Question	Response
Company name:	***Tyson Prepared Foods***
Ownership (sole proprietor, partnership, etc.):	***Corporation***
State of incorporation:	***Delaware***
Date of incorporation:	***2003***
# of years in business:	***Tyson Prepared Foods = 13 years*** ***We are a wholly owned subsidiary of Tyson Foods, Inc. = Over 80 years***
List of top officers:	***A listing of Tyson Foods Board of Directors and Tyson Senior Leadership Team can be found at:*** http://www.tysonfoods.com/Our-Story/Leadership/Board-of-Directors.aspx http://www.tysonfoods.com/Our-Story/Leadership/Executive-Bios.aspx
Location of company headquarters:	***2200 Don Tyson Parkway*** ***Springdale, AR 72762***
Location(s) of the company offices:	***Below is a link to all of our corporate offices/plants:*** http://www.tysonfoods.com/Our-Story/Locations.aspx
Location(s) of the office that will provide the services described in this RFP:	***2200 Don Tyson Parkway*** ***Springdale, AR 72762***
Number of employees locally with the expertise to support the requirements identified in this RFP:	***We have 5 account managers (4 broker representatives and 1 Tyson Account Manager) that handle the state of Nevada. One of the account managers resides in Nevada.***
Number of employees nationally with the expertise to support the requirements in this RFP:	***1 Tyson Account Manager*** ***1 Tyson Director of Sales*** ***4 Broker Account Sales Representatives*** ***1 Broker Customer Service Representative*** ***1 Tyson Customer Service Representative*** ***1 Tyson CSR Manager***
Location(s) from which employees will be assigned for this project:	***Waypoint Office – CA / NV*** ***Tyson – CA / AR***

4.1.2 **Please be advised**, pursuant to NRS 80.010, a corporation organized pursuant to the laws of another state must register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded vendor, unless specifically exempted by NRS 80.015.

Tyson Prepared Foods is registered as a foreign corporation in the State of Nevada.

4.1.3 The selected vendor, prior to doing business in the State of Nevada, must be appropriately licensed by the State of Nevada, Secretary of State's Office pursuant to NRS76. Information regarding the Nevada Business License can be located at http://nvsos.gov.

Question	Response
Nevada Business License Number:	***NV20111130012***
Legal Entity Name:	***Tyson Prepared Foods, Inc.***

Is "Legal Entity Name" the same name as vendor is doing business as?

Yes	***X***	No	

If "No", provide explanation.

4.1.4 Vendors are cautioned that some services may contain licensing requirement(s). Vendors shall be proactive in verification of these requirements prior to proposal submittal. Proposals that do not contain the requisite licensure may be deemed non-responsive.

4.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

Yes	***X***	No	

If "Yes", complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

Tyson currently employs over 110,000 team members. Due to the number of Tyson employees and its organizational structure, it is impracticable for Tyson to disclose all contracts Tyson may have performed in the State of Nevada. However, as it relates to the K12 National School Lunch segment, we have provided the contract we are currently operating under with the State of Nevada, Department of Administration – Purchasing Division.

Question	Response
Name of State agency:	***State of Nevada Department of Administration Purchasing Division***
State agency contact name:	***Greg Smith – Purchasing Administrator***
Dates when services were performed:	***July 2012-June 2016***
Type of duties performed:	***USDA Commodity Processing***
Total dollar value of the contract:	***N/A***

4.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

Yes		No	

If "Yes", please explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?

If you employ (a) any person who is a current employee of an agency of the State of Nevada, or (b) any person who has been an employee of an agency of the State of Nevada within the past two (2) years, and if such person will be performing or producing the services which you will be contracted to provide under this contract, you must disclose the identity of each such person in your response to this RFP, and specify the services that each person will be expected to perform.

Tyson currently employs over 110,000 team members. Due to the number of Tyson employees and its organizational structure, it is impracticable for Tyson to disclose all persons Tyson may utilize to perform services under this Contract who are Current State Employees or Former State Employees. Further, it is also impracticable for Tyson to make any representation to the State regarding the utilization of any Tyson employees who are Current or Former State Employees to perform services under this Contract with prior notification to the Contracting Agency of such persons' identities. Therefore, Tyson disclaims any disclosure or prohibition requirements contained in this section.

4.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor's ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed.

Does any of the above apply to your company?

Yes		No	

If "Yes", please provide the following information. Table can be duplicated for each issue being identified.

