integrated FOOD SERVICE

Part II – Cost Proposal

RFP Title: USDA Foods Processing

RFP: 3237

Vendor Name: Integrated Food Service

Address: 310 W. Alondra Blvd.
Gardena, CA 90248-2423

Opening Date: April 22, 2016

Opening Time: 2:00 PM

RFP 3237 Cost Proposal

Vendor Name: Integrated Food Service

Food Group	Food Item	Servings per case	USDA Foods Draw Down Item number	Pounds of USDA Foods Draw Down per Case	Net Price Per Case (Not including value of USDA Foods)	Net Price Per Serving (Not including value of USDA Foods)
1 - Beef	1 - Beef Patty	150	100154	30.11	113.03	0.753
1 - Beef	1 - Beef Patty	140	100154	26.34	99.13	0.708
1 - Beef	2 - Cheesebuger Slid	75	100154	10.28	75.36	1.00
8 - Grilled Cheese San	1 - Grilled Cheese Sa	72	100036	6.75	42.43	0.589
10 - Chalupa	1 - Beef & Cheese Ch	72	110244	6.76	49.95	0.694

integrated FOOD SERVICE

SUBJECT: Amendment 1 to Request for Proposal 3237
RFP TITLE: USDA Foods Processing

Answer to question #3 & # 4 - ***Revised nutritional specifications are posted below and reflect more liberal nutrition specifications which is intended to increase the number of proposals that can be submitted. Items that do not meet specifications may not be evaluated. If items are submitted that do not meet nutritional specifications are submitted, please specify what nutrition specifications are not met. Do not submit more than two products per food item. If more than two products per food item are submitted they may not be evaluated.***

Food Group 1-Beef

Food item #1: Fully Cooked Beef Pattie – 100% Beef, Bulk Pack

One (1) of the two (2) items submitting is not with in specification on calorie range
Bid Nutritional Specification: Calorie range 150-300
Item submitted on bid C32225B: Calories is 147.28

Food Group 10-Chalupa

Food item #1: Beef & Cheese Chalupa, Individually Wrapped

Bid Nutritional Specification: USDA Foods Item Used: 110254-Cheese Ched Yel Block – 40lb

The item is currently being purchased by the State of Nevada.

The actual cheese being diverted and used in this product is USDA 110244 – Mozzarella Cheese. As the Cheese listed in the product specification is USDA 110254 Yellow Cheddar Cheese, we can accept this Cheese if required however we do prefer the USDA 110244 Mozzarella Cheese.

310 W. Alondra Blvd. Gardena, CA 90248 (310) 523-3664 FAX (310) 523-1619

integrated
FOOD SERVICE

State of Nevada RFP #3237

<u>Optional Open Group item proposal</u>

Please see the additional proposal written below in Group 1, items # 1 & 2, Group 8. Item #1 and Group 10 item #1.

310 W. Alondra Blvd., Gardena, CA 90248 • Tel: (310) 523-3664 • Fax: (310) 523-1619

Group 1—Beef

Food item #1: Fully Cooked Beef Pattie-100% Beef, Bulk Pack
Nutrition Specifications:

- Calorie range 150-300
- Saturated fat cannot exceed 4.5 gm
- Sodium cannot exceed 260 mg
- Portion size must not be less than (by weight) 2.00 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least NA
- USDA Foods Item Used: 100154-Beef Coarse Ground Frz Ctn- 60 lb.
- Historical Usage: 414,510 lbs.

Other product specifications: Must be 100% beef with no added soy or other fillers. Chopped and formed product. Homestyle shape with prominent grill marks. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Bulk pack.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 1, Food item #1 – "Fully Cooked Beef Pattie – 100% Beef, Bulk Packed" (Open Option) - Currently Integrated Food Service (IFS) is in the process of developing additional flavors of our Fully Cooked Beef Patties. As this RFP has a two (2) year term with an option to renew for an additional two (2) years, in order to assist the State of Nevada and it's Recipient Agents (RA) to remain relevant and avoid menu fatigue, if allowable, we would like to offer the State of Nevada the option to purchase any of our new flavor burgers under this RFP. The new flavors will comply with above nutrition specifications and offered at same price as our burgers Code C32225B and C32240B submitted with this RFP.

