

Evaluation Committee Report

Hawthorne School District Evaluation Committee Report for the Food Service RFP 2026-2027

1. List of Proposers:

- Aramark
- Ordo
- Pomptonian
- SFE
- Sodexo

2. List of Evaluation Committee Members:

- Richard Burd
- Matthew Mignanelli
- Erica Mulkey Koltzan
- Kevin Pfister
- Sandy Vicale
- Irene Yetter

3. Proposal Comparison Summary: The following is financial review of the FSMC's proposal:

Hawthorne Financial Comparison of FSMC's Proposals					
Name of FSMC	Aramark	Ordo	Pomptonian	SFE	Sodexo
REVENUE TOTAL					
Total Operational Revenue	\$1,135,879.62	\$1,321,923.23	\$1,073,579.12	\$1,198,887.95	\$1,247,632.76
NET FOOD COST					
Food Cost	\$345,470.38	\$516,333.01	\$352,332.68	\$333,772.65	\$384,524.85
Percent of Revenue	30%	39%	33%	28%	31%
Cents per Meal	\$1.47	\$1.84	\$1.56	\$1.36	\$1.48
NET SUPPLY COST					
Supply Cost (Paper and Cleaning)	\$15,991.78	\$46,500.00	\$24,033.96	\$42,950.73	\$39,462.00
Percent of Revenue	1%	4%	2%	4%	3%
Cents per Meal	\$0.07	\$0.17	\$0.11	\$0.18	\$0.15
NET OTHER COST					
Other Cost	\$38,547.53	\$55,224.00	\$21,363.73	\$68,292.61	\$51,101.22
Percent of Revenue	3%	4%	2%	6%	4%
Cents per Meal	\$0.16	\$0.20	\$0.09	\$0.28	\$0.20
LABOR					
Sub Total Hourly Payroll	\$355,829.32	\$367,976.75	\$329,205.00	\$342,888.75	\$381,139.31
Sub Total Hourly Taxes & Benefits	\$57,489.76	\$80,954.89	\$90,610.79	\$95,065.45	\$123,319.99
Total Hourly Wages, Taxes & Benefits	\$413,319.08	\$448,931.64	\$419,815.79	\$437,954.20	\$504,459.30
Total Yearly Hourly Work Days	177	175	170	172	182
Total Daily Hourly Food Service Workers Hours	108.50	117.50	108.50	108.50	112.75
RFP Minimum Staffing Hours	108.50	108.50	108.50	108.50	108.50
Total Hourly Positions	20	21	20	20	20
RFP Minimum Staffing Positions	20	20	20	20	20
Food Service Director Salary	\$95,000.00	\$50,000.00	\$52,650.00	\$88,000.00	\$79,310.00
Shared Operation Manager (Pomptonian)	-	-	\$9,538.00	-	-
Chef Salary	-	-	-	-	-
Administrative Assist.	-	-	-	-	-
Sub Total Management Taxes & Benefits	\$21,277.00	\$15,000.00	\$25,299.96	\$17,934.45	\$20,174.01
Total Management Salary, Taxes & Benefits	\$116,277.00	\$65,000.00	\$87,487.96	\$105,934.45	\$99,484.01
Total Hourly & Management Wages, Taxes & Benefits	\$529,596.08	\$513,931.64	\$507,303.75	\$543,888.65	\$603,943.31
Percent of Revenue	47%	39%	47%	45%	48%
Cents per Meal	\$2.25	\$1.83	\$2.25	\$2.22	\$2.32

Evaluation Committee Report

Hawthorne Financial Comparison of FSMC's Proposals					
Name of FSMC	Aramark	Ordo	Pomptonian	SFE	Sodexo
FSMC Management Positions & Count:					
Food Service Director	1	1	1	1	1
Chef	-	-	-	-	-
Asst. Director	-	-	-	-	-
Administrative Assist.	-	-	-	-	-
Total Management and Admin. Position Count	1	1	1	1	1
PROJECTED MEAL COUNTS and MANAGEMENT FEE EXPENSE					
Projected Breakfast Meals	12,750	39,600	15,640	13,761	18,903
Projected Lunch Meals	189,380	198,000	177,177	197,562	207,837
Projected ASSP Meals	-	-	-	-	-
Projected Meal Equivalent Meals	32,871	43,435	32,853	33,619	33,564
Projected TOTAL Meals	235,001	281,035	225,670	244,942	260,304
Projected TOTAL Management Fee Expense	\$60,427.85	\$184,282.32	\$63,111.55	\$29,788.61	\$69,402.99
TOTAL Operation Expenses	\$990,033.62	\$1,316,270.97	\$968,145.67	\$1,018,693.25	\$1,148,434.37
Order Lowest to Highest	2	5	1	3	4
MANAGEMENT FEE and SFA SURPLUS/DEFICIT (form 23, page 1)					
Projected Bottom Line	\$145,846.00	\$5,652.26	\$105,433.45	\$180,194.70	\$99,198.39
Cents per Meal Management Rate	\$0.2500	\$0.6464	\$0.2700	\$0.1198	\$0.2600
Order Lowest to Highest	2	5	4	1	3
Guarantee Return	\$145,846.00	(\$25,000.00)	\$52,000.00	\$171,028.03	\$40,000.00
Order Highest to Lowest	2	5	3	1	4
PROPOSAL QUESTIONS					
Is the entire surplus guaranteed?	Yes	No	No	Yes	No
Minimum Staffing Requirements Met?	Yes	Yes	Yes	Yes	Yes

