

ANN ARBOR PUBLIC SCHOOLS  
LEAD. CARE. INSPIRE.



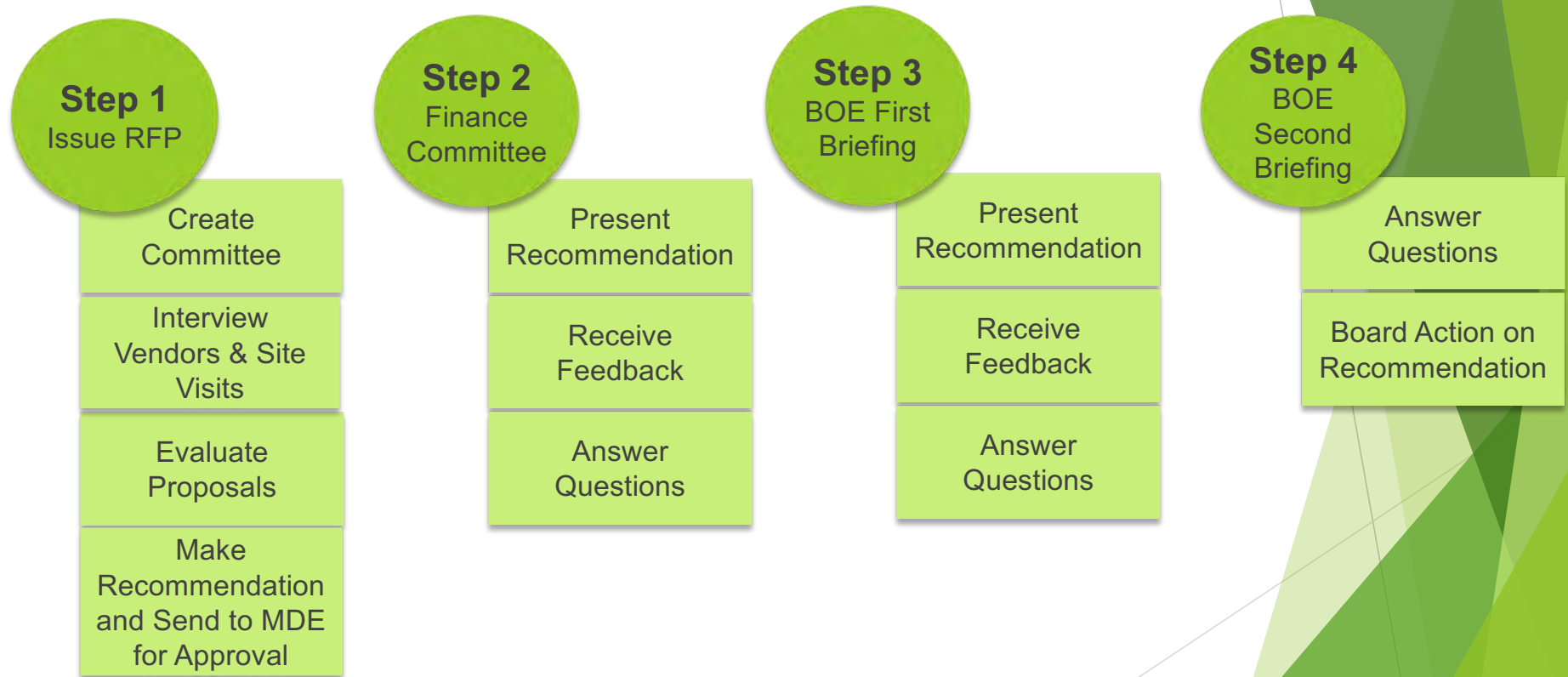
# FOOD AND NUTRITION SERVICES RECOMMENDATION

June 12, 2019



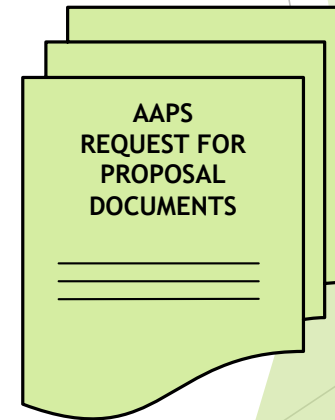
Presented By Marios Demetriou

# The Process



# Current Process

- ▶ Current contract expires June 30, 2019
- ▶ AAPS issued a Request For Proposal (RFP) on January 31, 2019, due March 5, 2019
- ▶ RFP was advertised in Ann Arbor News and posted on BidnetDirect.com/MITN (Michigan Intergovernmental Trade Network). Emails were also sent directly to a list of prospective bidders as required by the Michigan Department of Education
- ▶ The required forms required by RFP:
  - ▶ Bid Bond (5% of first year value of contract)
  - ▶ Pricing Form
  - ▶ Notarized Familial Disclosure
  - ▶ Exception to Proposal Specifications Form
  - ▶ Contractor Information Form
  - ▶ Iran Sanctions Act Form
  - ▶ Certification Form
  - ▶ Completed W-9 Form
  - ▶ Certificate of Insurance (General Liability \$1M per occurrence, \$2M Aggregate, Workers Comp. including Employers Liability Coverage \$500K, Automobile and Property \$1M each occurrence)