Food item #2: Fully Cooked Cheeseburger Sliders, Individually Wrapped
Nutrition Specifications:

- Calorie range 270-350
- Saturated fat cannot exceed 3 gm
- Sodium cannot exceed 475 mg
- Portion size must not be less than (by weight) 4.25 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 2
- Must meet whole grain rich criteria
- USDA Foods Item Used: 100154-Beef Coarse Ground Frz Ctn- 60 lb.
- Historical Usage: 138,615 lbs.

Other product specifications: Must be individually wrapped in ovenable film. Soy may be added. American cheese only. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Finished products shall be individually frozen and then packaged.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 1, Food item #2 – "Fully Cooked Cheeseburger Sliders, Individually Wrapped" (Open Option) – Currently Integrated Food Service (IFS) is in the process of developing additional flavors of our Cheeseburger Sliders. As this RFP has a two (2) year term with an option to renew for an additional two (2) years, in order to assist the State of Nevada and it's Recipient Agents (RA) to remain relevant and avoid menu fatigue, if allowable, we would like to offer the State of Nevada the

option to purchase any of our new flavored Cheeseburger Mini Sliders under this RFP. The new flavors will comply with above nutrition specifications and offered at same price as our Code C47220 Cheeseburger Mini Slider submitted with this RFP.

Group 2—Cheese Pizza

Food item #1: Whole Grain Cheese Pizza, Rectangle, Bulk Pack
Nutrition Specifications:

- Calorie range 300-400
- Saturated fat cannot exceed 6.25 gm
- Sodium cannot exceed 575 mg
- Portion size must not be less than (by weight) 4.0 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 2
- USDA Foods Item Used: 110244-Cheese Mozz LM PT Skim Unfrz Proc Pk
- Historical Usage: 62,500 lbs.

Other product specifications: Must be bulk packed. Must use regular mozzarella, whole grain rich crust. Must be rectangle shaped. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Can only contain less than 2% non-creditable grains.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Food item #2: Whole Grain Cheese Pizza, Rectangle, Individually Wrapped
Nutrition Specifications:

- Calorie range 300-400
- Saturated fat cannot exceed 6 gm
- Sodium cannot exceed 510 mg
- Portion size must not be less than (by weight) 4.0 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 2
- USDA Foods Item Used: 110244-Cheese Mozz LM PT Skim Unfrz Proc Pk
- Historical Usage: 62,500 lbs.

Other product specifications: Must be individually wrapped in ovenable film. Must use regular mozzarella, whole grain rich crust. Must be rectangle shaped. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Can only contain less than 2% non-creditable grains.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 3—Pepperoni Pizza

Food item #1:Whole Grain Pepperoni Pizza, Rectangle, Bulk packed
Nutrition Specifications:

- Calorie range 300-400
- Saturated fat cannot exceed 6.25 gm
- Sodium cannot exceed 650 mg
- Portion size must not be less than (by weight) 4.0 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 2

Other product specifications: Bulk pack. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. Whole muscle product, cannot be pressed and formed product. Evenly shaped tenderloins with minimal variation. Crunchy textured exterior, seasoned flavor profile. Can only contain less than 2% non-creditable grains. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Packaged in five pound bags, no more than (6) five pound bags per case. No Pork products added.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Food item #4: Chicken Sausage Pattie
Nutrition Specifications:

- Calorie range 100-150 per Pattie
- Saturated fat cannot exceed 2 gm
- Sodium cannot exceed 300 mg
- Portion size must not be less than (by weight) 1.25 oz
- Meat Equivalent, must provide at least 1
- USDA Foods Item Used: 100103-Chicken Large Chilled- Bulk
- Historical Usage: 84,142 lbs.

