Title of Authorized Representative: Belinda Oakley, CEO, Chartwells K12



 Signature of Authorized Representative

3/23/2022

 Date



April 8, 2022

Proposal for Food Service Management

Prepared for:

Edina Public Schools



sfellc.com

Cost Reimbursable -Price Proposal



Program	Fixed Administrative Fee per Meal & Ala Carte Meal Equivalent	+	Maximum Direct Costs per Meal and Ala Carte Meal Equivalent	=	Maximum Total Cost per Meal and Ala Carte Meal Equivalent	X	Total Meal and Ala Carte Meal Equivalents	=	Maximum Total Cost to SFA
Lunch (including At-Risk Supper)	\$0.1282	+	\$3.6823	=	\$3.8105	X	485,886	=	\$1,851,456.30
A la Carte (Meal Equivalents)	\$0.1282	+	\$3.6823	=	\$3.8105	X	260,393	=	\$405,758.40
Breakfast	\$0.1282	+	\$3.6823	=	\$3.8105	X	106,166	=	\$992,220.93
Snacks		+		=		X		=	
Milk (Special and Kindergarten)	\$0.00	+	\$0.25	=	\$0.25	X	15,776	=	\$3,944.00

Company's proposed Total Cost to SFA: \$ \$3,253,379.63

Submitted by: Steve West
 Company: SFE
 Address: 9366 E. Raintree Dr.
Scottsdale, AZ 85260

Name and Title of Authorized Representative: Monty Staggs, Chief Executive Officer

Signature of Authorized Representative

4/6/2022

Date



~ ~ ~
take a seat at
our table

~ ~ ~ **TAHER** *~ ~ ~*
~ ~ ~

Bid Sheet



Program	Fixed Administrative Fee per Meal & Ala Carte Meal Equivalent	+	Maximum Direct Costs per Meal and Ala Carte Meal Equivalent	=	Maximum Total Cost per Meal and Ala Carte Meal Equivalent	X	Total Meal and Ala Carte Meal Equivalents	=	Maximum Total Cost to SFA
Lunch (Including At-Risk Supper)	\$ 0.06	+	\$ 3.38	=	\$ 3.43	X	485,886	=	\$ 1,666,588.98
A la Carte (Meal Equivalents)	\$ 0.06	+	\$ 3.38	=	\$ 3.43	X	260,393	=	\$ 893,147.99
Breakfast	\$ 0.06	+	\$ 3.38	=	\$ 3.43	X	106,166	=	\$ 364,149.38
Snacks		+		=		X		=	
Milk (Special and Kindergarten)		+	\$ 0.35	=	\$ 0.35	X	15,776	=	\$ 5,521.60

Company's proposed Total Cost to SFA: \$ 2,929,407.95

Submitted by: Bruce Taher
 Company: Taher, Inc.
 Address: 5770 Smetana Drive
Minnetonka, MN 55343

Name and Title of Authorized Representative: Bruce Taher, President & CEO

Signature of Authorized Representative

4/1/2022

Date



~ ~ ~
take a seat at
our table

~ ~ ~ **TAHER** *~ ~ ~*
~ ~ ~



Bid Sheet



Fixed Meal Prices – Food Service Management Contract

The undersigned Company proposes to manage the school food service for Edina Public Schools ISD #273 School Food Authority (SFA) during school year 2022-2023 at the fixed per-meal rates shown below, subject to the terms of SFA's Request for Proposals including SFA's estimated total numbers of meals shown below. If the contract is awarded, Company will bill SFA for meals and meal equivalents at the fixed rates shown below, without any additional charges.

The meal prices in this proposal do not take into account the value of U.S. Department of Agriculture (USDA) Foods that Company may receive for use during the year. If the contract is awarded, Company will fully credit SFA for the value of USDA Foods received for use.

Company acknowledges that the contract will be awarded based on the lowest proposed Total Cost to SFA, shown below, combined with SFA's evaluation of non-price criteria specified in the RFP.

Program	Company's Proposed Fixed Price per Meal or Equivalent	X	SFA's Estimated Annual Meals or Meal Equivalent (All sites)	=	Company's Proposed Cost to SFA (All sites)
Breakfast	\$ 1.59		106,166		\$ 168,803.94
Lunch	\$ 3.23		485,886		\$ 1,569,411.78
A la Carte (lunch equivalents)	\$ 3.40		260,393		\$ 885,336.20
Milk	\$ 0.35		15,776		\$ 5,521.60
Afterschool Snacks	\$				\$
At-Risk After-school Meals	\$				\$
Summer (SFSP)	\$				\$

Company's proposed Total Cost to SFA: \$ 2,629,073.52

Submitted by: Bruce Taher
 Company: Taher, Inc.
 Address: 5770 Smetana Dr
Minnetonka, MN 55343

Name and Title of Authorized Representative: Bruce Taher, President & CEO

Signature of Authorized Representative

4/1/2022

Date



Pricing Sheet-Fixed Administrative Per Meal Fee and Maximum Direct Costs



Fixed Meal Prices – Food Service Management Contract

The undersigned Company proposes to manage the school food service for Edina Public Schools ISD #273 School Food Authority (SFA) during school year 2022-2023 at the fixed per-meal rates shown below, subject to the terms of SFA's Request for Proposals including SFA's estimated total numbers of meals shown below. If the contract is awarded, Company will bill SFA for meals and meal equivalents at the fixed rates shown below, without any additional charges.