4. **Evaluation Criteria:** The following were the criteria used by the committee in evaluating the proposals:

The Criteria Used In Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>	Weighting Factor	Points
1. Total Cost: points awarded to the cost of the contract (the amount indicated on page/tab 5 of Form 23CR, Total Program, Total Expenses) will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	21%	1 to 5
2. The Guaranteed Return will be based upon the highest guaranteed return, receiving the most points (5) with decreasing points for each FSMC lower guarantee return. If no guarantee is offered, then the points awarded will be zero.	20%	1 to 5
3. FSMCs capability, record of performance and financial condition: Corporate capability and experience will be measured by performance record, years in the industry, relevant experience, ability to successfully operate a non NSLP and a NSLP food service program, number of districts served, client retention, references, and the financial condition of the FSMC.	15%	1 to 5
4. Proposed on-site management: Considers the number of the management team proposed, references; proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of the site manager.	19%	1 to 5
5. The Food Service program proposed by the FSMC: Considers how the FSMC will provide good variety, great taste, freshness, authenticity, healthy choices, ambiance, and excellent service that will be the norm, not the exception. Did the FSMC provide appropriate food concepts that will attract and retain the students in a comforting and comfortable atmosphere? How will the FSMC operate any satellite program? Did the FSMC show how they used their creativity, skills, resources and staff to propose and provide a program that meets the District goals? Did and will the FSMC propose a program which increases the frequencies of vegetables and fruit and less reliance on starches? How will the FSMC pricing strategy increase sales?	18%	1 to 5

Evaluation Committee Report

The Criteria Used In Evaluating Proposals <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>		Weighting Factor	Points
6. FSMC's Start Up/Transition Plan: Is the FSMC start up plan customized to the start of this program? Is the plan detailed plan from pre-planning (10 days prior to the start of the contract) through the start of the contract through the first three months to September 30, 2026? Did it detail the additional management/resources provided as well as the startup task any requirements for the District, implementation date, estimated completion date, and who is responsible (name and title)? Did the plan have enough different (not repetitive) tasks listed covering the startup activities in implementation, management, HR, food services and training? Was it submitted in Excel format or a Gantt chart?		7%	1 to 5

5. Scoring: The following are the scoring totals of the Evaluation Committee:

TOTALS											
CRITERIA	Weight %	Points Awarded (1 to 5)					Weighted Points				
		Aramark	Ordo	Pomptonian	SFE	Sodexo	Aramark	Ordo	Pomptonian	SFE	Sodexo
Criteria 1-Total Cost	21%	24.00	6.00	30.00	18.00	12.00	5.040	1.260	6.300	3.780	2.520
Criteria 2-Guaranteed Return	20%	24.00	6.00	18.00	30.00	12.00	4.800	1.200	3.600	6.000	2.400
Criteria 3-FSMCs Capability, Rec. of Performance and Financial Cond.	15%	23.00	5.00	26.00	10.00	7.00	3.450	0.750	3.900	1.500	1.050
Criteria 4-Proposed Onsite Management	19%	27.00	5.00	22.00	14.00	9.00	5.130	0.950	4.180	2.660	1.710
Criteria 5-Food Service Program Proposed by FSMC	18%	23.00	5.00	27.00	13.00	7.00	4.140	0.900	4.860	2.340	1.260
Criteria 6-FSMCs Startup/Transition Plan	7%	23.00	8.00	26.00	11.00	5.00	1.610	0.560	1.820	0.770	0.350
TOTALS	100%	144.00	35.00	149.00	96.00	52.00	24.17	5.62	24.66	17.05	9.29

6. Summary of Scoring: The following evaluation scores resulted after being scored by the Evaluation Committee:

- Pomptonian 24.66 weighted points** – Pomptonian scored the highest in four of the six evaluation criteria. In criteria one, Pomptonian scored the highest. Pomptonian finished third for criteria two, scored the highest for criteria three and scored the second highest for criteria four. Pomptonian scored the highest for criteria five and six.
- Aramark 24.17 weighted points** - In criteria one, two and three, Aramark scored the second highest. Aramark scored the highest for criteria four and scored the second highest for criteria five and six.
- SFE 17.05 weighted points** – SFE scored the third highest for criteria one and scored the highest for criteria two. For criteria three, four, five and six, SFE finished third.
- Sodexo 9.29 weighted points** – For criteria one through five, Sodexo finished fourth. Sodexo had the lowest score in criteria six.
- Ordo 5.62 weighted points** – For criteria one through five, Ordo had the lowest score. Ordo finished fourth in criteria six.

7. Recommendation of the Hawthorne School District Food Services RFP Evaluation Committee:

Upon review of the proposals submitted, and based upon the RFP evaluation criteria, the committee concludes that the Pomptonian proposal is the most advantageous for the Hawthorne Board of Education.