Other product specifications: Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. Must use all dark meat, pressed and formed product. Breakfast sausage seasoned flavor profile. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Packaged in five pound bags, no more than (6) five pound bags per case. No soy protein or pork products added.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Food item #5: Chicken Drumstick
Nutrition Specifications:

- Calorie range 100-160 per Drumstick
- Saturated fat cannot exceed 2.5 gm
- Sodium cannot exceed 190 mg
- Portion size must not be less than (by weight) 5.05 oz
- Meat Equivalent, must provide at least 2
- USDA Foods Item Used: 100103-Chicken Large Chilled- Bulk
- Historical Usage: Unknown- no historical usage data to provide

Other product specifications: Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. Must use all dark meat. Drumstick seasoned flavor profile. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. Packaged in five pound bags, no more than (6) five pound bags per case. No soy protein or pork products added.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 8—Grilled Cheese Sandwich

Food item #1: Whole Grain Grilled Cheese Sandwich
Nutrition Specifications:

- Calorie range 225-350
- Saturated fat cannot exceed 4 gm
- Sodium cannot exceed 500 mg
- Portion size must not be less than (by weight) 3.5 oz.

- Meat Equivalent, must provide at least 1.5
- Grain Equivalent, must provide at least 2
- USDA Foods Item Used: 100036-Cheese Blend American Skm Yel Slc LVS-6/5 lb.
- Historical Usage: 79,353 lbs.

Other product specifications: Must be individually wrapped in ovenable film. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. Must use reduced sodium American cheese, yellow in color. Cannot exceed 2% non-creditable grains. The cooked Product shall be chilled and individually frozen, then packed in shipping containers.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 8, Food item #1 – Whole Grain Grilled Cheese Sandwich (Open Option) – Currently Integrated Food Service (IFS) is in the process of developing additional flavors of our Whole Grain Grilled Cheese Sandwich. As this RFP has a two (2) year term with an option to renew for an additional two (2) years, in order to assist the State of Nevada and it's Recipient Agents (RA) to remain relevant and avoid menu fatigue, if allowable, we would like to offer the State of Nevada the option to purchase any of our new flavor Whole Grain Grilled Cheese Sandwiches under this RFP. The new flavors will comply with above nutrition specifications and offered at same price as our Whole Grain Grilled Cheese Sandwich Code C10900 submitted with this RFP.

Group 9—Fish

****Fish has not been processed in the State of Nevada previously, there for we have no historical usage data to provide.**

Food item #1: Whole Grain Pollock Sticks
Nutrition Specifications:

- Calorie range 175-210
- Saturated fat cannot exceed 1 gm
- Sodium cannot exceed 250 mg
- Portion size must not be less than (by weight) 3.9 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 1.5
- USDA Foods Item Used: 100892-Alaska Pollock Frz 49# block
- Historical Usage: Unknown

Other product specifications: Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. No soy protein or other animal proteins other than Pollock can be added. Single Frozen, Additive Free, Alaska Pollock Coated with whole grain rich breading. Stick shaped with minimal variation in size amongst sticks. Cannot contain more than 2% non-creditable grains.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Food item #2: Whole Grain Pollock, Rectangle
Nutrition Specifications:

- Calorie range 150-160
- Saturated fat cannot exceed 1 gm
- Sodium cannot exceed 250 mg
- Portion size must not be less than (by weight) 3.5 oz.
- Meat Equivalent, must provide at least 2

- Grain Equivalent, must provide at least 1
- USDA Foods Item Used: 100892-Alaska Pollock Frz 49# block
- Historical Usage: Unknown

Other product specifications: Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. No soy protein or other animal proteins other than Pollock can be added. Single Frozen, Additive Free, Alaska Pollock Coated with Whole Grain Rich Breading. Cannot contain more than 2% non-creditable grains. Rectangle shaped with minimal size variation between rectangles.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 10—Chalupa

Food item #1: Beef & Cheese Chalupa, Individually Wrapped
Nutrition Specifications:

- Calorie range 225-300
- Saturated fat cannot exceed 6 gm
- Sodium cannot exceed 410 mg
- Portion size must not be less than (by weight) 3.0 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 1
- USDA Foods Item Used: 110254-Cheese Ched Yel Block- 40 lb.
- Historical Usage: 21,287 lbs.