The meal prices in this proposal do not take into account the value of U.S. Department of Agriculture (USDA) Foods that Company may receive for use during the year. If the contract is awarded, Company will fully credit SFA for the value of USDA Foods received for use.

Company acknowledges that the contract will be awarded based on the lowest proposed Total Cost to SFA, shown below, combined with SFA's evaluation of non-price criteria specified in the RFP.

Program	Company's Proposed Fixed Price per Meal or Equivalent		SFA's Estimated Annual Meals or Meal Equivalent (All sites)		Company's Proposed Cost to SFA (All sites)
Breakfast	\$2.06		106,166		\$ 218,701.96
Lunch	\$3.46		485,886		\$1,681,165.56
A la Carte (lunch equivalents)	\$4.01	X	260,393	=	\$1,044,175.93
Milk	\$0.25		15,776		\$ 3,944.00
Afterschool Snacks	\$				\$
At-Risk After-school Meals	\$				\$
Summer (SFSP)	\$				\$

Company's proposed Total Cost to SFA: \$ 2,947,987.45

Submitted by: Steve West
 Company: SFE
 Address: 9366 E. Raintree Dr.
 Scottsdale, AZ 85260

Monty Staggs / Chief Executive Officer
 Name and Title of Authorized Representative: _____

Signature of Authorized Representative

4/6/2022

Date

March 24, 2022

Kyle Trites
Client Engagement Manager
Catalyst Sourcing Solutions
Edina Public Schools (MN #ISD 273)
Via email: ktrites@catalystsourcing.com

Dear Mr. Trites:

Thank you for the invitation to respond to Edina Public Schools' request for proposal for school food service management. Sodexo has made the decision to respectfully decline to bid.

Our mission with each district we partner with is to support student engagement and achievement while enhancing the Quality of Life for the entire community. We are dedicated to reinforcing the overall experience of a student's education journey while improving our partners' effectiveness and performance.

We do this by designing, managing, and delivering services that keep people healthy, safe, and productive while also enriching the learning environment.

We truly want to make a difference in every school district we serve and trust that when Edina Public Schools once again reviews its facilities, food, or energy management programs, you will call on Sodexo to participate.

We appreciate the consideration and wish you well.

Sincerely,



Tara Golden
Director of Business Development



Ad Proof
Not Actual Size

-Public Notice Ad Proof-

This is the proof of your ad scheduled to run on the dates indicated below. Please proof read carefully. If changes are needed, please contact us prior to deadline at Cambridge (763) 691-6000 or email at publicnotice@apgecm.com

Date: 03/03/22

Account #: 412496
Customer: SCHOOL DIST #273

Address: 5701 NORMANDEALE RD
EDINA

Telephone: (952) 848-3900
Fax: (952) 848-3901

Publications:
SC Edina

Ad ID: 1210443
Copy Line: Food Svc Mgmt - Cost Reimbursa

PO Number:
Start: 03/10/22
Stop: 03/17/2022
Total Cost: \$226.10
of Lines: 40
Total Depth: 4.53
of Inserts: 2
Ad Class: 160
Phone # (763) 691-6000
Email: publicnotice@apgecm.com
Rep No: SE700

**EDINA PUBLIC SCHOOLS (MN ISD# 273)
ATTENTION: FOOD SERVICE MANAGEMENT COMPANIES**

Edina Public Schools (MN ISD# 273) is requesting proposals for a **Cost-Reimbursable** Contract for school food service management. The Food Service Management Company would provide management services according to requirements of the U.S. Department of Agriculture and the Minnesota Department of Education.

To obtain a copy of the Request for Proposal, contact: **Kyle Trites at** ktrites@catalystsourcing.com or **651-461-2900**

Food Service Management Companies may submit proposals to:

**John Toop, Director of Business Services
Edina Public Schools (MN ISD# 273)
5701 Normandale Road
Edina, MN 55424**

Edina Public Schools (MN ISD# 273) reserves the right to reject any proposal for a sound, documented reason or to reject all proposals if there is an insufficient number of proposals.

A mandatory pre-proposal meeting is scheduled for **March 25, 2022**, at **10:00 AM**.

The meeting will be at:

**Valley View Middle School
6750 Valley View Road
Edina, MN 55439**

All proposals must be submitted no later than **5:00 PM CST** on **April 8, 2022**. All proposals should be delivered in a sealed envelope and addressed to the **Edina Public Schools (MN ISD# 273)** and be clearly marked: Food Service Management Proposal. Electronic proposals should also be emailed to ktrites@catalystsourcing.com

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