

**Cuba Independent School District  
Cost Reimbursable Food Service Management Company  
FY22 Request for Proposal**

Response to Questions

1. Can FSMC budget to do a la carte sales if Attachment K isn't checked to serve a la carte?

This is negotiable; however, the District does not wish to deal with any cash sales for students. We are a high poverty School District, 100% CEP.

2. Per Attachment K, Lunch is not offer vs serve anywhere. Are all meal components served and not offered?

Offer vs. serve is done at the High School. Attachment K has a typo.

3. What is time period of ADP in RFP attachment E & F? If the ADP in the RFP is multiplied over 173 days, it's a lot less than the annual meals on RFP page 32. What are the meals on page 32 based on?

As noted on the revised Page 32 released on 11/05/21, meals are based on a 173-day school year, plus summer school in June and July. The amount of days in June/July can vary from year to year, but are approximately an additional 40 days. In total, it comes to approximately 213 days.

4. RFP page 32 doesn't have any summer meals, but Attachment I does have Summer ADP. How many service days should we estimate for summer program?

The amount of days in June/July can vary from year to year, but are approximately 40 days. The district has been operating SSO since the Spring of 2020 for breakfast and lunch throughout the school year and the summer due to COVID as per PED.

5. Can you please provide the past 3 year's food service financials? What has been the profit loss before any general fund transfers for the past 3 years?

Financials for the past 3 years are provided below. Please note that the District's financials from March 2020 through April 2021 were much higher due to the pandemic, as the District was feeding 100% of students, plus students from surrounding areas due to the Covid-19 Closure.

	<b>2018-2019</b>	<b>2019-2020</b>	<b>2020-2021</b>
<b>Beginning Cash</b>	\$ 171,919.92	\$ 100,579.16	\$ 189,166.25
<b>Rev</b>	\$ 358,188.58	\$ 541,823.18	\$ 854,535.66
<b>Exp</b>	\$ (429,529.34)	\$ (453,236.09)	\$ (488,985.70)
<b>End Cash</b>	\$ 100,579.16	\$ 189,166.25	\$ 554,716.21

6. Confirming, we don't need to provide (monitors (RFP pg 14 under the Labor category, FSMC is checked)?

Correct, the District provides monitors. This is a typo.

7. RFP pg 14 says pest control and utilities are FSMC expenses. Can they give us an annual estimate to budget based on past annual costs, or should this be a SFA expense and on the districts books?

The District provides Pest Control and Utilities. This is a typo.

8. How are meals transported now from the self-prep kitchen to the 2 satellite kitchens? What type of vehicles does the district provide?

The District provides a Food Service Van specially equipped to transport meals in Cambro food carriers.

9. What is the a la carte equivalent factor to be used in responses?

Unknown. The District does not currently offer a la carte sales and does not wish to deal with any cash sales for students. We are a high poverty School District, 100% CEP.

10. Does the district pay the point of sale system annual maintenance? What is the POS system?

The District does not have a point of sale system. We are a high poverty School District, 100% CEP. All students eat free. The few adult meals that are served are paid for via the front office at each school, and a meal ticket is provided to the cafeteria.

11. Does the district own all of the smallware inventory and all kitchen equipment? If not, what does your current partner own and will be taking with them once the contract has ended?

The District owns all kitchen equipment including smallware inventory.