# Current Process

- ▶ RFP process for Food Service is under the direction of the Michigan Department of Education
- ▶ Prospective bidders were given the current staffing patterns, nutrition standards, sample menus, and financial information about the program
- ▶ AAPS received 4 proposals (89 companies received notice and 27 viewed RFP)



# Evaluation Process

- ▶ Evaluation Team consisted of School Administrators and Central Office Staff
  - ▶ Jenna Bacolor – Executive Director, Community Division
  - ▶ Eve Claar – Assistant Principal, Pioneer High School
  - ▶ Kristin Crowe – Assistant Principal, Forsythe Middle School
  - ▶ Marios Demetriou – Assistant Superintendent, Finance & Operations
  - ▶ Taneaia Giles – Assistant Principal, Lawton Elementary School
  - ▶ Linda Newton – Assistant Director, Purchasing & Finance
  - ▶ Jazz Parks – Executive Director, Middle Level Education
- ▶ 4 proposals were evaluated and 4 vendors were interviewed
- ▶ 2 vendor site visits at Pontiac Schools and West Bloomfield Schools
- ▶ Evaluation Team is recommending Chartwells

# Evaluation Criteria

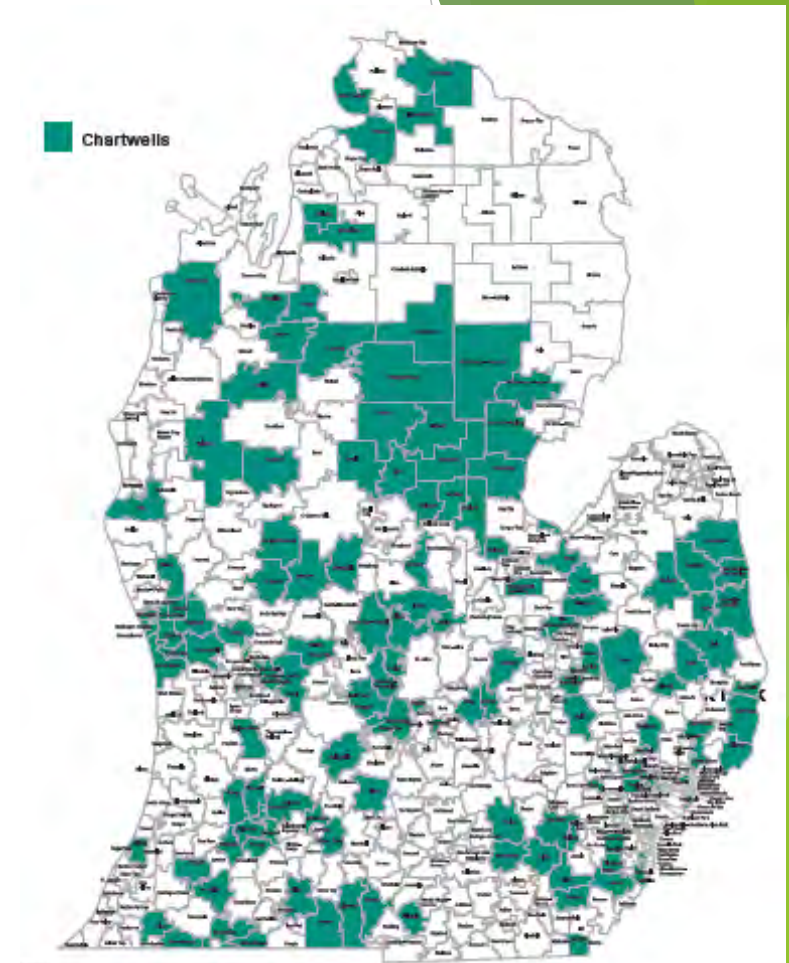
With approval from the Michigan Department of Education (MDE), Ann Arbor Public Schools may award a proposal to the most responsive and responsible Contractor that best meets the following criteria:

Evaluation Criteria Food and Nutrition Services	Total Points
<b>Cost</b>	<b>51</b>
<b>A. Food Service Management</b>	<b>12</b>
Experience managing K-12 food service program (3pts)	
Experience staffing K-12 food service program (3 pts)	
Financial Management (3 pts)	
Support and back up from upper management (3 pts)	
<b>B. Employee Training and Development</b>	<b>10</b>
Training program for foodservice employees (4 pts)	
Food safety and sanitation training/HACCP (3 pts)	
Portion control and quantity food production (3 pts)	
<b>C. Nutrition Education</b>	<b>9</b>
Healthy choice menus/Alternative healthy menu choices (3 pts)	
Collaborative nutrition education program efforts done with other school districts (3 pts)	
Nutrition education/awareness promotions for students (3 pts)	
<b>D. Marketing and Merchandising Plan</b>	<b>7</b>
Plan to increase student participation (3 pts)	
Recycling program (2 pts)	
Use of promotions/ promotional events (2 pts)	
<b>E. School Food Authority Requirements</b>	<b>5</b>
Cost-saving efforts for equipment, maintenance, facilities (3 pts)	
Experience working with POS systems (2 pts)	
<b>F. References/Past Performance/Plan of Operation</b>	<b>6</b>
References (2 pts)	
Past performance (2 pts)	
Plan of operation (2 pt)	
<b>GRAND TOTAL</b>	<b>100</b>



# About Chartwells

- Over 154 Michigan K-12 School Districts served daily
- 197 contracts held for 10+ years
- 115 new contracts in the past 5 years



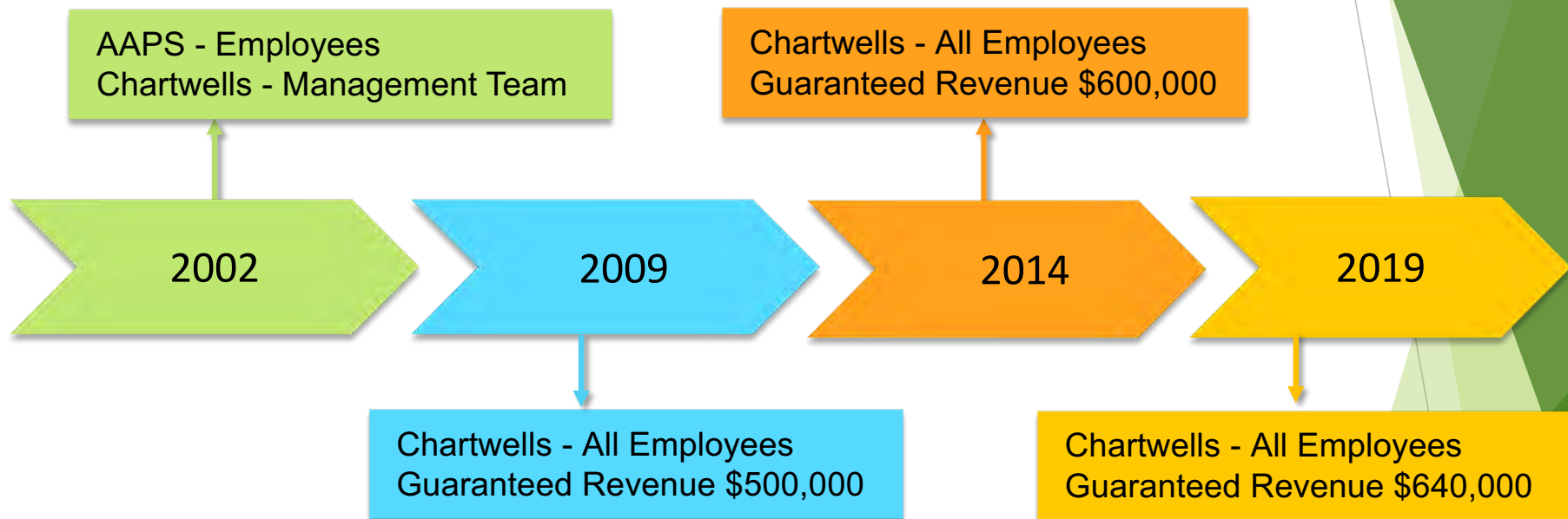
# History

- ▶ Partners with Chartwells since 2002
  - ▶ Contract Award - 2009
  - ▶ Contract Award - 2014
  - ▶ Recommended Award - 2019





# AAPS / Chartwells History



## Annual Contract Costs/Guaranteed Return

Year	Total Contract	Guaranteed Return
2014-2015	\$ 3,293,088.68	\$500,000
2015-2016	\$ 3,360,597.00	\$600,000
2016-2017	\$ 3,443,939.80	\$621,000
2017-2018	\$ 3,529,693.90	\$621,000
2018-2019	\$ 3,603,817.48	\$621,000
2019-2020	\$ 3,754,734.15	\$640,000