Question	Response	
Date of alleged contract failure or breach:		
Parties involved:		
Description of the contract failure, contract breach, or litigation, including the products or services involved:		
Amount in controversy:		
Resolution or current status of the dispute:		
If the matter has resulted in a court case:	Court	Case Number
Status of the litigation:		

Tyson employs over 110,000 team members and has over $40 billion in annual sales. With the level of sales Tyson has there are periodic disputes between parties in regards to contracts, and these disputes can be litigated/arbitrated. Tyson believes it has a strong reputation for honoring its contracts, and the company is dedicated to fulfill orders. Neither Tyson nor its subsidiaries have filed for bankruptcy in the past 10 years. Further, as a publicly traded company disclosure of material civil litigation or proceedings can be found in the Legal Proceedings sections of the Tyson 10-K and 10-Q filings, and information on Executive Officer can also be found in the Tyson's Proxy Statement and the 10-K and 10-Q filings, all of which are available at www.sec.gov. (Ticker symbol TSN).

4.1.8 Vendors must review the insurance requirements specified in ***Attachment E, Insurance Schedule for RFP 3237.*** Does your organization currently have or will your organization be able to provide the insurance requirements as specified in ***Attachment E.***

Yes	***X***	No	

Any exceptions and/or assumptions to the insurance requirements ***must*** be identified on ***Attachment B, Technical Proposal Certification of Compliance with Terms and Conditions of RFP.*** Exceptions and/or assumptions will be taken into consideration as part of the evaluation process; however, vendors must be specific. If vendors do not specify any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Upon contract award, the successful vendor ***must*** provide the Certificate of Insurance identifying the coverages as specified in ***Attachment E, Insurance Schedule for RFP 3237.***

Tyson Prepared Foods has attached a certification of insurance within our proposal response, Tab IX Other Information Material.

4.1.9 Please list states you have provided processed end products for NSLP/CACFP and the length of time you have provided processed end products. Limit response to no more than five (5) pages.

Tyson Prepared Foods has State Participation Agreements with 46 states.

State	State	State	State	State	State	State	State	State
AR	CT	ID	LA	MN	NH	ND	RI	UT
AK	DC	IL	MA	MO	NJ	OH	SC	VT
AZ	DE	IN	MD	MT	NM	OK	SD	VA
CA	FL	IA	ME	NE	NY	OR	TN	WA
CO	GA	KY	MI	NV	NC	PA	TX	WI
								WY

4.1.10 Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description.

Tyson Foods, Inc. (NYSE: TSN), with headquarters in Springdale, Arkansas, is one of the world's largest food companies with leading brands such as Tyson®, Jimmy Dean®, Hillshire Farm®, Sara Lee®, Ball Park®, Wright®, Aidells®, and State Fair®.

We are a recognized market leader in chicken, beef and pork, as well as, prepared foods, including bacon, breakfast sausage, turkey, lunchmeat, hot dogs, pizza crusts and toppings, tortillas and desserts.

113,000 **team members in fiscal year 2015**	**Approx. 130 countries** **in which our products are sold**
$41.4 billion **reported sales in fiscal year 2015**	**#1 or #2 brands** **in 13 core categories**

Our company was founded in 1935 by John W. Tyson, whose family has continued to lead the business with his son, Don Tyson, guiding the company for many years and grandson, John H. Tyson, serving as the current chairman of the board of directors.

Through our Core Values, Code of Conduct and Team Member Bill of Rights, we strive to operate with integrity and trust and we are committed to creating value for our shareholders, customers and team members. We also strive to be faith-friendly, provide a safe work environment and serve as stewards of the animals, land and environment entrusted to us.

$8+ million **invested in communities**	**400+ locations** **production facilities and offices world-wide**
100+ million pounds **protein donated to hunger relief since 2000**	**$75 million** **invested in research and development**

Tyson Prepared Foods has a long history of working with our customers to support and drive their business. As a leader in the foodservice community we provide outstanding customer service and will support the State of Nevada school districts with the full strength of our K12 team.

The types of customers served under the Tyson Prepared Foods National Processing Agreement include a wide range of recipients from state contracts to individual district contracts. Tyson Prepared Foods currently services approximately 5,500 school districts, the Elderly Feeding Program in Massachusetts, management companies, and large and small Co-Ops.

Tyson Prepared Foods, has been recognized by Cognitio and Foodservice Elite as the innovation industry leader in the primary/secondary schools segment and overall foodservice industry manufacturer.

Providing safe, wholesome, nutritious food is one of the highest standards that Tyson Prepared Foods upholds within our operations each and every day. It is not only at the core of our Core Values but, it also reflects the defining standard to which we hold ourselves accountable. As a company, we participate in Nutrient Standard and Food Based product development and production. Our dedicated staff of Registered Dieticians work hand in hand with our food scientists and chefs to meet the ever changing school nutrient guidelines with new product development. We've even gone so far as to develop our own internal nutritional guidelines for new product development resulting in limitations on fat and sodium.

