

# Evaluation Committee Report

## Teaneck School District School District Evaluation Committee Report for the Food Services RFP 2022-2023

### 1. List of Proposers:

- Maschio's

### 2. List of Evaluation Committee Members:

- Aneesa Baig
- Eric Koenig
- Steven Lewis
- Margot Mack
- Terrence Williams
- Dora Zeno

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

Financial Comparison of FSMC's Proposals	
Name of FSMC	Maschio's
<b>REVENUE TOTAL</b>	
Total Operational Revenue	<b>\$1,802,026.09</b>
<b>NET FOOD COST</b>	
	\$586,955.93
Percent of Revenue	33%
Cents per Meal	\$1.16
<b>NET PAPER AND CLEANING COST</b>	
	\$45,025.65
Percent of Revenue	2%
Cents per Meal	\$0.09
<b>NET OTHER COST</b>	
	\$36,838.93
Percent of Revenue	2%
Cents per Meal	\$0.07
<b>LABOR</b>	
Sub Total Hourly Payroll	\$668,940.02
Sub Total Hourly Taxes & Benefits	\$169,422.44
Total Hourly Wages, Taxes & Benefits	<b>\$838,362.46</b>
Total Yearly Hourly Work Days	178
Total Daily Hourly Food Service Workers Hours	219.75
Total Hourly Positions	41
Food Service Director Salary	\$70,380.00
Assistant Director Salary	-
Chef Salary	-
Sub Total Management Taxes & Benefits	\$17,825.14
Total Management Salary, Taxes & Benefits	<b>\$88,205.14</b>
Total Hourly & Management Wages, Taxes & Benefits	<b>\$926,567.60</b>
Percent of Revenue	51%
Cents per Meal	\$1.84

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Financial Comparison of FSMC's Proposals		
Name of FSMC		Maschio's
<b>FSMC Management Positions &amp; Count:</b>		
Food Service Director		1
Chef		-
Asst. Director		-
Total Management Position Count		<b>1</b>
<b>PROJECTED MEAL COUNTS and MANAGEMENT FEE EXPENSE</b>		
Projected Breakfast Meals		92,916
Projected Lunch Meals		353,490
Projected Meal Equivalent Meals		58,151
Projected TOTAL Meals		504,557
Projected TOTAL Management Fee Expense		<b>\$70,637.97</b>
<b>TOTAL Operation Expenses</b>		<b>\$1,666,026.08</b>
Order Lowest to Highest		<b>1</b>
<b>MANAGEMENT FEE and SFA SURPLUS/DEFICIT (form 23, page 1)</b>		
Projected Bottom Line		\$136,000.01
Cents per Meal Management Rate		\$0.1400
Order Lowest to Highest		<b>1</b>
Guarantee Return		<b>\$131,000.00</b>
Order Highest to Lowest		<b>1</b>
<b>PROPOSAL QUESTIONS</b>		
Is the surplus guaranteed?		Yes
Guarantee limited or unlimited?		Unlimited
Meals prices increased?		No
Total investment by FSMC		No
Is investment charged to program?		NA
Is investment included in guarantee?		NA
Did FSMC include minimum wage increase of \$14 per hour?(1/1/2023)		Yes
Has the FSMC submitted any exceptions to anything contained in this RFP?		No

- 4. Evaluation Criteria** - The following was 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
<b>1. Total Cost:</b> points awarded to the cost of the contract (the amount indicated on page/tab 5 of Form 23CR, <b>Total Program, Total Expenses</b> ) will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.		22%	1 to 5
<b>2. The Guaranteed Return</b> will be based upon the highest guaranteed return receiving the most points (5) with decreasing points for each FSMC's lower guarantee return. If no guarantee is offered then the points awarded will be zero.		15%	1 to 5
<b>3. FSMCs capability, record of performance and financial condition:</b> 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.		10%	1 to 5

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<b>The Criteria Used In Evaluating Proposals</b> <i>The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest</i>		Weighting Factor	Points
<b>4. Proposed onsite management:</b> 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 onsite manager.		21%	1 to 5
<b>5. The Food Service program proposed by the FSMC:</b> 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 an inviting and comfortable atmosphere? How will the FSMC operate the satellite program to the elementary school? Did the FSMC show how they used their creativity, skills, resources and staff to propose and provide a program that meets the District's stated goal? 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?		19%	1 to 5
<b>6. FSMC's Start Up/Transition Plan:</b> Is the FSMC's start up plan customized to the start of this program? Is the plan a detailed plan from pre- planning (10 days prior to the start of the contract) through the start of the contract through the first two months to September 30, 2022? Did it detail the additional management/resources they will be providing 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?		13%	1 to 5

## 5. Scoring – The following is the scoring totals of the Evaluation Committee:

TOTALS			
CRITERIA	Weight %	Points	Weighted
		Maschio's	Maschio's
Criteria 1-Total Cost	22%	28.00	6.160
Criteria 2-Guaranteed Return	15%	27.00	4.050
Criteria 3-FSMCs Capability, Rec. of Performance and Financial	10%	26.00	2.600
Criteria 4-Proposed Onsite Management	21%	25.00	5.250
Criteria 5-Food Service Program Proposed by FSMC	19%	18.00	3.420
Criteria 6-FSMCs Startup/Transition Plan	13%	24.00	3.120
<b>TOTALS</b>	<b>100%</b>	<b>148.00</b>	<b>24.600</b>

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

A. Maschio's 24.600 weighted points.

## 7. Recommendation of the Teaneck 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 Maschio's proposal is the most advantageous for the Teaneck Board of Education.