Other product specifications: Must be individually wrapped in ovenable film. Product shall be fully cooked. Cooking temperatures to comply with Food Safety and Inspection Service (FSIS) requirements. The cooked Product shall be chilled and individually frozen, then packed in shipping containers. No beans, meat and cheese only. Tostada bowl with beef filling with a seasoned flavor profile topped with cheddar cheese.

Finished product shall be free of any trans-fat other than those that are naturally occurring.

Group 10, Food item #1 – "Beef & Cheese Chalupa, Individually Wrapped" (Open Option) – Currently Integrated Food Service (IFS) is in the process of developing our Chalupa's with different seasoning, flavors and proteins. As this RFP has a two (2) year term with an option to renew for an additional two (2) years, in order to assist the State of Nevada and it's Recipient Agents (RA) to remain relevant and avoid menu fatigue, if allowable, we would like to offer the State of Nevada the option to purchase any of our new Chalupa's under this RFP. The new flavors will comply with above nutrition specifications and offered at same price as our Beef & Cheese Chalupa Code C82651 submitted with this RFP.

Group 11—Frozen Burritos

Food item #1: Whole Grain Bean & Cheese Burrito, Individually Wrapped
Nutrition Specifications:

- Calorie range 275-350
- Saturated fat cannot exceed 3.75 gm
- Sodium cannot exceed 500 mg
- Portion size must not be less than (by weight) 5 oz.
- Meat Equivalent, must provide at least 2
- Grain Equivalent, must provide at least 2

ATTACHMENT I – COST PROPOSAL CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP

I have read, understand and agree to comply with ***all*** the terms and conditions specified in this Request for Proposal.

YES X I agree to comply with the terms and conditions specified in this RFP.

NO _____ I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors ***must*** provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations. ***Note: Only cost exceptions and/or assumptions should be identified on this attachment. Do not restate the technical exceptions and/or assumptions on this attachment.***

Integrated Food Service
Company Name

Signature

Jon R. Sugimoto
Print Name

4-18-2016
Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

EXCEPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (Complete detail regarding exceptions must be identified)

ASSUMPTION SUMMARY FORM

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)

ASSUMPTION #	RFP SECTION NUMBER	RFP PAGE NUMBER	ASSUMPTION (Complete detail regarding assumptions must be identified)
1	Attachment H	Page # 51 Group 1 – Beef, item #2 Cheeseburger Mini Sliders	Two pricing schedules were submitted for this item. One with only the Commodity Beef discount and the other with both Commodity Beef and Cheese discounts. We assume that the district would prefer both Commodities discounts since this is currently how this item is being purchased
2	Attachment H	Page # 51 Group 10, item# 1 Beef and Cheese Chalupa - IW	Two pricing schedules were submitted for this item. One with only the Commodity Beef discount and the other with both Commodity Beef and Cheese discounts. We assume that the district would prefer both Commodities discounts since this is currently how this item is being purchased
3	Attachment H	Page # 51 Group 10, item# 1 Beef and Cheese Chalupa - IW	This item uses both Commodity Mozzarella, 110244 and Cheddar Cheese 110254. However the Cheese discount listed on this item corresponds with our SEPDS which only reflects 110244 Mozzarella. Our EPDS lists both Cheeses. Regardless of which Cheese the State of Nevada diverts, our net price submitted will remain the same. Realizing that Commodity Mozzarella and Cheddar have a different value assigned on the USDA November file, as instructed by the USDA, we convert the value of the cheeses on a bi-annual or annual basis to assure the RA's receive the full value of their commodity cheese.

This document must be submitted in Tab III of vendor's cost proposal.
This form MUST NOT be included in the technical proposal.

RFP 3237 Cost Proposal

Vendor Name: Integrated Food Service **Multiple Commodity**

Food Group	Food Item	Servings per case	USDA Foods Draw Down Item number	Pounds of USDA Foods Draw Down per Case	Net Price Per Case (Not including value of USDA Foods)	Net Price Per Serving (Not including value of USDA Foods)
			100154	10.28		
1 - Beef	2 - Cheesebuger Slid	75	100036	1.17	75.98	1.01
			110244	6.76		
10 - Chalupa	1 - Beef & Cheese Ch	72	100154	2.85	57.01	0.792