Tyson Prepared Foods utilizes the consulting services of K12 Services, Inc. for reporting of USDA commodities. This system tracks the receipt of raw materials, the allocation of donated food by recipient agency, the delivery of orders and the invoicing of orders. Upon request, the Tyson regional manager or Waypoint broker representative can assist with setting up a login profile and can arrange training on how to use the system.

Tyson Prepared Foods will continually manage product inventory to ensure timely supply by analyzing menu frequency of specific products and district ADP. Tyson's Demand Planner will develop a forecasting plan which will generate a demand-driven production plan. This production plan will allow our facilities to produce products just in

time for the District and continue our efforts towards to creating innovative products your students will love and expect through their growing participation within your school lunch program. Tyson Prepared Foods will continue to partner with you to deliver quality, innovative and safe products that drive increased menu participation for years to come.

Tyson Transportation consists over 950 trucks and over 1,150 drivers. We have a satellite system for tracing the position of our trucks at all times. In addition, Tyson contracts with over 137 outside carriers for product deliveries. With these resources on hand, Tyson Prepared Foods continues to deliver on our promise to provide the very best products with regards to Food Safety as well as ensure best-in-class product availability. Our goal has long been (and will continue to be) to provide your districts the products you need, and "in time" for when you need them. Customer service and on-time delivery are a "paramount" concern to Tyson Foods as they deliver on our promise to provide safe, wholesome nutritious products your students love – when you need them.

Tyson Prepared Foods has a proven track record of innovated processes in place to continue to remove non-value added costs. These cost containment activities happen through our raw material procurement, production conversion efficiencies, product optimization, back-of-house labor saving further processed products and fresh menu ideas to keep your kids engaged. A few examples of these types of activities are:

- ***Tyson procures chicken raw material directly, which allows for substitution of chicken. Efficiency through substitution allows us to develop a demand-driven purchasing plan for these raw materials that takes the uncertainty of USDA purchases out of the picture.***
- ***Our proprietary internet-based commodity ordering and tracking system allows Tyson to help the district optimize their commodity usage.***
- ***Our Kid Tested, Kid Approved Products help increase ADP with proved products. Products approved through this process give you confidence that kids have endorsed the products before the district orders them. This system removes the guesswork of product acceptance with your customers, thereby removing plate waste and building participation by offering products kids love.***

In summary, Tyson Prepared Foods provides best-in-class customer service, wholesome nutritious quality products, innovative processes and technology, as well as the very best supply chain efficiencies the industry can provide. Tyson Prepared Foods has a high level of experience in the ability to fulfill this contract with the State of Nevada.

Tyson Prepared Foods is privileged to have the opportunity to help support you with your foodservice program. Thank you for your consideration!

Published Core Values can be found at: ***http://www.tysonfoods.com/Our-Story/Core-Values.aspx***

4.1.11 Financial information and documentation to be included in Part III, Confidential Financial Information of vendor's response in accordance with Section 9.5, Part III – Confidential Financial Information.

Dun and Bradstreet Number = ***00-690-3702***

Federal Tax Identification Number = ***48-1175514***

The Subcontractor Information is NON-APPLICABLE for our submission of this RFP.

4.2 **SUBCONTRACTOR INFORMATION**

4.2.1 Does this proposal include the use of subcontractors?

Yes		No	

If "Yes", vendor must:

4.2.1.1 Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services.

4.2.1.2 If any tasks are to be completed by subcontractor(s), vendors must:

A. Describe the relevant contractual arrangements;
B. Describe how the work of any subcontractor(s) will be supervised, channels of communication will be maintained and compliance with contract terms assured; and
C. Describe your previous experience with subcontractor(s).

4.2.1.3 Vendors must describe the methodology, processes and tools utilized for:

A. Selecting and qualifying appropriate subcontractors for the project/contract;
B. Ensuring subcontractor compliance with the overall performance objectives for the project;
C. Ensuring that subcontractor deliverables meet the quality objectives of the project/contract; and
D. Providing proof of payment to any subcontractor(s) used for this project/contract, if requested by the State. Proposal should include a plan by which, at the State's request, the State will be notified of such payments.

4.2.1.4 Provide the same information for any proposed subcontractors as requested in ***Section 4.1, Vendor Information***.

4.2.1.5 Business references as specified in ***Section 4.3, Business References*** must be provided for any proposed subcontractors.

4.2.1.6 Vendor shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the vendor.

4.2.1.7 Vendor must notify the using agency of the intended use of any subcontractors not identified within their original proposal and provide the information originally requested in the RFP in ***Section 4.2, Subcontractor Information***. The vendor must receive agency approval prior to subcontractor commencing work.

