



## EXECUTIVE SUMMARY

May 5, 2022

### Food Service Management Company RFP

We have received two bids for our food service RFP. Both, Fresh Picks Café and Whitsons Culinary Group submitted comprehensive proposals that offer great services and benefits to our District. The references for both companies are extremely positive, and they both seem to be the leading companies in the area.

Fresh Picks Café (FPC) is a smaller company with 28 years of experience in the food service industry that offers a more customized approach for their food selection. They seem to be responsive to individual and to-order food needs. They understand the importance of providing nutritious meals for students while providing good training opportunities for their employees. Overall, it is a good company with good service, but the smaller operation profile could be a challenge in a larger district like TRSD.

Whitsons Culinary Group (WCG) is a larger company with 43 years of experience in the food service industry that offers a service that focuses on healthy choices and exceed at creating menus that offer students alternatives that most children seek. Many of the entrees are prepared and cooked on site daily. They take students' feedback into consideration and serve not only nutritious, but tasty meals every day. Their employee professional development program is well structured, and they have remarkable employee retention.

The financial proposal was challenging to compare because although the RFP offered rates to be utilized, both proposals had different rates. An internal comparison utilizing the same rates was done in order to attain a fair and objective evaluation. FPC estimate had lower meal counts resulting in lower revenues, while presenting higher expenses that resulted in an estimated loss of (\$79K). WCG proposal offers a \$10K profit.

After careful review of the proposals, it is our recommendation to continue our partnership with Whitsons Culinary Group. Their continued support and dedication to serve our students and staff has been remarkable and at this time we believe that WCG is a better fit for the Timberlane Regional School District. WCG has served the TRSD for over ten years and overall food service operations continue to perform well for the District. They have been very responsive to the many changes and updates to food service programming from the USDA in this pandemic environment and continue to exceed the needs of our students.

Respectfully Submitted By:

Maria Watkins, CFO/Business Administrator