## Breakfast and Lunch - Historical Price Increases

	Elementary Breakfast		Elementary Lunch		Secondary Breakfast		Secondary Lunch	
	Reduced	Full Price	Reduced	Full Price	Reduced	Full Price	Reduced	Full Price
02-03	\$0.30	\$0.75	\$0.40	\$2.00	\$0.30	\$1.00	\$0.40	\$2.50
07-08		\$1.00		\$2.25		\$1.25		\$3.00
12-13		\$1.00		\$2.50		\$1.25		\$3.00/\$3.50
15-16		\$1.25		\$2.50		\$1.50		\$3.00/\$3.50
16-17		\$1.25		\$2.50		\$1.50		\$3.00/\$3.50
17-18		\$1.25		\$2.50		\$1.50		\$3.50*
18-19	↓	\$1.25	↓	\$2.50	↓	\$1.50	↓	\$3.50

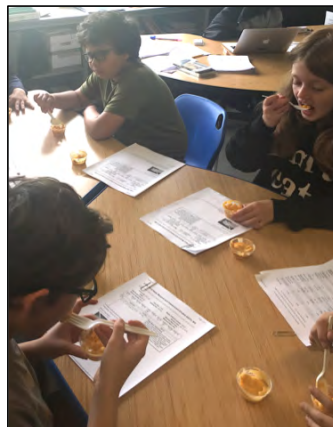
\*MS/HS tiered pricing eliminated 17-18

# Chartwells Service Offerings

- ▶ Nutrition
- ▶ Community Involvement and Partnerships
- ▶ Environmental Stewardship
- ▶ Focus on Local Food Sources
  - ▶ Cherry Capital & Coastal Produce Distributors provide seasonal local produce
  - ▶ Prairie Farms provides antibiotic and hormone-free milk
  - ▶ Aunt Millie's Bakery provides whole-grain breads, rolls, and buns
- ▶ Vending
- ▶ Catering
- ▶ Adult Food Program
- ▶ Red Alert system to manage product recalls

# Chartwells Food & Nutrition Enhancements

- ▶ “Resident” Chartwells Dietitian ~ Spring 2019
- ▶ Discovery Kitchens - Food Sampling
- ▶ Farmers' Markets
- ▶ Student Taste Testing
- ▶ Fruit and Vegetable Bar Improvements



AAPS Food and Nutrition Services Recommendation - June 12, 2019

# Hourly Pay Rates

	Kitchen Lead - Elementary	Kitchen Lead - Secondary	Food Service Worker	Driver	Prod. Mgr.	Subs.
2012-2013	\$9.09 - 13.34	\$10.00 - \$15.00	\$9.09 - 13.49	\$17.35 - 17.78	\$15.04	\$9.00
2013-2014	\$9.18 - 13.79	\$10.30 - 15.00	\$9.18 - 13.79	\$12.24 - 18.50	\$15.19	\$9.00
2014-2015	\$9.36 - 15.47	\$10.51 - 14.12	\$9.18 - 14.04	\$12.48 - 18.87	\$15.30	\$9.00
2015-2016	\$10.00 - 15.17	\$11.12 - 13.91	\$9.18 - 15.00	\$15.00 - 18.50	\$15.54	\$9.00
2016-2017	\$10.00 - \$14.08	\$11.00 - 14.05	\$9.28 - 13.97	\$14.00 - 18.50	\$15.88	\$9.00
2017-2018	\$10.50 - 14.14	\$11.00 - 14.27	\$10.00 - 13.62	\$15.00 - 18.69	\$16.36	\$10.00
2018-2019	\$11.00 - 15.64	\$12.00 - 15.93	\$11.00 - 15.96	\$14.57 - 20.82	\$17.85	\$11.00
2019-2020	\$11.22 - 15.79	\$12.24 - 16.25	\$11.25 - 16.27	\$14.86 - 21.23	\$18.21	\$11.00



# Training and Benefits Provided to Chartwells Employees

- ▶ Culinary Masterworks Training
- ▶ Food Safety Training
- ▶ Employee Safety Training
- ▶ Speak Up Hotline
- ▶ Employee Recognition Programs
- ▶ Medical, Dental, Vision Coverage
- ▶ Life and Accidental Death & Dismemberment Coverage
- ▶ Short Term and Long Term Disability Coverage
- ▶ Flexible Spending Accounts
- ▶ Commuter Spending Account
- ▶ Wellness Programs
  - ▶ 100% Coverage for Preventative Care
  - ▶ Lifestyle Health Coaching
  - ▶ Mercer Financial Wellness
  - ▶ Employee Assistance Program
  - ▶ Livongo for Diabetes Program
  - ▶ Wellness Rewards

## Coming Soon - 2019-20

- ▶ Resident Registered Dietitian
- ▶ Two servers for schools with over 450 students
- ▶ Food Truck - Cruisin' Kitchen
- ▶ Student Choice - Monthly interactive Pop-Up Kiosks





# FOOD AND NUTRITION SERVICES RECOMMENDATION

A One-Year Contract with Four Optional One-Year Renewals  
for Food and Nutrition Services to Compass Group  
(Chartwells K12) of Chicago, Illinois in the Year One amount  
of \$3,754,734.15 to be paid from the Food Service Fund