4.3 **BUSINESS REFERENCES**

4.3.1 Vendors should provide a minimum of three (3) business references from similar projects performed for private, state and/or large local government clients within the last three (3) years. Vendors must have at least one (1) year of experience in providing processed end products using USDA Foods.

4.3.1.1 Vendors must provide the following information for ***every*** business reference provided by the vendor and/or subcontractor:

The "Company Name" must be the name of the proposing vendor or the vendor's proposed subcontractor.

Tyson Prepared Foods has supplied this information below.

Reference #:			
Company Name:	Baltimore County Public Schools		
Identify role company will have for this RFP project (Check appropriate role below):			
XXXXXX	***VENDOR***		***SUBCONTRACTOR***
Project Name:	Baltimore County Public Schools		
Primary Contact Information			
Name:		JoAnn Calvert	
Street Address:		6901 Charles Street, Building E	
City, State, Zip:		Towson, MD 21204	
Phone, including area code:		410-887-1857	
Facsimile, including area code:			
Email address:		jcalvert@bcps.org	
Alternate Contact Information			
Name:			
Street Address:			
City, State, Zip:			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:		USDA Commodity Processing	
Original Project/Contract Start Date:		8/2005	
Original Project/Contract End Date:		Present	
Original Project/Contract Value:		N/A	
Final Project/Contract Date:		N/A	
Was project/contract completed in time originally allotted, and if not, why not?		Yes	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?		Yes	

Reference #:			
Company Name:	Henrico County School Nutrition		
Identify role company will have for this RFP project (Check appropriate role below):			
XXXXXXXX	***VENDOR***		***SUBCONTRACTOR***
Project Name:	Henrico County School Nutrition		

Primary Contact Information	
Name:	Robin B. Robins
Street Address:	3820 Nine Mile Road
City, State, Zip:	Henrico, VA 23223
Phone, including area code:	804-226-5526
Facsimile, including area code:	
Email address:	rbrobins@henrico.k12.va.us
Alternate Contact Information	
Name:	
Street Address:	
City, State, Zip:	
Phone, including area code:	
Facsimile, including area code:	
Email address:	
Project Information	
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:	USDA Commodity Processing
Original Project/Contract Start Date:	3/2012
Original Project/Contract End Date:	Present
Original Project/Contract Value:	N/A – Proprietary
Final Project/Contract Date:	N/A - Proprietary
Was project/contract completed in time originally allotted, and if not, why not?	Yes
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?	Yes

Reference #:			
Company Name:	Gwinnett County Schools		
Identify role company will have for this RFP project (Check appropriate role below):			
XXXXXX	***VENDOR***		***SUBCONTRACTOR***
Project Name:	Gwinnett County Schools		
Primary Contact Information			
Name:		Karen Hallford	
Street Address:		437 Old Peachtree Road NW	
City, State, Zip:		Suwanee, GA 30024	
Phone, including area code:		678-301-6245	
Facsimile, including area code:			
Email address:		Karen_Hallford@Gwinnett.k12.ga.us	
Alternate Contact Information			
Name:			
Street Address:			
City, State, Zip:			
Phone, including area code:			
Facsimile, including area code:			
Email address:			
Project Information			
Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable:		USDA Commodity Processing	
Original Project/Contract Start Date:		SY 10/11	
Original Project/Contract End Date:		Current	
Original Project/Contract Value:		N/A	
Final Project/Contract Date:		N/A	
Was project/contract completed in time originally allotted, and if not, why not?		Yes	
Was project/contract completed within or under the original budget/ cost proposal, and if not, why not?		Yes	

4.3.1.2 Vendors must also submit ***Attachment F, Reference Questionnaire*** to the business references that are identified in ***Section 4.3.2***.

4.3.1.3 The company identified as the business references must submit the Reference Questionnaire directly to the Purchasing Division.

4.3.1.4 It is the vendor's responsibility to ensure that completed forms are received by the Purchasing Division on or before the deadline as specified in ***Section 8, RFP Timeline*** for inclusion in the evaluation process. Reference Questionnaires not received, or not complete, may adversely affect the vendor's score in the evaluation process.

4.3.2 The State reserves the right to contact and verify any and all references listed regarding the quality and degree of satisfaction for such performance.

4.4 **VENDOR STAFF RESUMES – Please note this section is optional.**

Resumes may be completed for each proposed key personnel responsible for performance under any contract resulting from this RFP per ***Attachment G, Proposed Staff Resume.***

Tyson Prepared Foods is going to opt out of sending a resume on each proposed key personnel responsible for performance under any contract resulting from this RFP. However, please see our company background and qualifications under section 4.1.10.